



# Michael Ogilvie FCA CPC



## INTERNATIONAL SPEAKER AND PROFIT COACH

To contact me  
visit [www.mikeogilvie.com](http://www.mikeogilvie.com) or [www.theprofitteam.com](http://www.theprofitteam.com) for more free  
tips and a lot more useful  
information



the**profit**team

BUSINESS ADVISERS TO ENTREPRENEURS



Mike  
Ogilvie



# Michael Ogilvie FCA CPC



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



the**profit**team

BUSINESS ADVISERS TO ENTREPRENEURS

**Mike  
Ogilvie**





# 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 GOES .....ENERGY 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...**

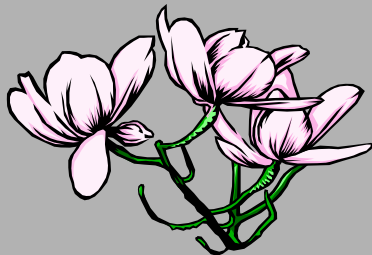
**...IT IS UP TO ME!**



**R.I.P.**

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

**Tomorrow**





# Michael Ogilvie FCA CPC



## INTERNATIONAL SPEAKER AND PROFIT COACH

To contact me  
visit [www.mikeogilvie.com](http://www.mikeogilvie.com) or [www.theprofitteam.com](http://www.theprofitteam.com) for more free  
tips and a lot more useful  
information



the**profit**team

BUSINESS ADVISERS TO ENTREPRENEURS



Mike  
Ogilvie