

**THE SECRET TO SUCCESSFUL  
CONSULTING IS BEING A  
SUCCESSFUL CONSULTANT**  
Using Visualization to Create a  
Roadmap for Success

Presented To:  
**Confab 2008**

Mastering the Art of Consulting October 25-28, 2008  
Silver Legacy Resort and Casino, Reno, Nevada



---

---

---

---

---

---

---

---

**The Power of Visualization**

**There is not a single thing created by humans that did not originate from the spark of a thought – good, bad or otherwise. Thought becomes vision, vision becomes action, action becomes reality and it is our actions that define us as individuals. Our thoughts dictate our actions, our actions determine our deeds and our deeds shape who we are and how we are perceived.**



---

---

---

---

---

---

---

---

**Creating a Roadmap for Success**

**Thought Becomes Vision  
Vision Becomes Action  
Action Becomes Reality**



---

---

---

---

---

---

---

---

Would you rather be right than happy?

**I MAY NOT ALWAYS  
CONTROL WHAT  
HAPPENS  
BUT I CAN CONTROL HOW I  
REACT AND RESPOND**



---

---

---

---

---

---

---

---

It's all just a matter of perspective

**I CAN'T CONTROL THE  
WAVES  
BUT I CAN CERTAINLY  
LEARN TO SURF**



---

---

---

---

---

---

---

---

### Defining Success

- What does it look like?
- What does it feel like?
- How did you get there?



---

---

---

---

---

---

---

---

**Success is personal and unique to each of us**

- If you don't know where you are going, you'll never know where you want to be.
- If you don't have a roadmap for success, how will you know if you are on course, slightly off course or totally lost?
- A vision statement generates action, clarity and positive energy.



---

---

---

---

---

---

---

---

**The Basic Truisms**

- The universe is infinitely abundant
- Abundance is totally unconditional
- The universe responds to the energy created by our thoughts
- Thoughts become things.



---

---

---

---

---

---

---

---

**Putting it all together**

- Are your thoughts, actions and deeds focused on positive outcomes?
- Are your short term results mirroring your long term vision?
- Can you see the results as though they have already happened?



---

---

---

---

---

---

---

---

### Belief Statement

- Business will come to me as I need it, in a manner that lets me respond to and serve my clients' needs to the best of my ability.
- The success of my business will not rest in the hands of any single client or entity. I am responsible and accountable for my success.
- The money will be there as I need it and in sufficient quantity to allow me to run my business profitably and take care of those around me.
- Life was never meant to be a struggle.



---

---

---

---

---

---

---

---

### The Mechanics of Manifestation

- Things are presented to us in the exact opposite of how they are created.
- The starting point comes when the end result is defined.
- Successful consultants know what they want and define the end result.



---

---

---

---

---

---

---

---

### The Mechanics of Manifestation

- Begin with a clear, end result in your mind's eye.
- Physically move in the direction of your thoughts/dreams/vision.
- The miracles of progress are usually invisible.
- Never trust appearances – they have no bearing on what is coming tomorrow.



---

---

---

---

---

---

---

---

## Two Simple but Powerful Questions

**What do I want?**

**What is not working?**



---

---

---

---

---

---

---

---

## Fun affirmations that work

- I always get a great parking spot
- The line I'm in moves fastest
- I have a knack for being in the right place at the right time
- My clients always pay their invoices on time



---

---

---

---

---

---

---

---

## Visualization Exercise

**Once A Day – 5-10 Minutes Per Session**

- Imagine every conceivable detail
- Feel the passion and emotion
- Put yourself in the picture
- Dwell on the end result



---

---

---

---

---

---

---

---

### Raise the Bar

- Don't react to illusions – you get to determine what is real and relevant
- Just Move. Your vision will guide your direction
- Let your heart and passion drive you
- Remember – everything matters.
- Pretending counts. Big time.



---

---

---

---

---

---

---

---

### Parting Shots

- A B+ is often good enough. If we wait until everything is perfect the opportunity may pass by.
- Look for value in everything.
- It is okay to be selfish as long as we realize that everything is energy and only has value when used
- Life was never meant to be a struggle.



---

---

---

---

---

---

---

---

### Summary

- Begin with a clear vision of the desired outcome.
- Take action to move in the direction of your vision.
- Know that all of the questions will be answered when needed.
- Cherish the 10% factor, as that is where you'll discover adventure, value and opportunity.



---

---

---

---

---

---

---

---