

Two Powerful Techniques for Getting What You Want  
Secrets From My Mentor That Changed My Life in Minutes!  
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Had my stomach been a volcano, an eruption larger than Mt. St. Helens was about to happen.

A potential client had just proposed that I provide my consulting services full time for 30 days –for a price I am embarrassed to share.

I immediately called my mentor, Joe. When he answered the phone, I hurriedly jumped into my story, including my questions about the Law of Attraction. Did I have a flaw in my self-image that had created this?

Joe listened, and gathered the facts as I ranted on about my disbelief. When I told him the price that had been offered, he simply said, “Montana, I want you to remember two things: Three hundred three million and the word “next.”

Curious, I said, “Ok, what does that mean?”

“303 million is the number of people living in the U.S.,” Montana. “Now, we’ve just spent more than thirty minutes on ONE of those people, when we could have been putting your abilities in front of so many others who WOULD value your experience, knowledge, and background.”

“Wow,” I thought. “Wow.”

Joe continued. “Get out a note card and write the word ‘next’ on it. Then put it by your computer.”

(That advice comes from the Chicken Soup for the Soul authors who were approaching publishers for their first book, and were rejected 140 times. After each rejection, they would simply say “next” and move on. Their attitude of “next” has resulted in hundreds of millions of copies of their books in print.)

“Oh, and another thing, Montana. People naturally like to get something for nothing. If they don’t want what I have at my price, I simply move on. If I questioned my worth each time I heard a “no,” I’d be immobilized. Again, I remind you: 303 million people and next. Do not spend one minute obsessing over this ... simply move on. Ok?”

I thanked Joe profusely as I hung up. Immediately, I found my bright orange “Post It Notes” and wrote this: “Remember, Montana, 303 million people and ‘next.’” I have one on my refrigerator, one by my computer, and one on the bathroom mirror. A 3X5 card is in my wallet with the same message.

I awoke this morning wondering what my first “next” would be.

And that “next” was the idea to write this article and share Joe’s wisdom with all of you. It is totally appropriate, since this is Monday morning before 9 a.m., the time in this country (the U.S.) when the greatest number of heart attacks occur.

Attacks of the heart because we are not living the lives we were meant to, and are spending way too much time obsessing about the rejections in life when we should be focusing on the “nexts.”

To wrap up the story, I emailed a counter proposal to this potential client with an appropriate pricing structure and it was immediately rejected. I felt GREAT because I had declared my value and also because I could now reclaim that negative energy I’d invested in this event and channel it into some of the 303 million people who really need what I have to offer.

I felt GREAT AGAIN when a few hours later a different proposal to another potential client was accepted “as is” with an eager response to get going NOW!

So, on this Monday a.m., when many others will suffer an “attack of the heart,” my heart is singing. I see a world full of “nexts” and unlimited opportunities.

And you can rest easy. The volcano in my stomach is dormant.

P.S. Want to know why my mystery mentor is? His name is Joe Sabah. Visit his site and learn how YOU can market yourself with his radio talk show program, or buy his book on how to get a job without sending out resumes and have employers CALL YOU!

<http://www.sabahradioshows.com>

<http://www.joesabah.com>

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Montana Gray is an author, personal development trainer and in her own words, “dreamweaver.” She specializes in helping others learn the art of “re-inventing oneself” when facing unexpected changes and downturns in life – particularly professional upheavals. Having “re-invented” herself from mortgage banker and business owner to personal development coach, author and internet marketer, Montana has experienced the journey herself and is dedicated to helping others make transitions as smooth and joyful as possible. Her site offers FREE E-books and articles, as well as home study programs, CD’s, and personal consultation sessions. She is especially dedicated to helping others remember and honor their value – regardless of external circumstances. Visit <http://www.angelavatar.com/> for more information.