

David Wygant Presents...

7 Steps to Success

*7 KEY Things That
Entrepreneurs &
Successful People Do
Every Day*

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#1: Appreciation

I wake up every day in appreciation of my life. When I hop in my car, I take a moment to appreciate the car I'm driving.

When I fly in business class, I appreciate the seat I'm sitting in.

This is one of the biggest secrets that successful entrepreneurs like Jay-Z and Richard Branson practice... that most guys fail to do.

Why? Because they think, *"Well, I'm not rich and successful yet. So what do I have to appreciate?"*

And the answer is: **EVERYTHING.**

No matter where you are in your life, you will NEVER get anything better if you have a sense of entitlement.

If you want a promotion at work, do you think you're going to get it by demanding it, saying you deserve this promotion?

No chance. You'll get it if you show up every day, on time, and put a hard day's work in.

Because those are the actions that say, "I appreciate this job. I appreciate this opportunity to make money for myself, make a living for myself."

No man has ever made \$1 million if he never appreciated the value of just \$1. So no matter where you are in life, you have to start with a mindset of appreciation.

#2: Setting Your Intent

Successful people are goal-oriented.

They wake up each morning and set their intentions forth and let the universe know what they've got going on.

Why is this so important?

Because it keeps you grounded, keeps you focused, keeps your eye on the prize.

Life happens, and every day you will experience life pulling you in a thousand different directions. And it's so easy to lose focus of what your goals and intents are.

But when you begin the day by setting your intent, you will look at these things as a mere detour on the road to success, not a roadblock.

Your mindset will be that each day is an opportunity. It's a gift that you get to unwrap throughout the day.

And the next time you have a tough day or a tough moment, you will look at it and say to yourself,

"This is just a tough moment that life is giving at me right now. And maybe, just maybe, the universe has put this tough moment in my life so I can learn a lesson."

And then you will resolve that tough moment. You will break through to the other side. And you will get back to work.

#3: The Imperfect Perfect

Perfectionism is one of the greatest diseases that spreads among people who seek to be successful. And it's a huge MYTH that, in order to become a success or become an entrepreneur, you have to be perfect.

I want you to always remember this quote from Thomas Edison, who failed tens of thousands of times when he set out to invent something:

"I have not failed 10,000 times. I've just found 10,000 ways that won't work."

You see, so many people give up if they "fail" the first time. They try something once, it doesn't work, so they think it will NEVER work.

But when you realize that perfectionism is a myth, you adopt the mindset of Thomas Edison.

You realize that, no, you haven't FAILED. You're not a FAILURE.

You have actually succeeded.

You've succeeded in discovering what doesn't work. So you never have to make that mistake, ever again.

#4: Prioritize Your Day

Do you ever feel overwhelmed? So many times, you might have this amazing idea, but when it comes to doing the work and putting your ideas into action, you get so overwhelmed at how much work it will be or how long it'll take.

This is where prioritizing is key.

Every day, you need to make a to-do list. You need to figure out what needs to be done first.

You might have a to-do list of literally 50,000 different tasks. But what's priority #1? What needs to be done first?

If there's ONE thing that needs to get done before everything else, then that's what you're going to get done. The other 49,999 things don't even matter.

You'll get to that after you do this one thing.

And when you prioritize your day like that, suddenly you don't feel so overwhelmed anymore.

Because what's going to happen is that huge, impossible to-do list becomes manageable. Today you've got 50,000 things to do, next week you'll have 49,000 things to do, and you'll chip away at it until you're down to the last, least important item.

#5: Create When the Day is Young

Another mistake that so many budding entrepreneurs and creative people make is waiting until the end of the day to take action.

Our energy and our creative juices are pounding at full force when the day is young. Literally when we first wake up.

This is when inspiration will hit you. Because when the day is young, it hasn't had a chance to beat us up and put us through the ringer yet.

The boss hasn't emailed you asking for a status update. You r kid, if you have kids, hasn't pestered you to borrow \$20. You haven't gotten distracted by texts and social media and all the other sideshows of life.

So if you have a task you're working on, whether you're trying to start your own business or write the next Great American Novel or whatever it might be, create when the day is young.

And you will, without fail, see yourself producing some of your highest-quality, most inspired work.

#6: Face Your Fears (Every Day)

Fear is such a powerful thing. And it stops so many people from following their dreams.

You see, fear is especially dangerous because when you're afraid, you may not even realize it. You just rationalize your fears and say, "I don't want to do that."

So you need to recognize your fears, but then you also need to face your fears. EVERY SINGLE DAY.

Do one thing that scares the shit out of you every day. Maybe it's asking your boss for a raise. Maybe it's approaching a stranger and striking up a conversation with them.

By chipping away at each and every one of your fears on a daily basis, what you're actually going to do is chip away at your excuses.

And soon, you're going to realize that there's not only nothing to be afraid of. But you're going to start taking risks that the old you would not have taken.

Because success requires taking risks. No great entrepreneur has ever become successful by playing it safe 24/7. They became successful by walking right up to their biggest fears every day and saying,

"F*CK YOU, FEAR. I'm not going to let you hold me back anymore."

#7: The Secret Mindset

Have you ever wondered how politicians are able to be SO persuasive (even though it turns out so much of what they say are total B.S.)?

It's because of what I call **the secret mindset**. And the secret mindset is OWNING what you say. Saying it with conviction and power.

See, the reason people believe politicians is because politicians talk about things like they're the experts. And that's what you have to do.

When you say things, anything, you have to not only believe you're a powerful person. You have authority.

That's what makes people want to listen to you. That's what makes people want to hear what you have to say.