

MILLION DOLLAR HABITS

Proven Power Practices to Double and Triple Your Income

BRIAN TRACY

BRIAN TRACY is one of the world's foremost professional speakers. During his career, he has started or managed 22 different businesses, worked with more than 500 corporations in a consultancy role, given more than 2,000 talks and addressed over 2 million people in the United States, Canada, Europe, Australasia and Asia. Mr. Tracy has also developed more than 300 audio and video training programs and written 36 books including *Eat That Frog!*, *Goals*, *The Psychology of Selling*, *Victory* and others.

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MAIN IDEA

There is a direct correlation between the habits you choose and the results you achieve in all areas of your life. To take control of your destiny and change the results you're realizing, deliberately choose different and better habits. Create your own future by taking conscious action to integrate into your own life the habits of successful people.

Many people get this principle backwards. They try and change the results they are achieving at Point B when instead they should be attempting to make better choices at Point A. To put this principle another way, if you concentrate on making better decisions, you'll automatically develop the habits of successful people which will inevitably lead to health, happiness and true prosperity. Focus, therefore, on developing good habits by taking complete control of your thoughts, words and actions.



"Everything that you are or ever will be is up to you. And the only real limit on what you can be, do, and have is the limit you place on your own imagination. You can take complete control of your destiny by taking complete control of your thoughts, words and actions from this day forward."

– Brian Tracy

"Successful people have 'success habits', and unsuccessful people do not. Successful, happy, healthy, prosperous men and women easily, automatically and consistently do and say the right things in the right way at the right time. As a result, they accomplish 10 and 20 times more than average people who have not yet learned these habits or practiced these behaviors. The good news about habits is that all habits are learned as the result of practice and repetition. You can learn any habit you consider either necessary or desirable. By using your willpower and discipline, you can shape your personality and character in almost any way you desire. You can write the script of your own life, and if you are not happy with the current script, you can rip it up and write it again. Just as your good habits are responsible for most of your success and happiness today, your bad habits are responsible for most of your problems and frustrations. But because bad habits are learned as well, they can be unlearned and replaced with good habits by the same process of practice and repetition."

– Brian Tracy

1. The basic principles of habit formation Pages 2 - 3

Good habits are learned rather than ingrained automatically in your personality. You can integrate any habit you choose into your own life through practice and repetition. In this way, you are what you do. By controlling the habits you form, you set the direction of your own personal destiny.

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| How To Form Better Habits | 1 | Understand the power and necessity of forming good habits |
| | 2 | Learn where habits begin and use that constructively |
| | 3 | Develop your own personalized program of success |
| | 4 | Implement the seven steps to the formation of a new habit |

2. The million dollar habits Pages 4 - 8

Successful people achieve their dreams as a direct result of the productive and worthwhile habits they consciously form. To reach the same destination in terms of your own life, follow the same principle. Fill your life with good habits and everything else will follow automatically.

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| The Million Dollar Habits | 1 | Learn how to set and achieve great goals |
| | 2 | Have the discipline to save money and get rich slowly |
| | 3 | Learn how to excel at the career of your choice |
| | 4 | Become a successful business builder |
| | 5 | Apply the key principles of successful marketing |
| | 6 | Increase your personal effectiveness and productivity level |
| | 7 | Learn how to build relationships and get along with others |
| | 8 | Don't neglect to take care of your own health and well-being |
| | 9 | Constantly build your own character and leadership skills |

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