



Michael Ogilvie FCA CPC



INTERNATIONAL SPEAKER AND PROFIT COACH

To contact me
visit www.mikeogilvie.com or www.theprofitteam.com for more free
tips and a lot more useful
information



the**profit**team

BUSINESS ADVISERS TO ENTREPRENEURS



Mike
Ogilvie



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**If it is to be
....It is up to me!**



theprofitteam

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SUCCESSFUL PEOPLE



- **Identify successful business people**
- **What are success characteristics of these peak performers**
- **How many of these attributes are**
 - **Skills**
 - **Attitudes**



ATTITUDE



“THE BIGGEST DISCOVERY OF ANY GENERATION IS THAT A HUMAN BEING CAN ALTER HIS LIFE BY ALTERING HIS ATTITUDE”

William James



ATTITUDE



“ATTITUDE IS A SMALL THING THAT
MAKES A BIG DIFFERENCE”

The question is – is that difference
positive or negative?



ATTITUDES ARE CONTAGIOUS

Is yours worth catching?



Be careful who you mix with!

(AVOID LOSERS/WINERS)

Do you

Soar with the eagles

Or do you

Scratch around with the turkeys?



WHERE FOCUS GOESENERGY FLOWS



**All successful people know what they
want**

**Know your purpose – your desired
outcome**

You become what you think about

So why do so many people fail?



OBSTACLES – REAL OR IMAGINED?



**F.E.A.R. OF FAILURE
FEAR OF CRITICISM
IMAGINATION – W.I.N.P.s ?**

**YOU NEED TO LOOK AT
YOUR “BELIEF SYSTEMS”**



ATTITUDE



**“LIFE IS 10% WHAT
HAPPENS TO YOU, AND 90%
HOW YOU REACT TO IT”
– Charles Swindoll**





BELIEF SYSTEMS



YOU ARE UNIQUE

YOU ARE SPECIAL

YOU ARE A WINNER

YOU ARE IN CHARGE OF YOU

**YOU HAVE TO BE ABLE TO LISTEN TO
YOUR INNER VOICE, AND CHANGE
YOUR “STATE”**



GET IN A “RIGHT” STATE



YOU CAN OVERCOME ANY BARRIERS

YOU CAN JUMP OVER ANY HURDLES

YOU CAN CLIMB ANY MOUNTAIN

YOU ARE IN CHARGE OF **YOU**

JUST DO IT!



TAKE ACTION



YOU NEED DESIRE

YOU NEED PASSION

YOU NEED FOCUS

YOU NEED PERSISTENCE

**THE FIRST STEP IS
ALWAYS THE HARDEST!**



IF IT IS TO BE...

...IT IS UP TO ME!



**WHAT WILL
YOU DO
to
BE SUCCESSFUL**





IF IT IS TO BE...

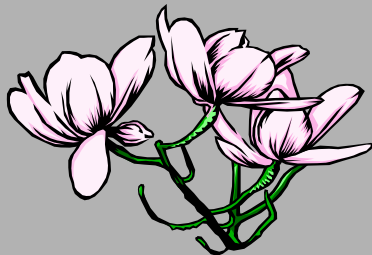
...IT IS UP TO ME!



R.I.P.

**Here lies someone
who was always
going to make a
difference.....**

Tomorrow





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