

Career and Business - Find what you love to do and you won't have to work another day in your life again!

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Until you have this figured out, you will be constantly under pressure to perform for someone else as they take the profits and your time.

When you do find what you love doing and you are paid, you have found the Holy Grail!

I have had multiple jobs in my life, from bar work, running nightclubs, promotional companies, a party bus venture, to more level headed work like IT recruitment, acting, and my true calling coaching, speaking and writing.

It took me a few attempts before I found my true vocation. Helping people to create a fulfilled life in turn fulfils my own.

The only thing that was stopping me from getting what I wanted from life was me. No bosses, no government, just me and how creative I chose to be.

I know I am able to create what I want through this vehicle and it suits my personality or at least get a little bit closer to understanding what you do want and what you don't want.

What is it that you would love to do every day and be paid for it?

It can be anything really! You would be surprised. You will likely have beliefs that prevent you from seeing opportunities right under your nose.

I had a client who came to me, who was clearly very intelligent, yet could not see she was leaving a huge business opportunity that was right under her nose, because she had heard from her mum that business was hard and her dad would always do things for free. Once we uncovered her unconscious belief, she could finally see that she had altered her reality based on their beliefs and missed what was clearly right in front of her. She was torn between two jobs and was doing a service for free helping businesses in order to get a commission later.

When she recognised the process of consulting clients to the potential of them buying the service later was also extremely valuable, she was then in a position to create a thriving business by charging for that initial service as she saw the value of it.

What are you leaving on the table? What old beliefs are you holding onto that has you missing out on the life you want for yourself?

As you read on you will see new opportunities everywhere.

You can find further resources on www.alexroseman.com

Let's go and get you to the dream job/business you were meant for!

Chapter 1 - The Process!

Habits and systems - Once I have this in place, my results become rather predictable. It's been a part of my success of not just starting something but actually finishing it.

Would you like to know what it is?

Great. I will share it the best way I can in this book, my online course will explore it in more detail. <http://bit.ly/SelfLimitlessMastery>

Read this to yourself then close your eyes or go to alexroseman.com and follow the audio link which you have access to for free, to be guided by me.

Get comfortable with your back straight sitting up or lying down. Make sure you will not be distracted by pets, phones, people...anything.

Breath in through your nose for four seconds and hold it for a count and breath out for 4 seconds through your nose. Repeat this 4 times.

As you do so, I want you to imagine the life that is going on inside you, your organs, your cells, the blood flowing through your veins.

As you feel into this, know that the energy within you is keeping you moving, your organs and cells are keeping you alive as you move about on this earth.

And your cells and organs are only able to stay alive due to you taking care of yourself.

I want you to feel your heart beating inside your chest, feel the heart pumping blood throughout your body.

Your heart beats every second of the day so you can experience life on earth, and it asks for nothing in return. We can choose to be grateful for this alone.

As you breathe, I want you to throw yourself into the future, focus on the next twelve months. Start to see images of where you are at that moment. What do you see? Who is there? Look around you. What do you see yourself wearing?

What are you doing that contributes to others lives?

What skills are you utilising?

What do you feel? What is the atmosphere? What country are you in?

Is it warm? Is it cold or hot?

Are you inside or outside?

What do you smell? What do you taste?

What do you hear around you? Are there other people there? Are you in the middle of working/doing what you love?

Who is sharing this experience with you?

As you look at all of this, I want you to expand the vision 10 times and really jump in.

See all the images that come up! Brighten the images, really get a feeling of it happening. Your unconscious mind doesn't know the difference between what is imagined and what is real. So, go for it!

Now rewind back to where you are right now as if rewinding a movie.

Rewind from the moment you imagined to where you are now.

Rewind over and over and be aware of the multiple images that pop up through your journey.

As you do this you will see an image that will stand out from all the others.

This will be your next action point to aim for to get you to this vision.

It will come with its challenges but think of the person you will be as you make it to that vision.

Lock in that image that came up and slowly open your eyes!

Action Step

Write down what came up for you here:

What would be your reason to make this happen?

What is the first thing you can do today to make this a reality?

If you can see it, you can create it!

Chapter 2 - Your life is valuable, so do something of value!

If you could think of anything to do that adds value to others and yourself that you would love to do, what would it be?

What you have is unique and what you value is also unique.

Let's explore what your values are so we can determine what you could offer others.

Action Step

What do you think about? What continuously churns through your mind? Not the usual nonsense but that dream you have..write a book, acting, dancing, becoming an accountant. Write it down!

What do you talk about? What we value tends to come up in conversation a lot. What we ask someone as we bump into them for example. How's business? How's the family?

Another sign is when you are feeling tired and you could literally nod off until someone starts to talk about a topic that you truly enjoy. You suddenly find a burst of energy from somewhere. This would be a good indication!

What do your actions say? What do you do each day that no one has to tell you to do? Maybe it is walking your dog or shooting videos at home and making them look great. Anything can be turned into a money-making opportunity. I have heard of people travelling the world who earn money by showing people how to jump! Yes, you read that right! A story from Dr John DeMartini, who discovered someone who could earn money with merely their dog. This turned into a million-dollar business. If you ask yourself better questions you get amazing results.

What do you spend your money on? Rather than thinking about it, you may be surprised when you actually sit down and go over the last 3 months and see where your money has gone. This is a very powerful indicator on your spending habits.

If you value family more than fitness, business, self-care etc. Your money will pass through this first before reaching anything else (if there is anything left). What you value, like a river, your money will pass through it.

Once we become aware of something, we have the power to change it. Want to have more money for your future? It is time to learn to get the river to move towards this new value.

Write the last month of your payments down - Put in an excel spreadsheet, put in categories and see what comes up most.

Now you have a clearer view of what you value. Let's look at some questions to explore what you can do as a business/career/life project!

What could you offer people right now that you have and would enjoy doing every day?

Who would be interested in such a service?

How could you find them?

Who do you know in your own community that would be keen to hear your ideas and may be interested?

List 5-10 ways on how you can present your service, including how people will find it!

How much would you charge that would mean you could leave your current job? (check the financial mastery book for the exact figure you would need)

Now that you have clarity (more than before at least!) you will be able to see that anything is possible if you apply it!

Everything happens with action!

Chapter 3 - In the dark? Get the flashlight!

When you start a business for the first time it can be a little daunting.

We have heard many people's stories of successes, yet there are many more failures.

What makes the difference between failure and success? Well, usually the people who fail just stop trying. Everyone experiences failures along the way. It is unavoidable and necessary so you can continue to learn.

Yet some failures can hit so hard that it may seem impossible to get back up from them.

Some failures are avoidable. So how do we avoid the avoidable?

We get the flashlight and shine it so that we can see what is in front of us, so we can predetermine our next steps, right?

It is simple! We as adults make it more complicated than it needs to be.

Tony Robbins bases a lot of his teachings on modelling others, having a mentor who has already done what it is you want to do! There is no reason to reinvent the wheel. You may have an idea that no one has had before, but the processes to bring it to life have already been done. Once the system is learned, you have a better shot at making it a success.

Each business has a life cycle, and if you are not sure what stage you are in you could be making decisions that are not aligned to where you are right now and could be a disaster!

Something you can follow right now is the 7 Forces of Business Mastery!

1. **An effective business map** - How can you get to where you want to go without knowing the destination? If you have a map you can put the destination in your "GPS" and set sail. You will more likely get to your destination as quickly as possible when you know where you are and where you want to go!

Where are you right now within the timeline of your business?

2. **Constant & Strategic Innovation** - If you think what you have now, without constant awareness of the market, how could you possibly know you are the most current and innovative product on the market? Knowing what is out there and what people want, will keep you ahead of others and have your clients staying and growing with you.

Where can you look to find your competitive market? Who are they? What do they have that you don't? What could you improve on? Explore what customers are asking for on your competitors sites, what extras they would love to have , what is missing etc. Then supply what it is they need.

3. **World-Class Marketing** - There are inferior products that are getting ahead! Why? Because they know their customers, what they want. The company knows their 'why', which they can tell in compelling stories that customers buy into! Most sales and marketing is done via the What, How, Why model, and this is not compelling for customers. If you want to copy the best, see how Apple does it! They go from the Why, How, What method! I got this insight from Simon Sinek who you should check out.

What is your compelling Why? How can you take your customers on a journey that they won't forget? Have fun, get creative and take action!

4. **Sales Mastery Systems** - Now that you have people who know you are there, what will you do to get the sale? This is how you will keep operating and get you closer to your end goal. You will need to create systems that will capture and convert in the most streamlined way possible.

What companies in your field are close to what you do and are creating the most profit? What are their funnels? How could you improve on it? Observe how you are finding and buying products and services and copy their model because it is working!

5. **Financial and Legal Analysis** - How clear are you on where the money in your business is going? If you are not measuring where your business is now, where it is going, and having a system to see the blind spots that may get you in trouble, you will likely steer your ship into dangerous waters. By getting into a habit of measuring now, you will likely avoid being shipwrecked!

Pull up your expenditure and sit with someone (if necessary) who can help get you clarity, so you know where you are and where you are heading before you collide into a rock! Write down what blind spots you think may come up. Then write down how to avoid them.

6. **Optimization** - Rather than focusing on just new innovations the biggest profits can be made from what the company is already doing at their core! If you improve and optimise this, you may see bigger returns and exponential growth throughout.

What is the core of your business? Where could you streamline it and make it even more optimal? What systems could you put in place? Could you hire someone to take it to the next level? What are you possibly missing that could add even more value?

7. **Raving Fan Customers** - The place you want to reach is having fans that stay with you through thick and thin! How? Meet your client's needs and meet their further needs, that they may not even know they have yet! Focus on adding as much value as you possibly can, and they won't go anywhere plus you will be growing and contributing beyond yourself. Win-win!

How are you adding value now? What could you do to surpass their expectations? What could you do to surprise your existing clients that would make them feel special today? How can you find their deepest needs and what can you do to meet them?

Tony Robbins runs a program through Success Resources called Business Mastery - Please email teamcoach@alexroseman.com

Chapter 4 - You could be sitting on a treasure chest!

There was a homeless man and he was sitting on a chest he had been begging for years. A wise man walked past him and asked, "Have you looked into the chest you are sitting on?" The homeless man replied, what is the point, there is nothing in it! The Wiseman said, "How would you know unless you get up and take a look?". The Wiseman walked away; The homeless man pondered for a minute and decided to get up and check. What he saw brought him to tears, he found a real treasure!

What are you sitting on that you have unconsciously avoided looking at? What if I was the Wiseman asking you to take a look at what you are sitting on?

A lot of the time, we may have the constant distraction of, I am not good enough, I am not worthy, and other affirmations that really serve us...hmmmmm! Why would you get up and look if you don't feel deserving?

Well, I am here to tell you that you are! You are not your past. And until you can let it go, it will be very difficult for you to get up and take a look. I have expanded on this in my other books.

If you were to look around you at all your experiences and what you have managed to build, or how you got yourself out of specific life situations such as a divorce, abuse, addiction, bankruptcy.

How you managed to come out the other side, is in itself a valuable skill that you could teach someone else. You have already figured out how and you could help someone else avoid the certain pitfalls that you had to go through.

There is a sense of fulfilment in helping people get to where they want to go. This may be the treasure chest you are sitting on.

Write down your experiences of what you were able to build or situations that you have come out of better than when you went in?

Now that you have done this, how could you serve others with what you know you have? Knowing that people would pay to find the solution to their pain. You withholding it is a disservice to you and them!

Who do you know that is going through a similar situation in life, or what skills do you possess that you haven't put out there yet that someone could benefit from?

Once you have outlined the experiences you have been through, skills you have accumulated, and where you are successful in life (family, your home, work, mental state, spiritual etc), you can get to work by getting yourself out there!

Chapter 5 - You don't feel like it...is irrelevant!

You wake up, you do your morning rituals and you are about to set out for work and you suddenly don't want to do it! You are hit with the procrastination disease! The thing that keeps you from having success, fulfilment, meaning and a feeling of growth! You will do anything but the work you actually need to do!

When you are given the choice of being freelance, self-employed, or a business owner you have the opportunity to work without the possibility of being fired. After all, it is your money and your business! Which can open us up to the possibility of inviting our personal problems into our business as we have no one to keep us accountable. We can sometimes wait to be inspired, to make sure that everything is aligned for us to throw ourselves into it, and if one little thing doesn't go our way.....we stop! We shift our focus to distractions from social media, TV, food, chats and anything else that keeps us from our work. It is, of course, important to wind down, relax and take a break but if this becomes escapism from your commitments, then you will pay the price later.

When you go to work, maybe you clock in then sit behind a desk for eight hours. If you do not deliver you will get a warning or two before something more serious happens. You are given nudges before you find yourself out the door. Feeling like it or not, you do the work in order to get your payslip and keep your job.

Treat yourself as an employee of your own business, put all personal issues aside and get to work. Clock in, just write the time down in a notebook and clock out. Write the time again. You are creating a record of your commitment to your business.

Whatever effort you put into your business you will, of course, get out.

It is all up to you!

Action Step

What would be a realistic timeframe to clock in that works for you?

What are the possible situations that could distract you from your work?

What would the cost be to you if you give those things focus instead of committing to your work?

What would you gain by focusing on your work and not those things?

Make up a phrase that you say when you are about to be distracted, like a mantra when you don't feel committed, that brings you back to yourself and has you moving forward and progressing!

Example -

I get enjoyment and fulfilment from doing the work I get to do that I don't have to do.

Procrastination keeps me from what it is I want in life.

I will stand up, shout YES while punching the air and saying I am a champion and sit back down and crack on! (Well something like that)!

It will never be perfect. Nothing ever is.

Chapter 6 - A cause bigger than yourself

Do you wake up each morning and jump out of bed shouting to the world, "I am so blessed and grateful to be alive and able to do what it is I do, for a vision that pulls me to get the best from me each day!"?

Well, maybe not to that extreme, yet do you wake up thinking, do I or do I not push the snooze button!? Mmm!! Well, there is nothing wrong with either. If you get up and face the day with a sense of "I love my life" spring in your step, then please write and share how you are able to as we need more of this out there! If you are not, then what are you living for? What could you let go of that is keeping you from dreaming big?

If you do not have a purpose larger than yourself then it is unlikely you will see the absolute potential that lies within you! I could be wrong, you maybe slothing about, writing best-selling books and transforming the world in the process!

From what I have read and experienced first-hand, when you have a vision that both excites and scares you then you are on the right track! I mean, what kind of person would you need to become in order to make your tremendous vision become a reality? Clearly, you are not there yet. It isn't about the destination but the type of person you grow to be in the process. The stumbling, falling, learning, pain, loss and much more, is what will likely be expected once you undertake such a vision. The growth to your soul, personality, and the people around you, will give you the fulfilment you have been craving unknowingly your whole life.

It is for you to take the time to uncover your deep why and let go of past beliefs that have stopped you from daring to dream as big as you could possibly dream!

Doing what you love could funnel into the purpose that is bigger than you, a charity, or academy for young people or something you were touched by!

What could this be for you?

What great questions could you ask yourself that would allow you to earn an amazing living?
Example - Where can I find people who would find this of value? Could I start a community where people value what it is I value? What are other people doing within this area?

What could you do today so that your dream becomes a reality? Suggestion, do a Facebook Live right now to declare it to the world!

Put some skin in the game and get on it! We don't know if tomorrow will come, so don't wait!
Take action!

Chapter 7 - You get what you think you are worth, clear the past and be free to receive.

It will be a lot tougher for your business to grow if you are still holding onto guilt, resentment, anger, frustration from the past, right? I mean how can you climb to the top of your mountain and feel valued if you are still feeling guilty about how a past relationship ended, or how your

relationship is with your father or mother or both! (please refer to my book on Family to delve deeper)

You must resolve this within yourself so you can feel free and valuable enough to achieve what it is you want for yourself, and not unconsciously sabotage yourself, or gain it to only lose it through silly decisions based on your past!

I am sure there are a few experiences from your past that no longer serve you right? Would you like to clear them? Well, let's give it our best shot because it no longer serves you or them!

With regards to universal law, apparently, you cannot have one opposite without the other. So, for example, you can't have up without down, a predator without prey, him without her etc! This also includes the illusion around the past and present, the illusion that you harmed someone and feel that they are a victim or that something happened to you and you feel like a victim! In your mind, it is all negative, right! This will leave you with a feeling of shame and guilt, and lead to unconscious sabotaging behaviour because you will feel undeserving of success if you are carrying a bag of these memories around with you.

Being that there is an opposite to everything, and you are only focusing on the negative of specific moments from your past. Below exercise will guide you to see that there is actually a positive. This will liberate you from unconsciously sabotaging your success. Now breathe!

I want you to list all the moments in your past that you perceived as negative, every small minute experience! Please go ahead, it is better out than in, believe me! If you are able to find support to do this (someone you neither love nor hate) to help you get it all out, great. Alone is also beneficial.

[illegible]

I am sure it brought up a mix of emotions, maybe you were surprised by what did come up that you thought you had let go! Well, what does show up is still taking time and space in your head which may mean it is unresolved.

Example - Growing up my parents overly supported me. Then they lost everything, and I was forced to have to support myself suddenly. I resented them for having to fend for myself.

This works for extreme situations as I had gained this awareness from my mentor Dr John Demartini! If you have not done the breakthrough experience, I suggest you check it out! Incredible!

If you have taken on the exercise - brilliant job. I know they are not easy. You will likely see that those thoughts had a positive side too and were not all negative. The real mastery is to be able to transform and transcend each moment and to be grateful for what occurred rather than having regret, guilt, resentment, fear and other emotions that continue to haunt us all.

You can now be free from the skeletons and focus on what really matters, the present moment that is free from past chains that kept you from feeling happy and earning the type of money you would like to earn. Money, that you can help and contribute to others not out of guilt but out of love!

This isn't your usual business book (I am sure you have noticed this by now). However, what I am asking you to try is a different approach, and it may work for you. In fact, if you have and continue to do what I have asked you to do, I can say with utter confidence that you will gain new insight and will learn something about yourself that will help get you to where it is you are intended to go. It does clearly help if you actually answer the questions and do some real searching within yourself.

Thank you for taking the time to read my collections of thoughts and experiences accumulated over many years. I have tried to take the complex and simplify it the best way I can so as to help you to transform your life and help those who you love.

I can only thank you for creating me, you are the creator and without you, I would not exist! If you didn't enjoy this book and your life has turned completely upside down from taking action, then you must ask yourself, "Why did I create this?" You must take full responsibility for your actions. Right?

Thank you to Eckhart Tolle, Melissa Peer, Dr John Demartini, Tony Robbins, Jack Canfield and many other of my mentors.

I will be here to support you on your journey.

Peace and love
Alex Roseman

If you want further training with Alex Roseman, you can find his online programs and events on www.alexroseman.com