

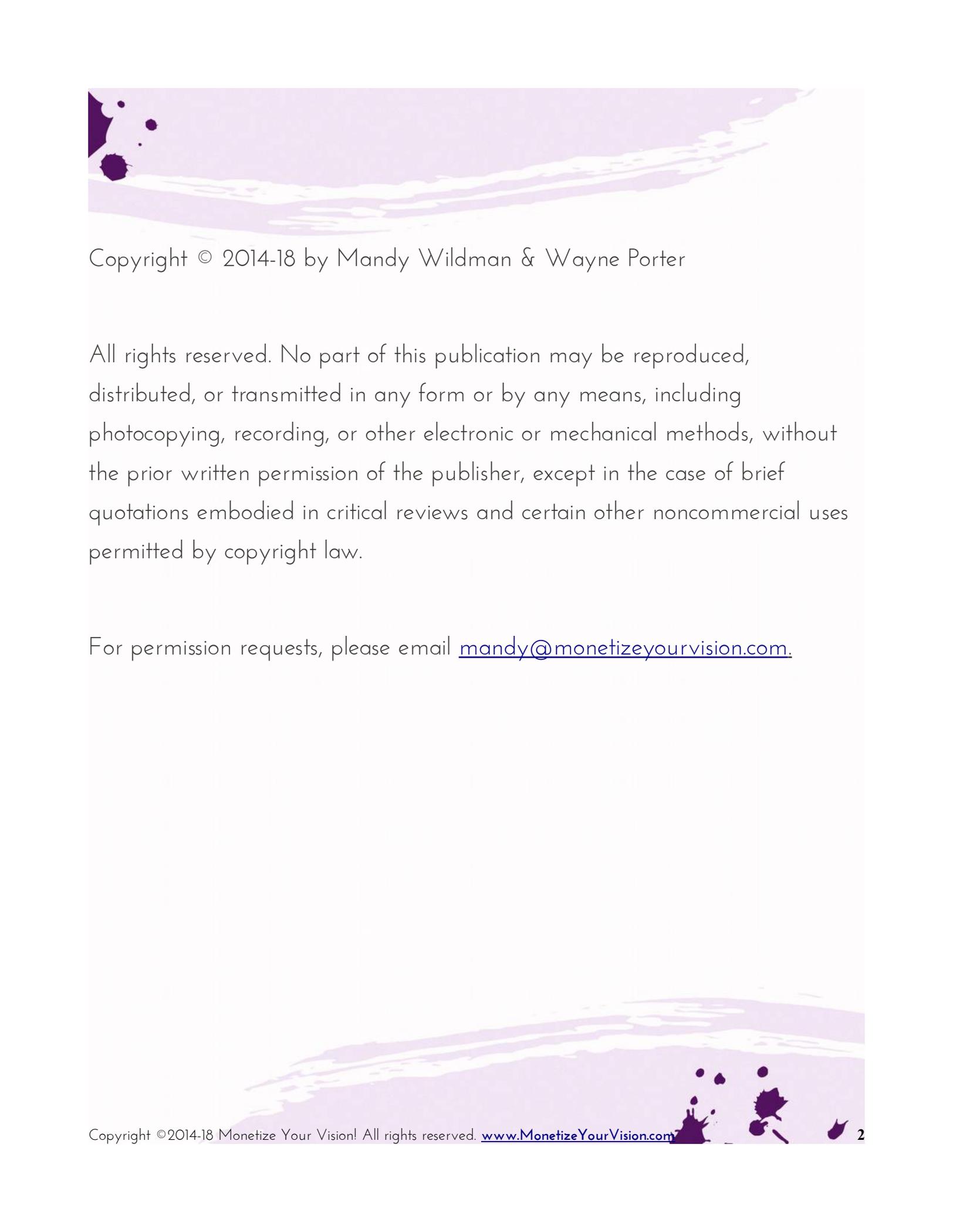
THE SUCCESS MEMOS

111 Tiny Tips

To Help You Create a
Magical Life & Business

written by

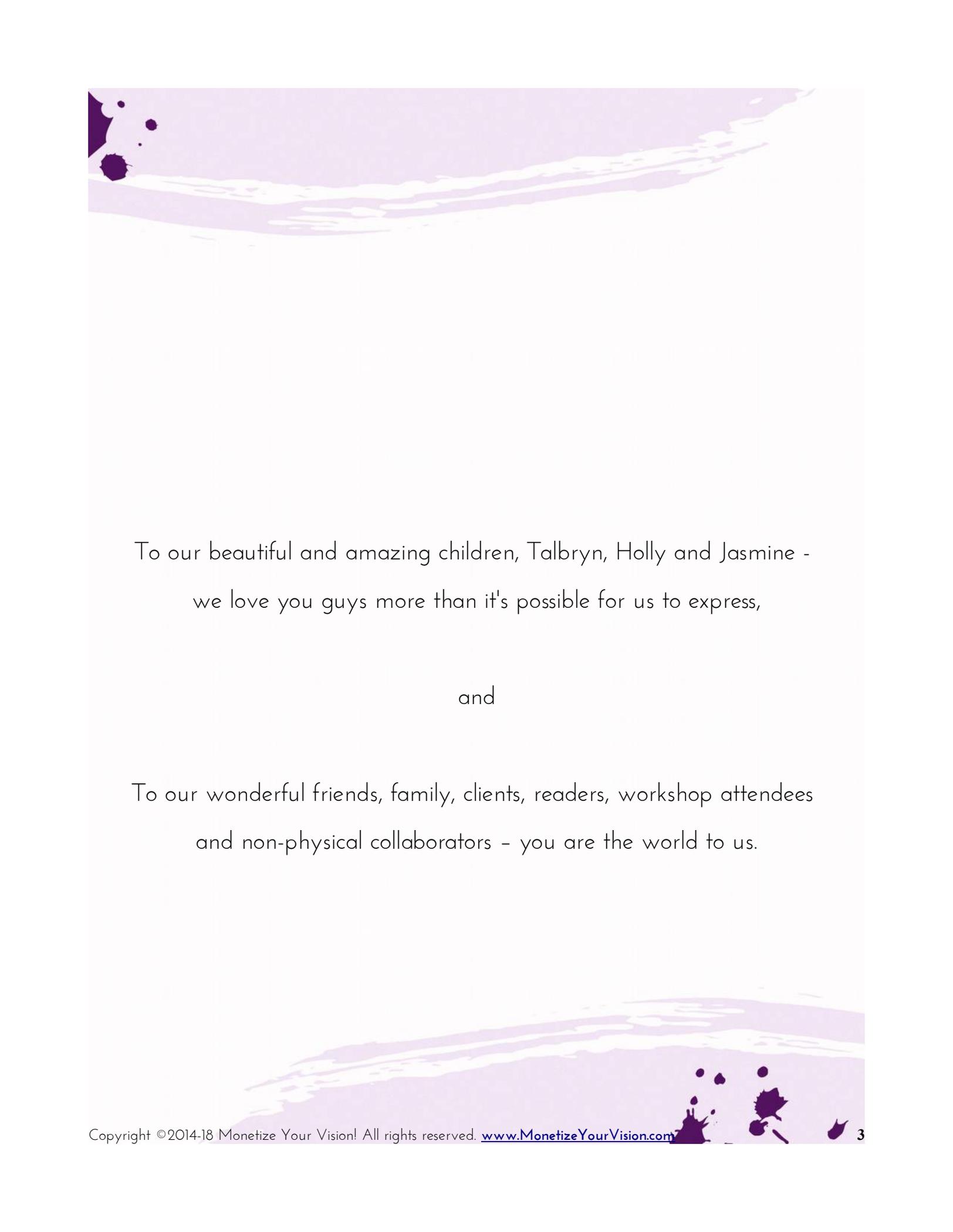
Mandy Wildman & Wayne Porter



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To our beautiful and amazing children, Talbryn, Holly and Jasmine -
we love you guys more than it's possible for us to express,

and

To our wonderful friends, family, clients, readers, workshop attendees
and non-physical collaborators - you are the world to us.

Introduction

If you still believe it's possible to achieve your dream business and lifestyle working from home, this small but powerful book is our gift to you. There are few people we've met who love what they do more than we do. Every day is a joyous adventure as we work from our sweet mountain home where we live with our 3 active kids and four adopted pets.

Having helped scores of small business owners, many of them “solopreneurs,” to create an authentic, fulfilling, profitable business based on their unique skills, experience, passions and gifts, we're thrilled to be able to share what we've learned with you.

This book is the results of having sifted through hundreds of our articles, reports, ebooks, blogs, teleseminars, webinars and videos and extracted our most powerful business and life tips. We wanted to be sure the advice we offered was easy to apply and simple to remember.

As we began to share them on social media, *The Success Memos*^(TM) were an immediate hit with our clients and friends, who began sharing them with their friends, who in turn shared them again.

We are beyond grateful to be able to support the hard-working, spirit-led solopreneur community with *The Success Memos*, and we sincerely hope you benefit immensely from applying them to your life and business.

With much love,

Mandy & Wayne

About Mandy & Wayne



Dynamic husband and wife business coaching team Mandy Wildman and Wayne Porter have helped hundreds of small business owners and creative entrepreneurs monetize their vision and make the transition from living a stressful, off-purpose life to living their dream life, doing what they love.

Today, Mandy and Wayne live a stress-free life in the mountains with their kids, pets and trees - lots and lots of trees. Wayne is enjoying life and writing for a living, and Mandy is blogging at www.TheVibrantCrafter.com.

How to read this book

One page at a time.

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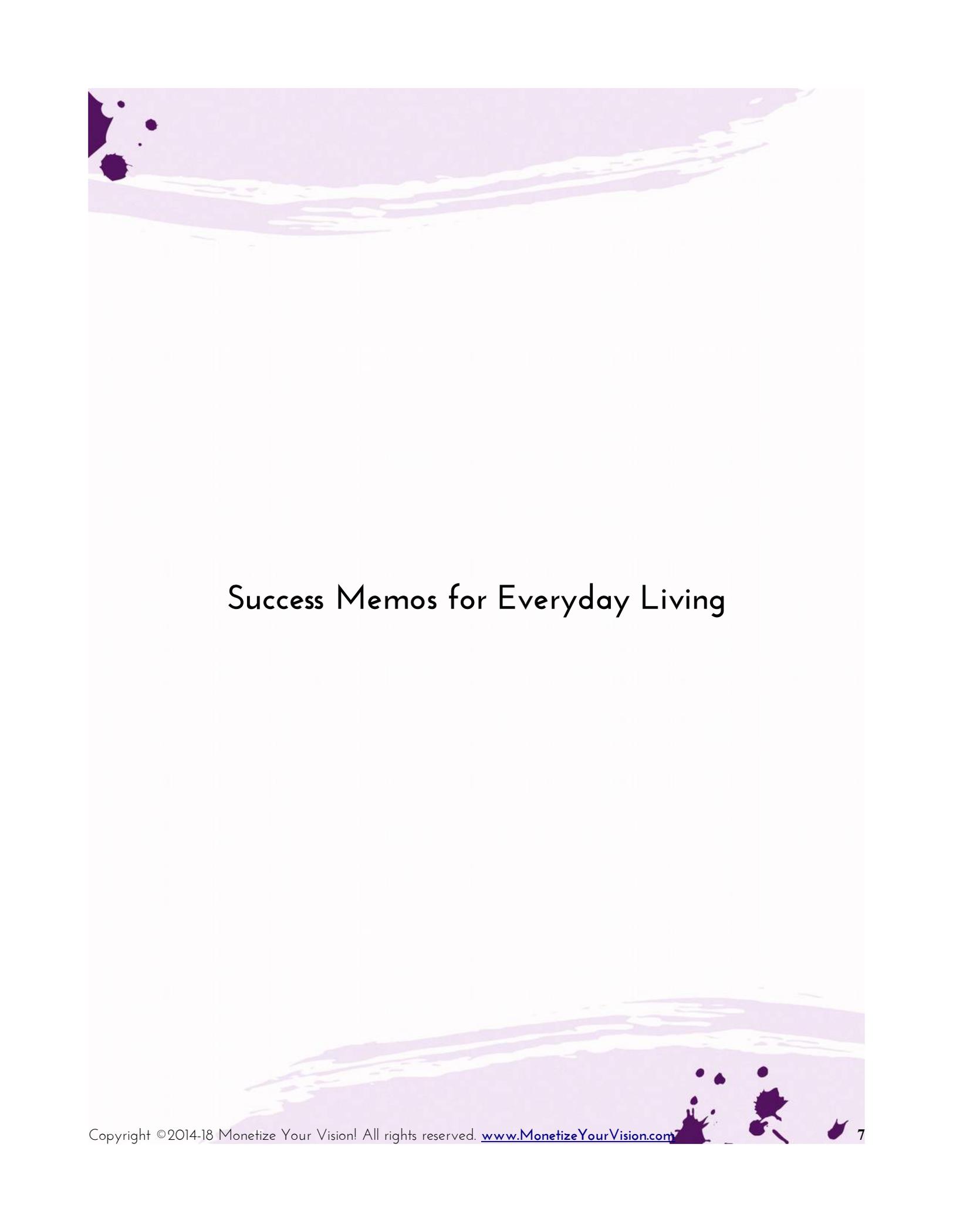
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Success Memos for Everyday Living

Worrying is a thing you keep doing until you realize that it is a waste of your creativity and that your creativity is the ONLY way to solve ANY problem in life. So get out there and have fun being the creative problem-solver that you are!

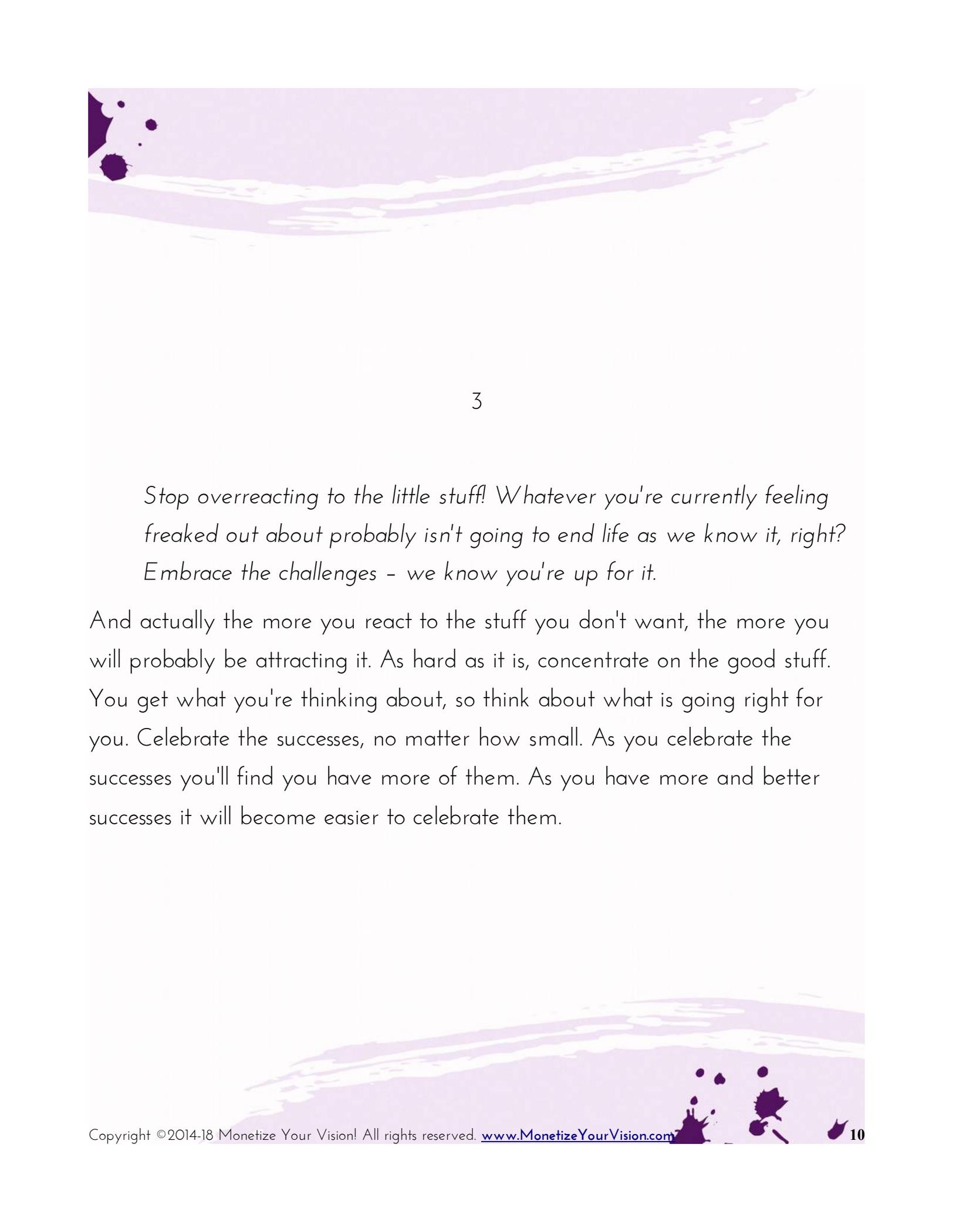
This is easy to say, but a little more tricky in practice. Years ago, Mandy used to be a 24/7 worrier. After Wayne asked her (politely) how all the worrying was actually helping her, she decided to quit worrying for 30 days to see if indeed it DID make any difference.

Mandy was astonished to discover that in fact the worrying made things worse, and that *not* worrying led to more opportunities, treats and mini-miracles. After that experience, she worked really hard to become a warrior instead. (Sounds almost the same, doesn't it?).



2

It's better to want something confidently than desperately. Feeling desperate about what you want is like saying, "I'm worried that I won't get it."



3

Stop overreacting to the little stuff! Whatever you're currently feeling freaked out about probably isn't going to end life as we know it, right? Embrace the challenges - we know you're up for it.

And actually the more you react to the stuff you don't want, the more you will probably be attracting it. As hard as it is, concentrate on the good stuff. You get what you're thinking about, so think about what is going right for you. Celebrate the successes, no matter how small. As you celebrate the successes you'll find you have more of them. As you have more and better successes it will become easier to celebrate them.



4

Never feel guilty for asking for help. It's what successful people do.



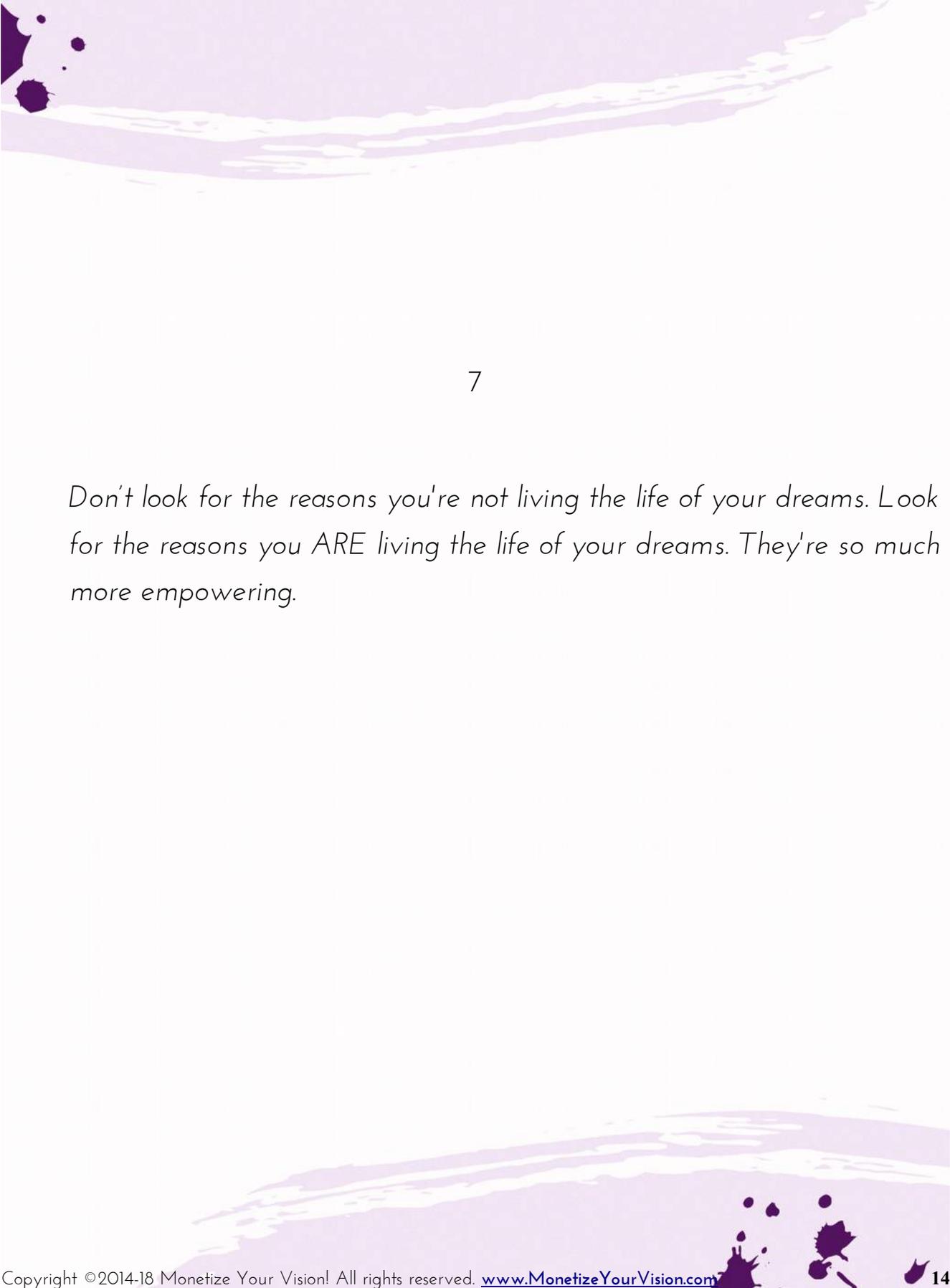
5

Don't look back. The past is the past. The future is where you'll be living from now on.



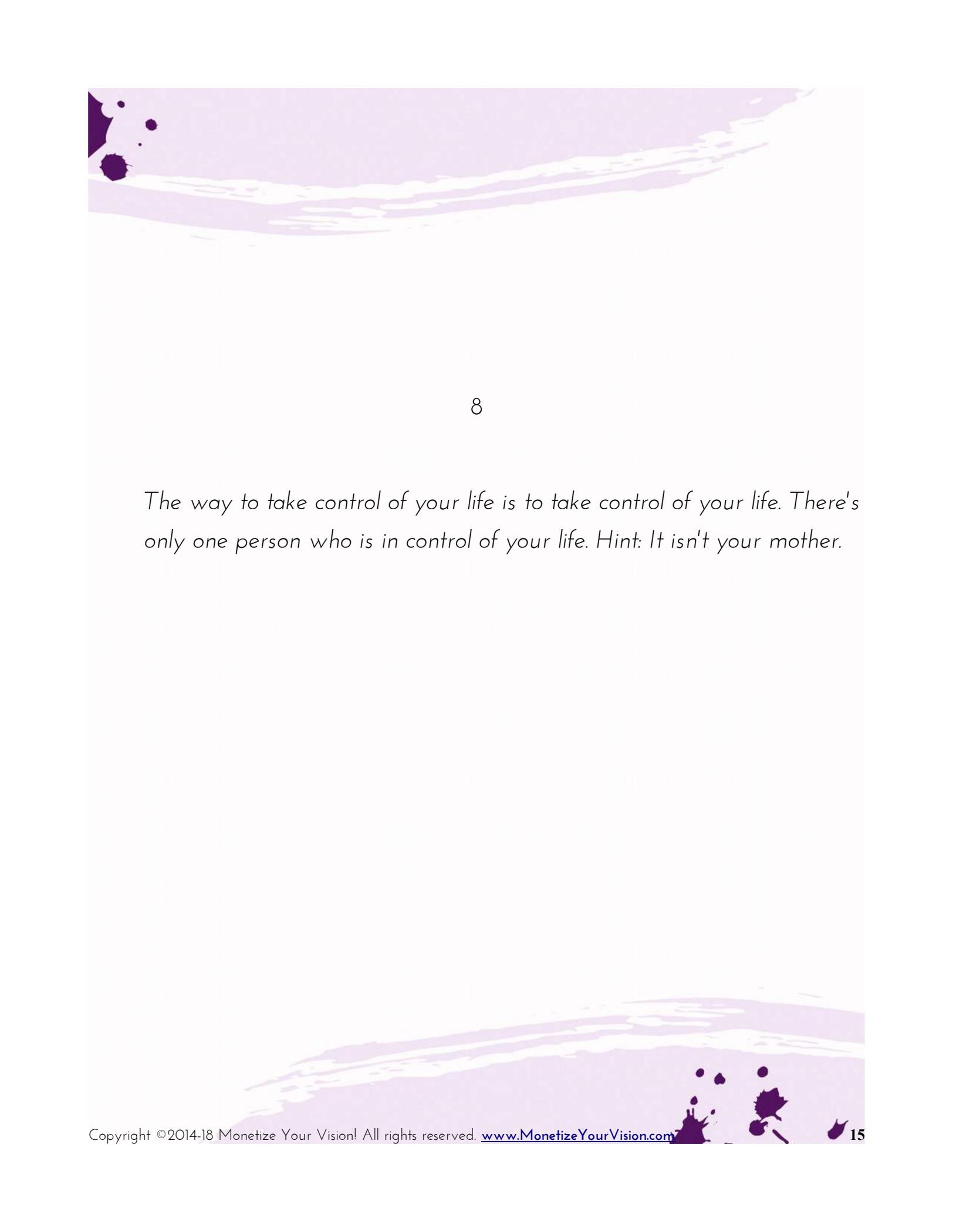
6

Nothing is too big or too small for the Universe. Ask for whatever you want.



7

Don't look for the reasons you're not living the life of your dreams. Look for the reasons you ARE living the life of your dreams. They're so much more empowering.



8

The way to take control of your life is to take control of your life. There's only one person who is in control of your life. Hint: It isn't your mother.



9

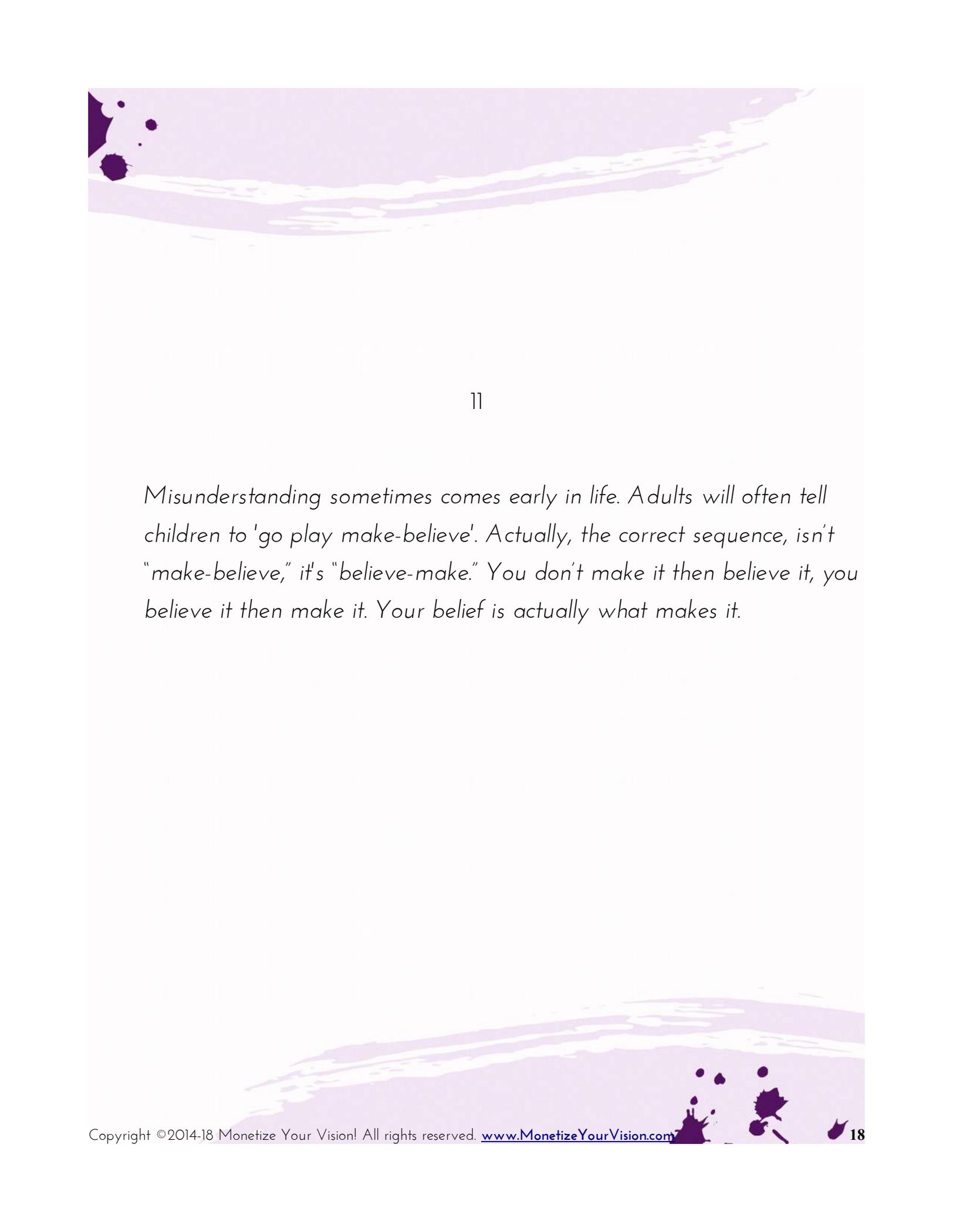
Blaming someone else, anyone else, is giving control of your life to that person. Yikes!



10

You don't need to spend a lot of time "figuring out" why you aren't where you want to be in life. There are just two things you need to do: Visualize and take action!

When you spend time thinking about the reasons you haven't made it yet you'll probably wind up with more things that are stopping you or slowing you down. You get what you think about. It's much more effective to think about solutions and why you can do things, instead of focusing on the problems and why you can't.



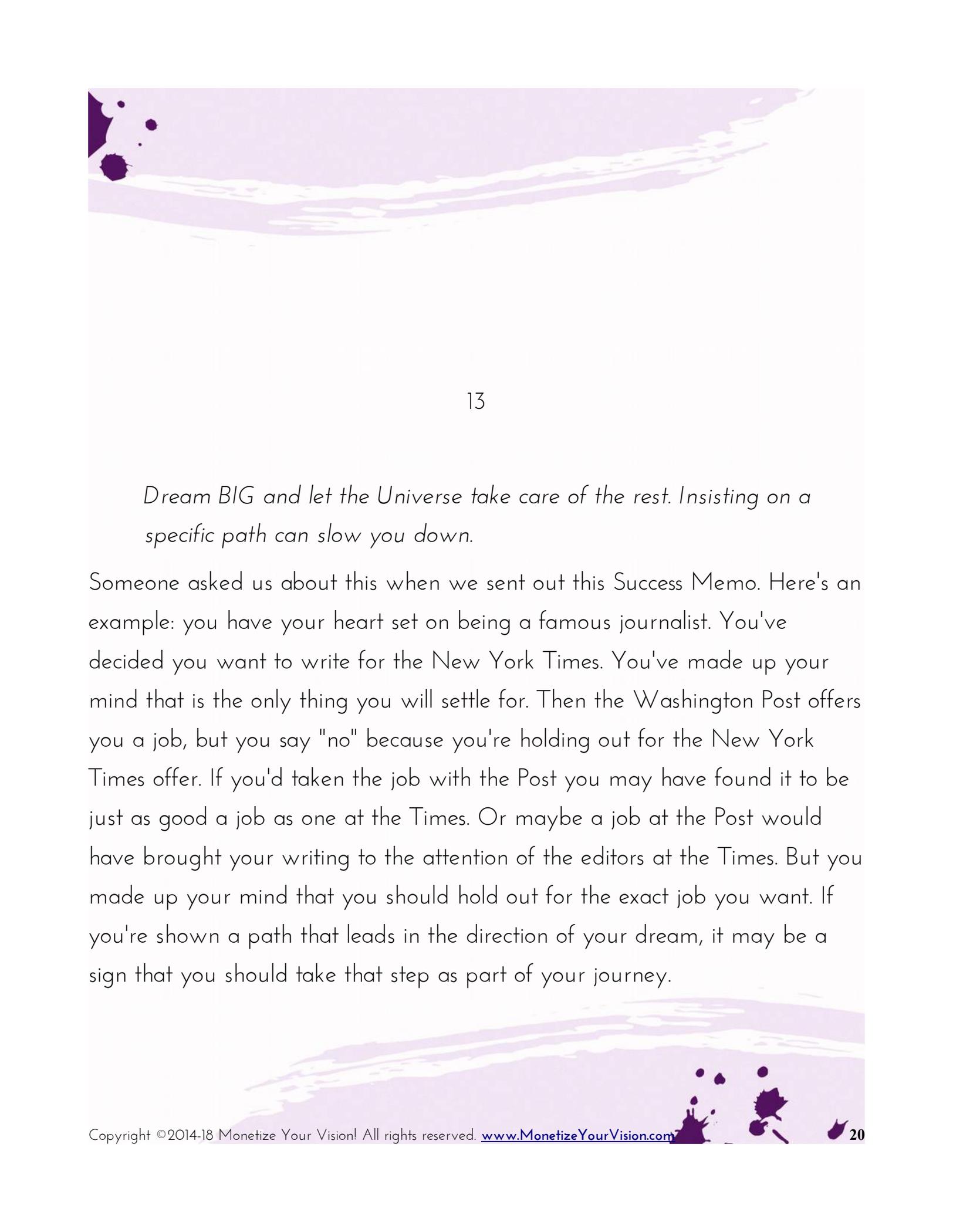
11

Misunderstanding sometimes comes early in life. Adults will often tell children to 'go play make-believe'. Actually, the correct sequence, isn't "make-believe," it's "believe-make." You don't make it then believe it, you believe it then make it. Your belief is actually what makes it.



12

The only way someone else can stop you from living the life of your dreams is if you agree with them.



13

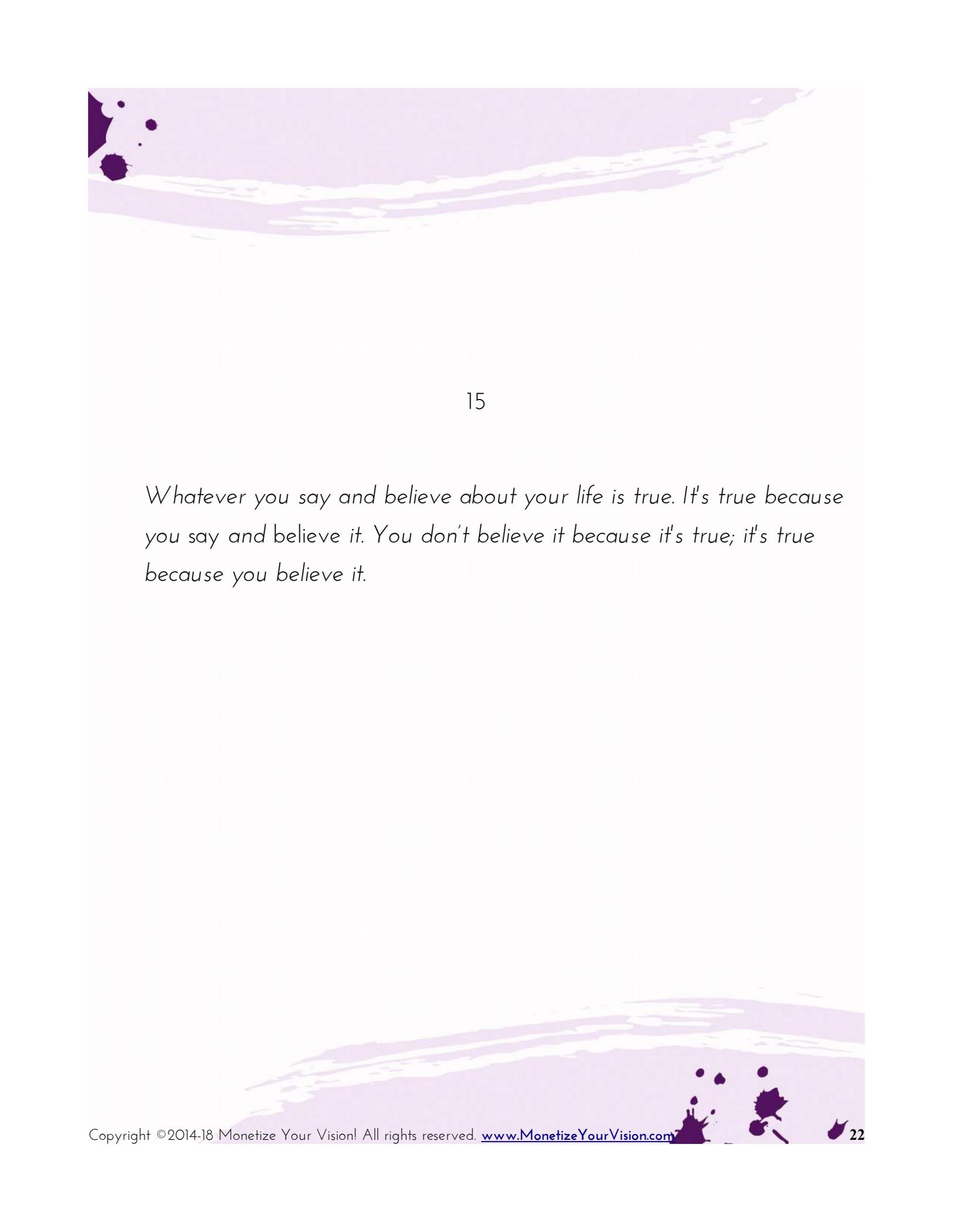
Dream BIG and let the Universe take care of the rest. Insisting on a specific path can slow you down.

Someone asked us about this when we sent out this Success Memo. Here's an example: you have your heart set on being a famous journalist. You've decided you want to write for the New York Times. You've made up your mind that is the only thing you will settle for. Then the Washington Post offers you a job, but you say "no" because you're holding out for the New York Times offer. If you'd taken the job with the Post you may have found it to be just as good a job as one at the Times. Or maybe a job at the Post would have brought your writing to the attention of the editors at the Times. But you made up your mind that you should hold out for the exact job you want. If you're shown a path that leads in the direction of your dream, it may be a sign that you should take that step as part of your journey.



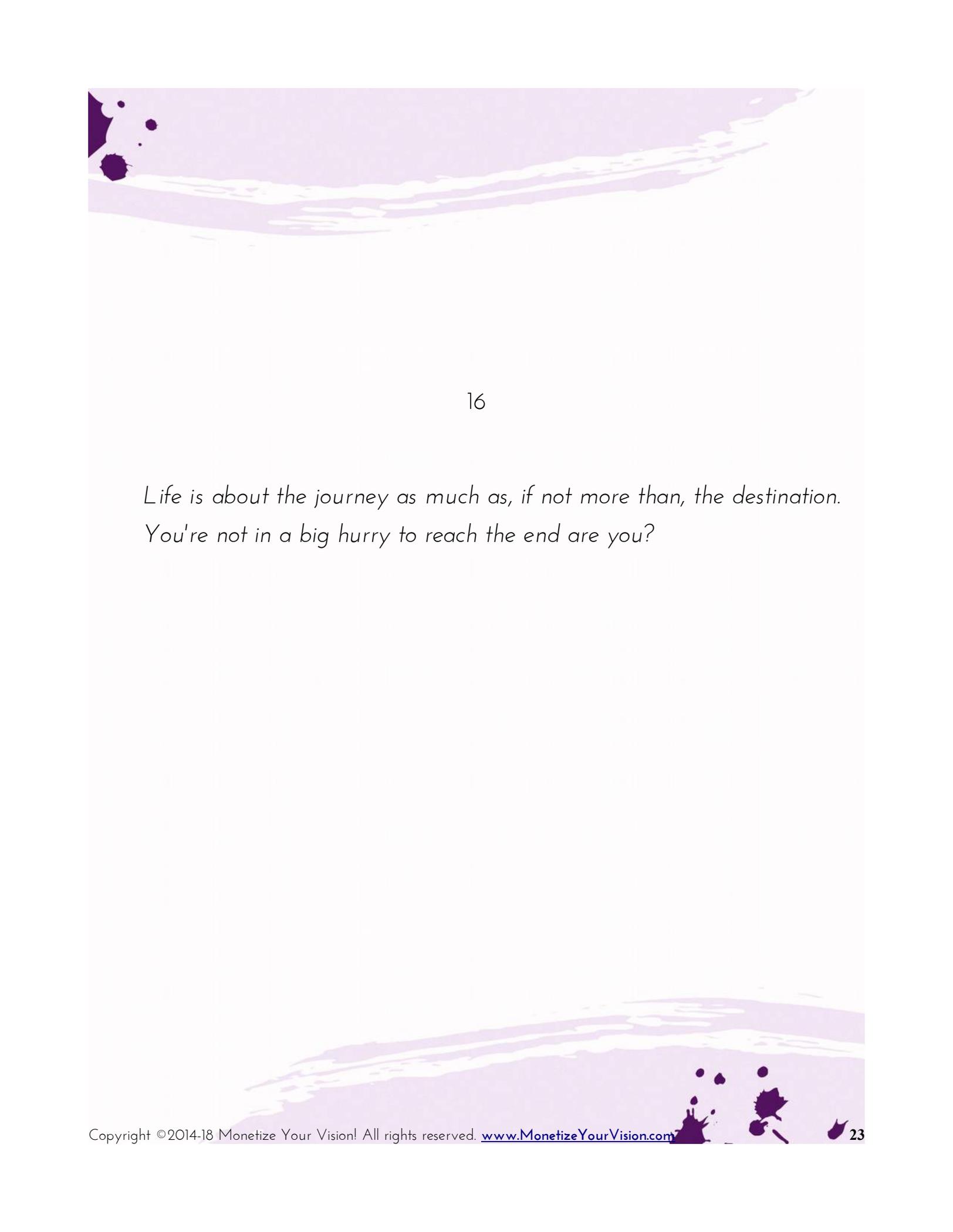
14

Life isn't about taking the easy road. It's about the fun road. It's about adventure. It may have challenges, but that's what makes it interesting.



15

Whatever you say and believe about your life is true. It's true because you say and believe it. You don't believe it because it's true; it's true because you believe it.



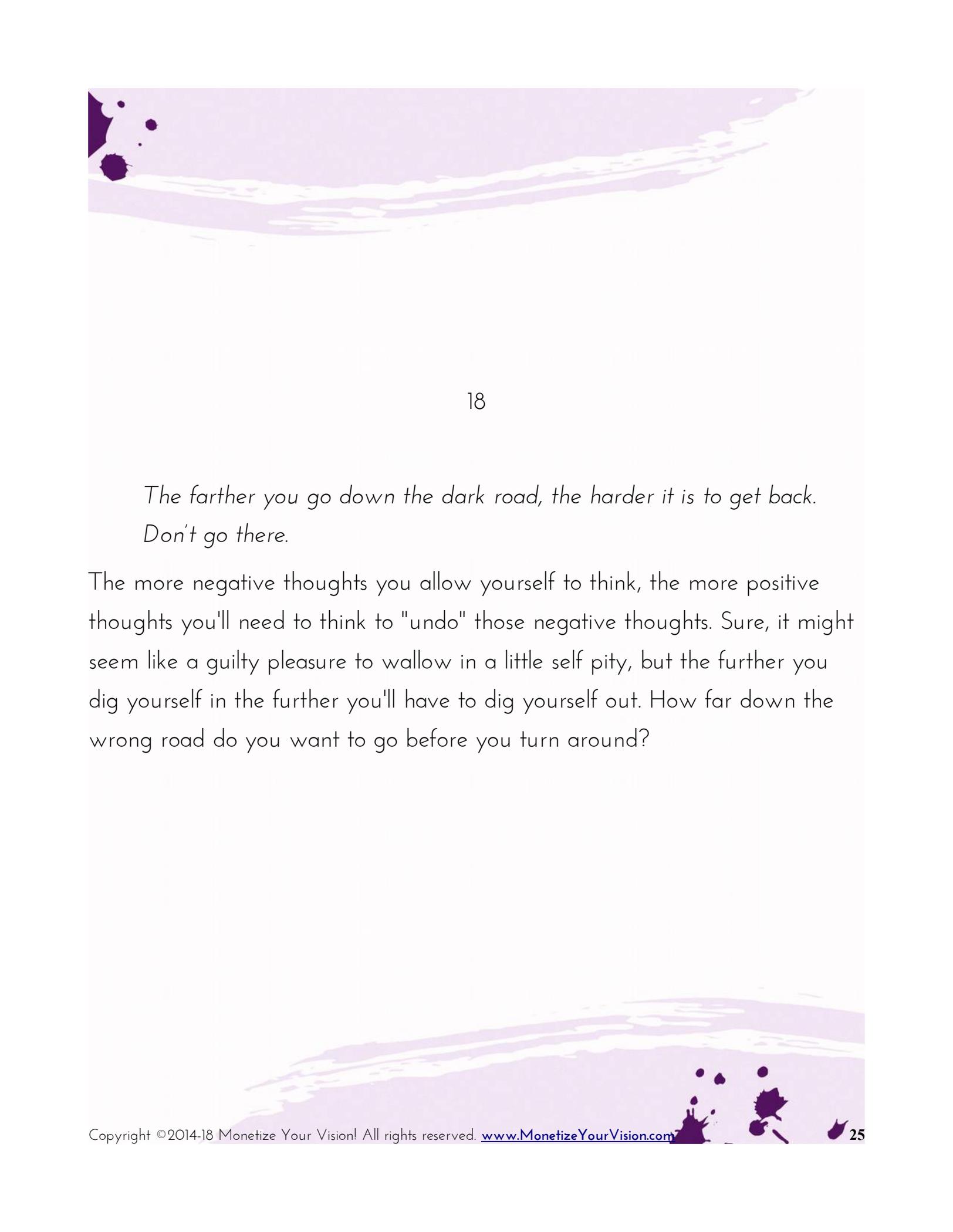
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*Life is about the journey as much as, if not more than, the destination.
You're not in a big hurry to reach the end are you?*



17

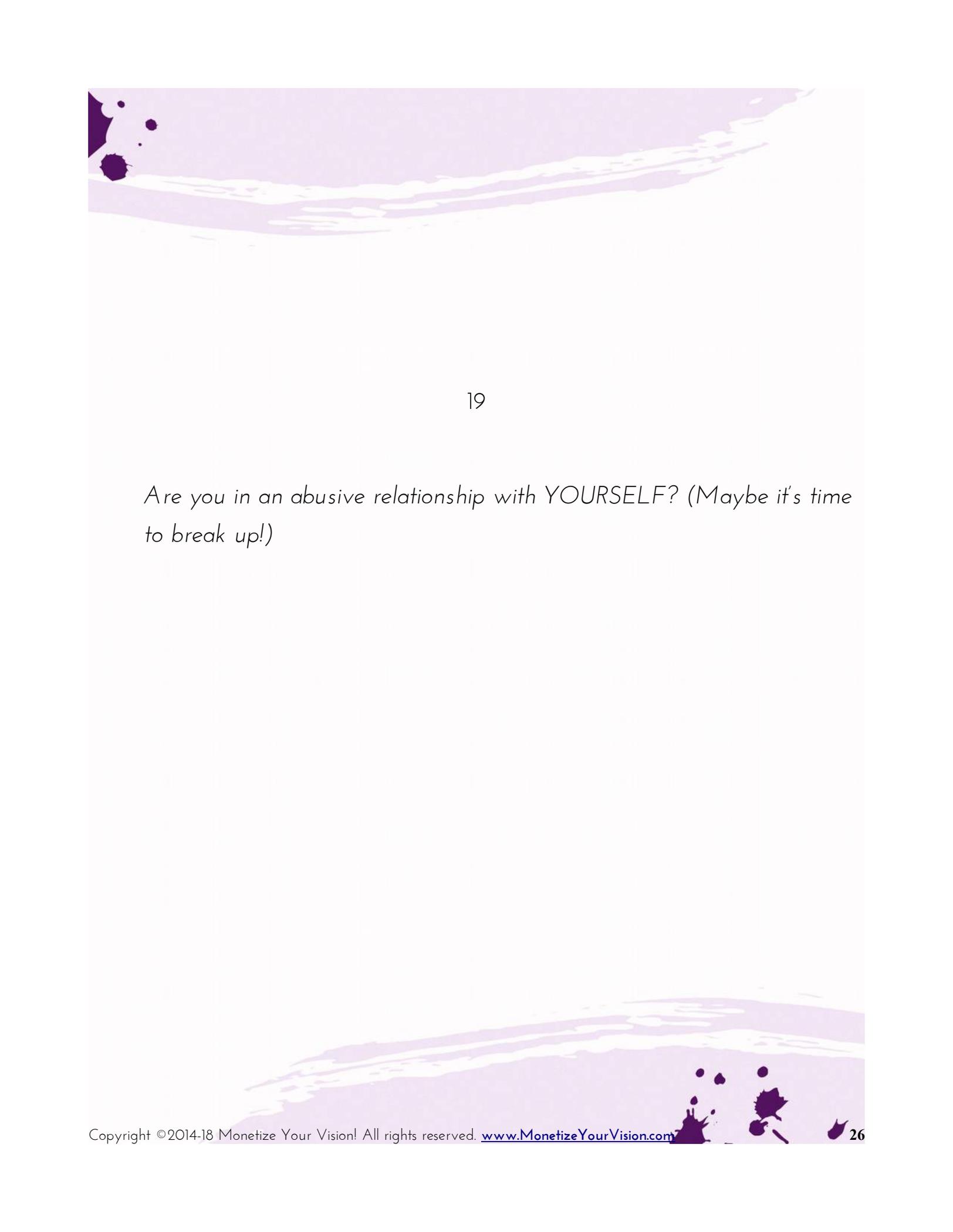
Power and responsibility go hand in hand. When you blame others, you lessen your own power.



18

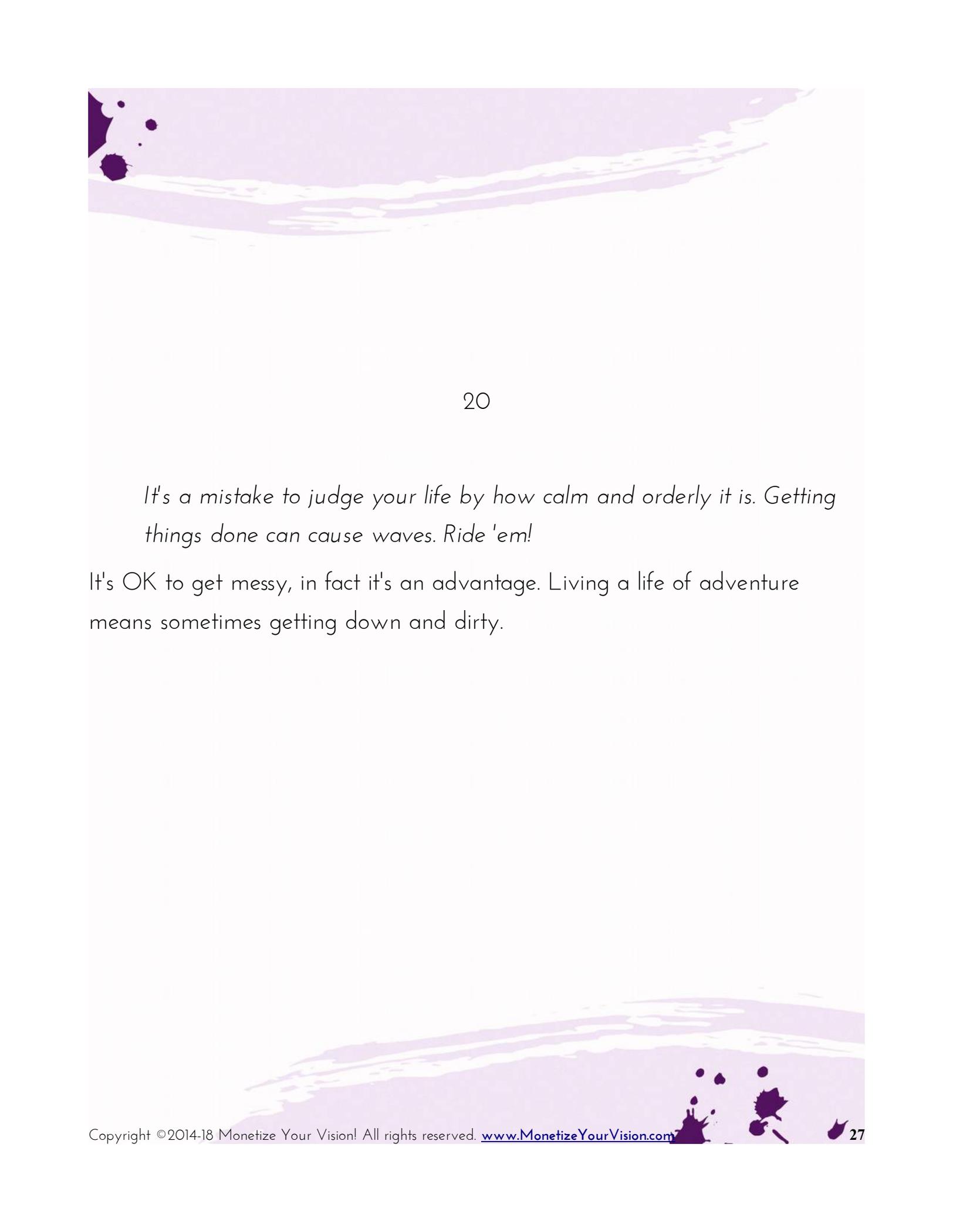
*The farther you go down the dark road, the harder it is to get back.
Don't go there.*

The more negative thoughts you allow yourself to think, the more positive thoughts you'll need to think to "undo" those negative thoughts. Sure, it might seem like a guilty pleasure to wallow in a little self pity, but the further you dig yourself in the further you'll have to dig yourself out. How far down the wrong road do you want to go before you turn around?



19

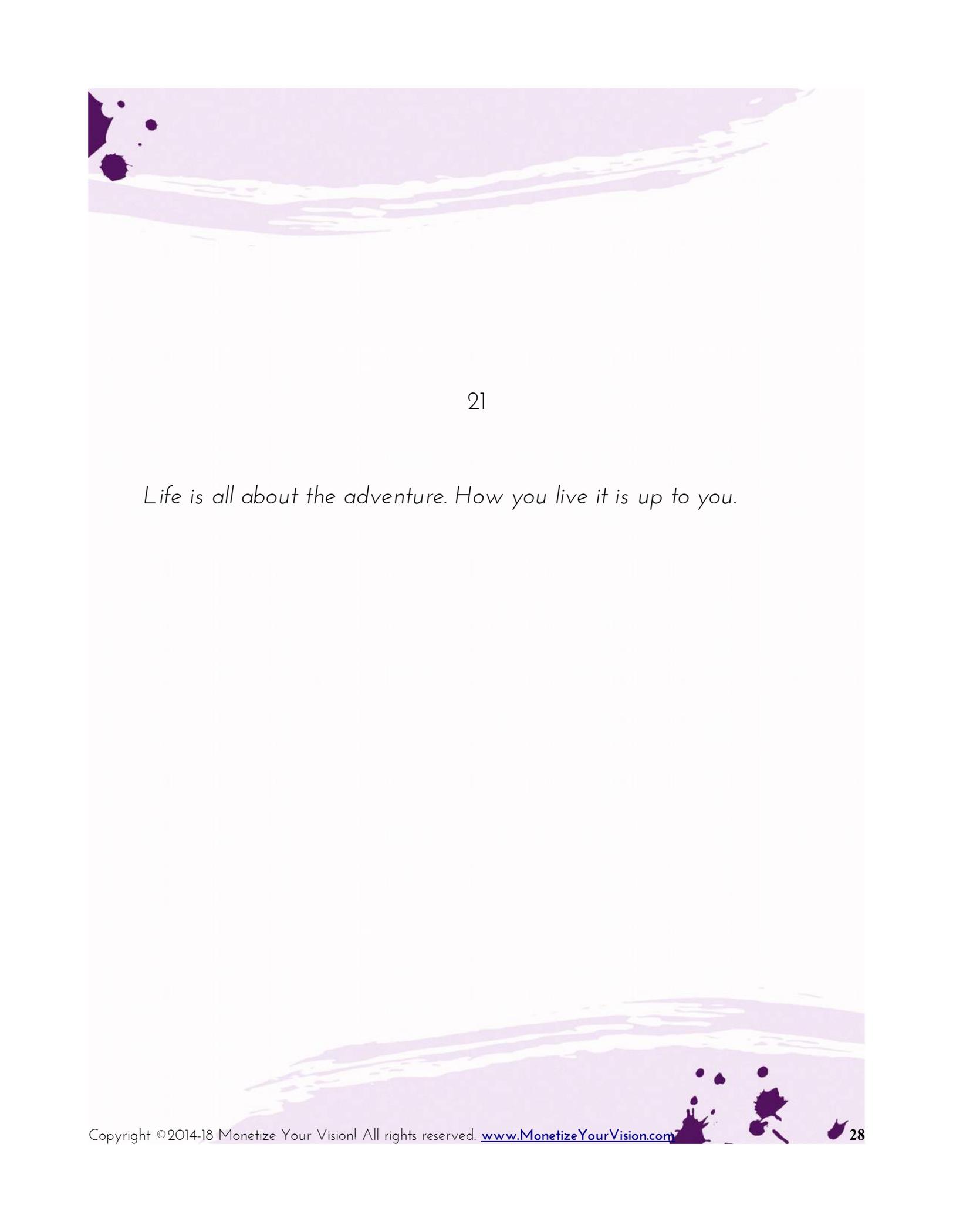
Are you in an abusive relationship with YOURSELF? (Maybe it's time to break up!)



20

It's a mistake to judge your life by how calm and orderly it is. Getting things done can cause waves. Ride 'em!

It's OK to get messy, in fact it's an advantage. Living a life of adventure means sometimes getting down and dirty.



21

Life is all about the adventure. How you live it is up to you.



22

There are no refunds in this life for whining or being lazy. (There is, however, chocolate for the good kids.)



23

Your overall measuring stick on the road to your ideal life is happiness. If you're not happy, change something!



24

The word "if" can be very dangerous when you use it to limit yourself, i.e., "I'll only be happy if..." How about you just be happy? You might find that good things start magically happening for you.



25

Worrying doesn't keep bad things from happening to you. Actually, worrying attracts more bad things. (Sing: 'Don't worry, be happy!')



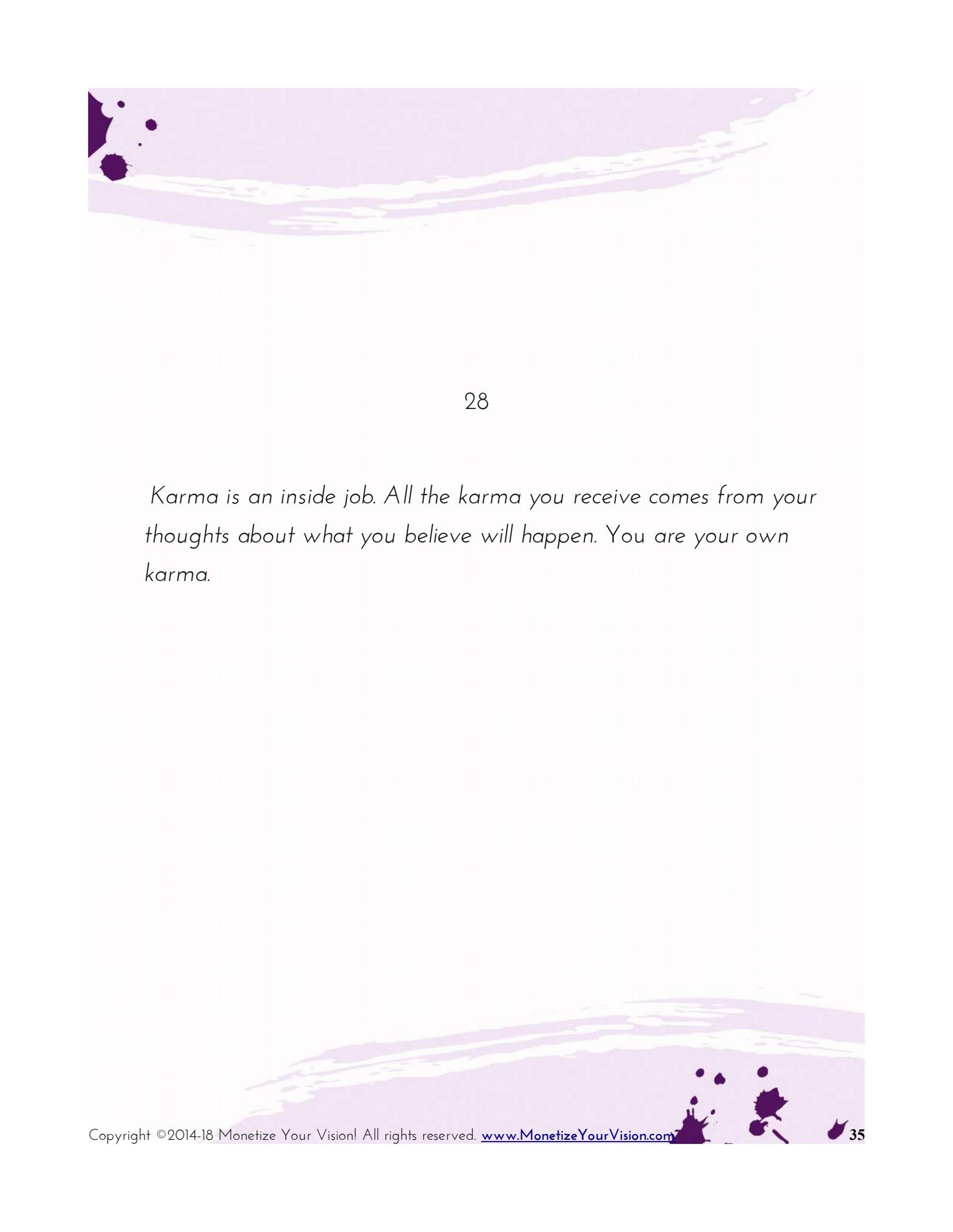
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The most important time to be thankful is when you are the most scared and worried. And the best time to be scared and worried is 'never.'



27

Sometimes the answer comes before the question. The trick is recognizing it.



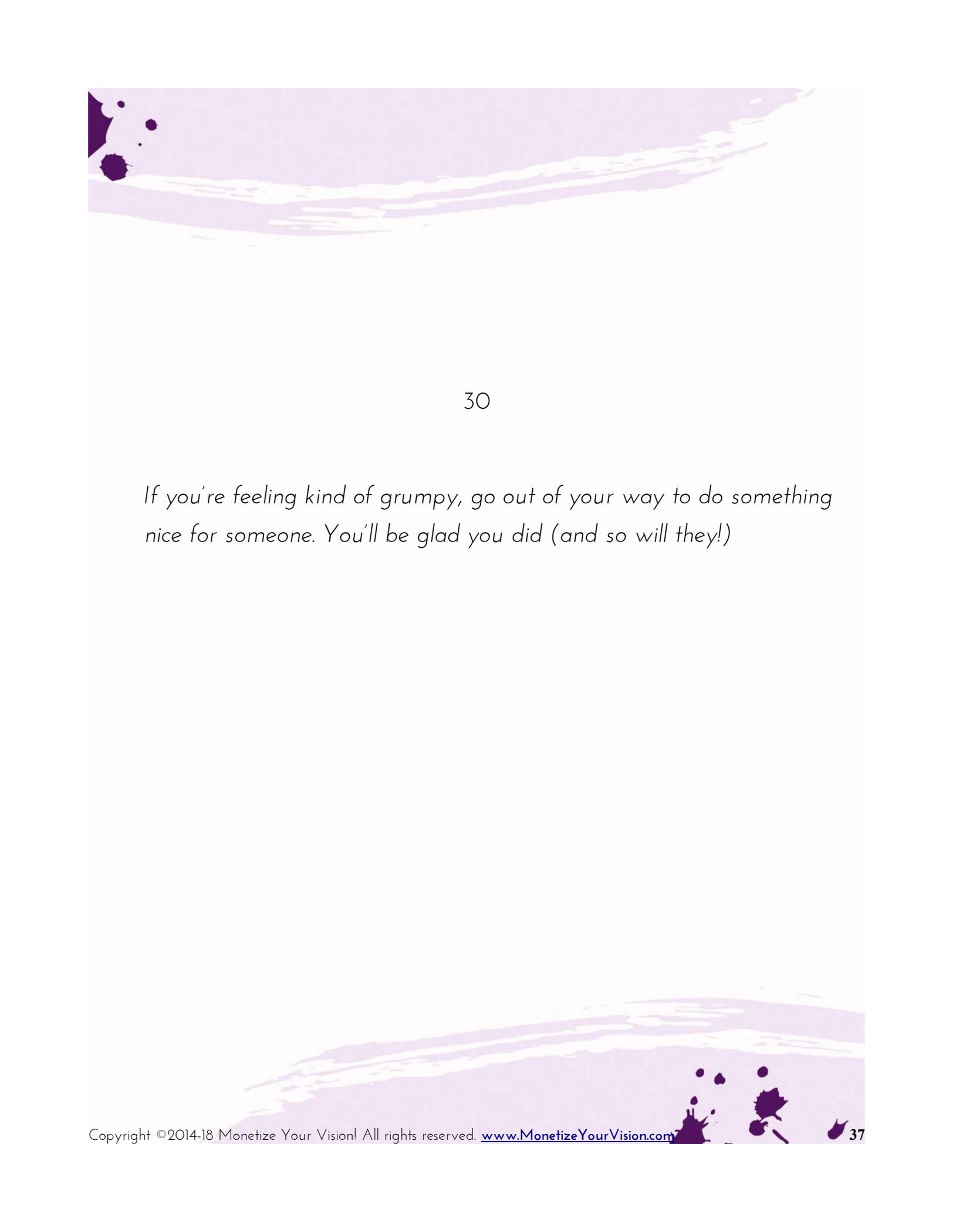
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Karma is an inside job. All the karma you receive comes from your thoughts about what you believe will happen. You are your own karma.



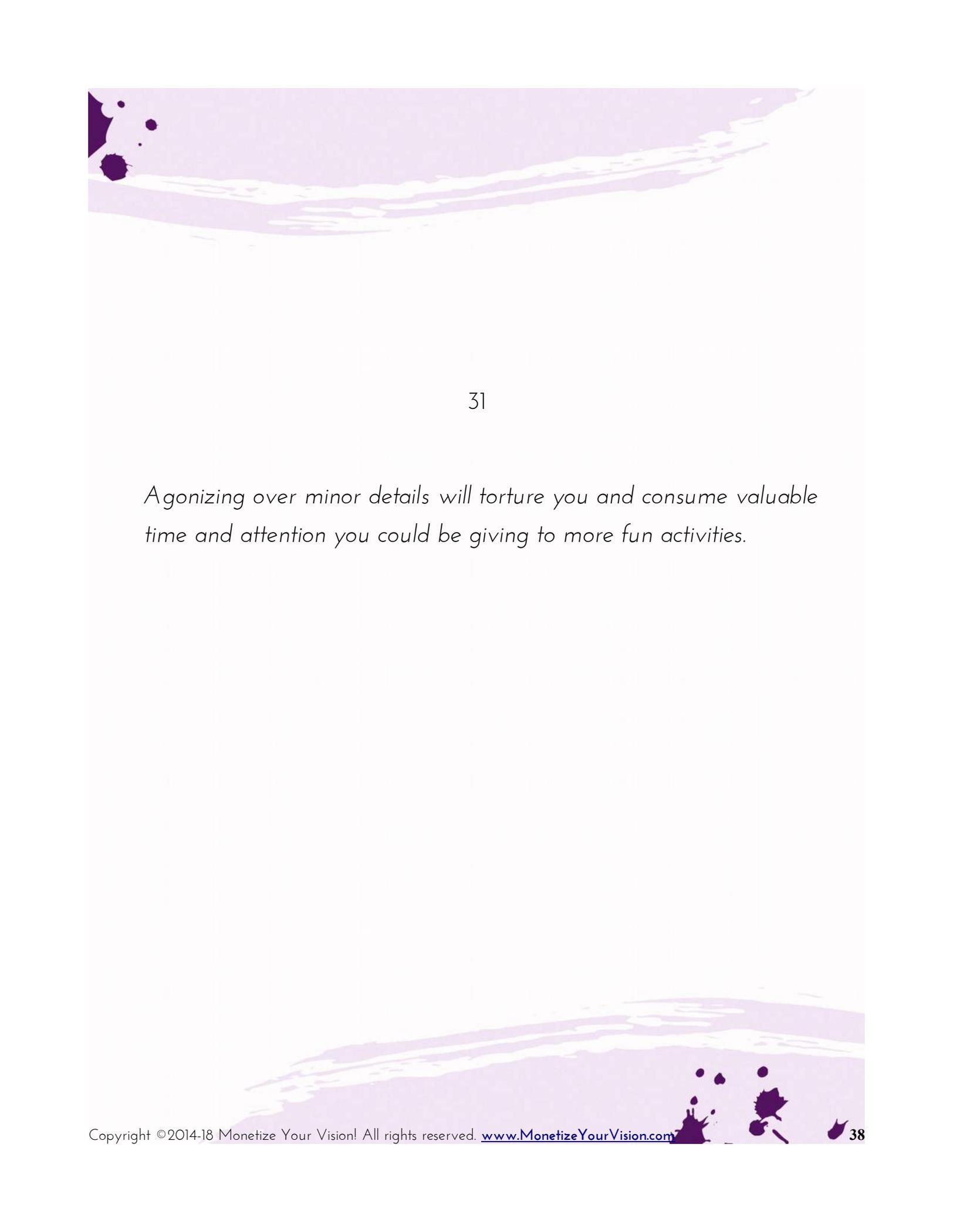
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Take a walk and wave at the day. Yes, that's right. Get up out of your seat, stretch, yawn and go outside for a few minutes. It will make you feel so much better.



30

If you're feeling kind of grumpy, go out of your way to do something nice for someone. You'll be glad you did (and so will they!)



31

Agonizing over minor details will torture you and consume valuable time and attention you could be giving to more fun activities.

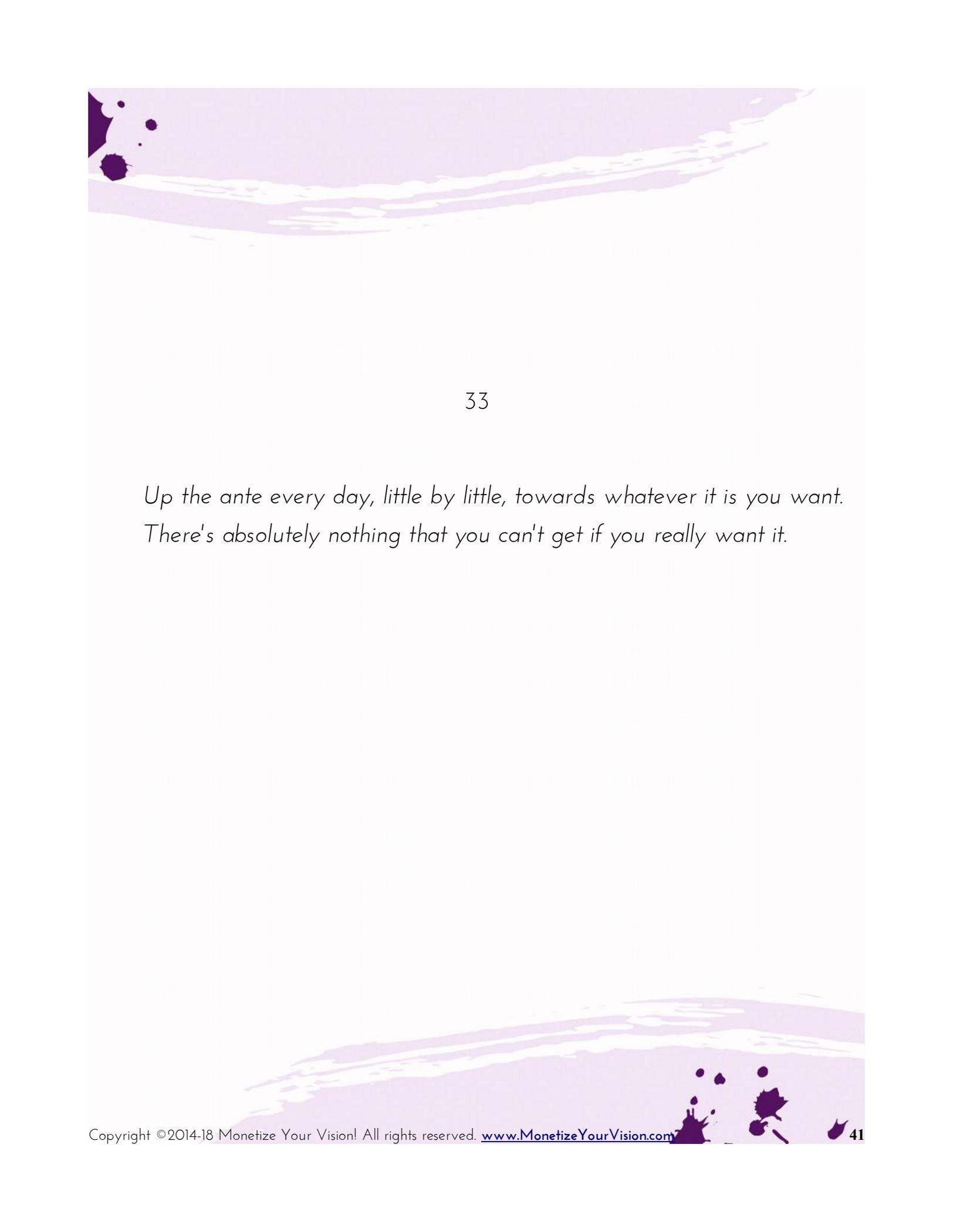


32

Practice trusting your own intuition, or 'gut feeling'. Have you ever known it to be wrong?



Strategies for a Successful Life



33

*Up the ante every day, little by little, towards whatever it is you want.
There's absolutely nothing that you can't get if you really want it.*



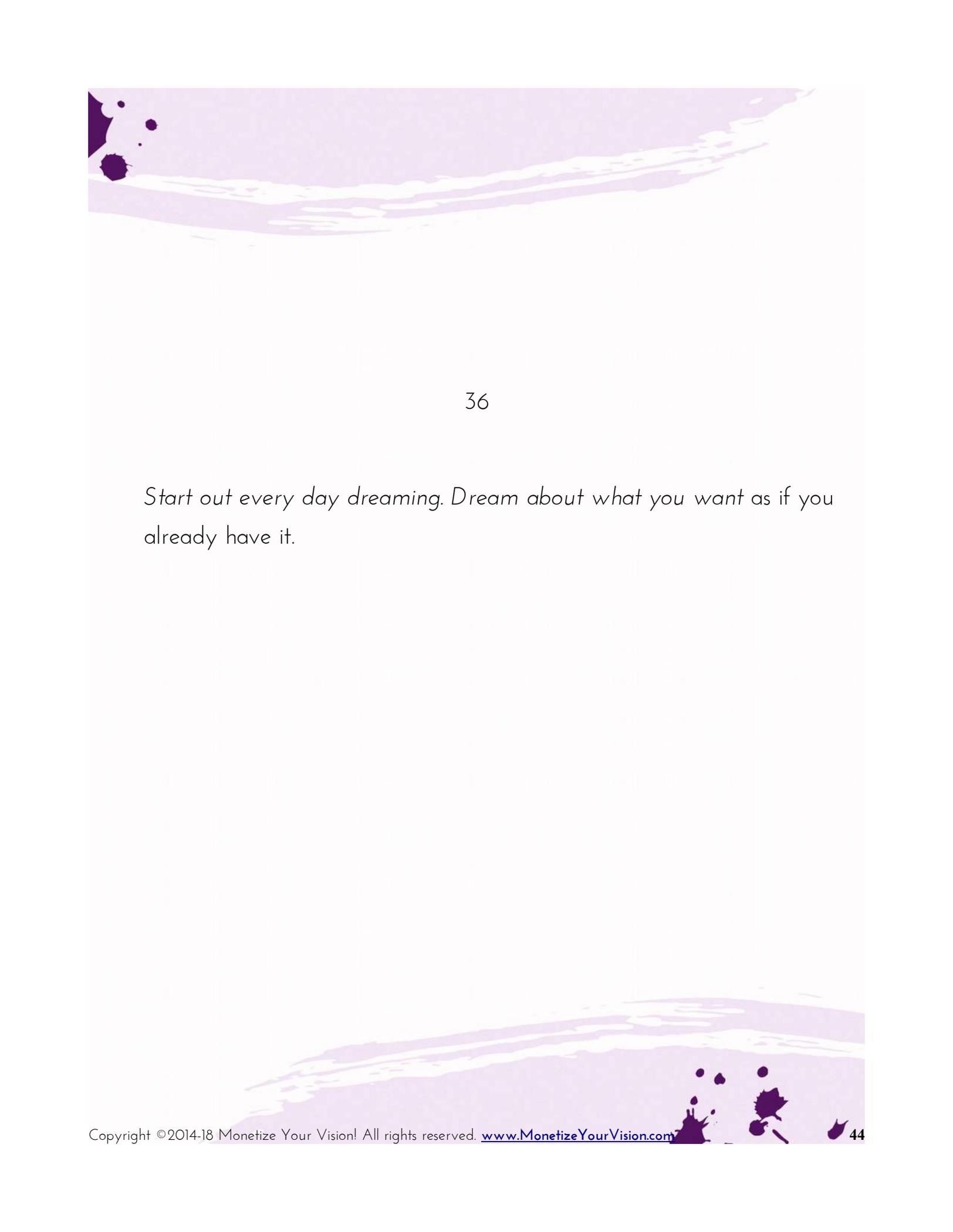
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Depending purely on 'luck' as a strategy for success is always going to be a reliable disappointment.



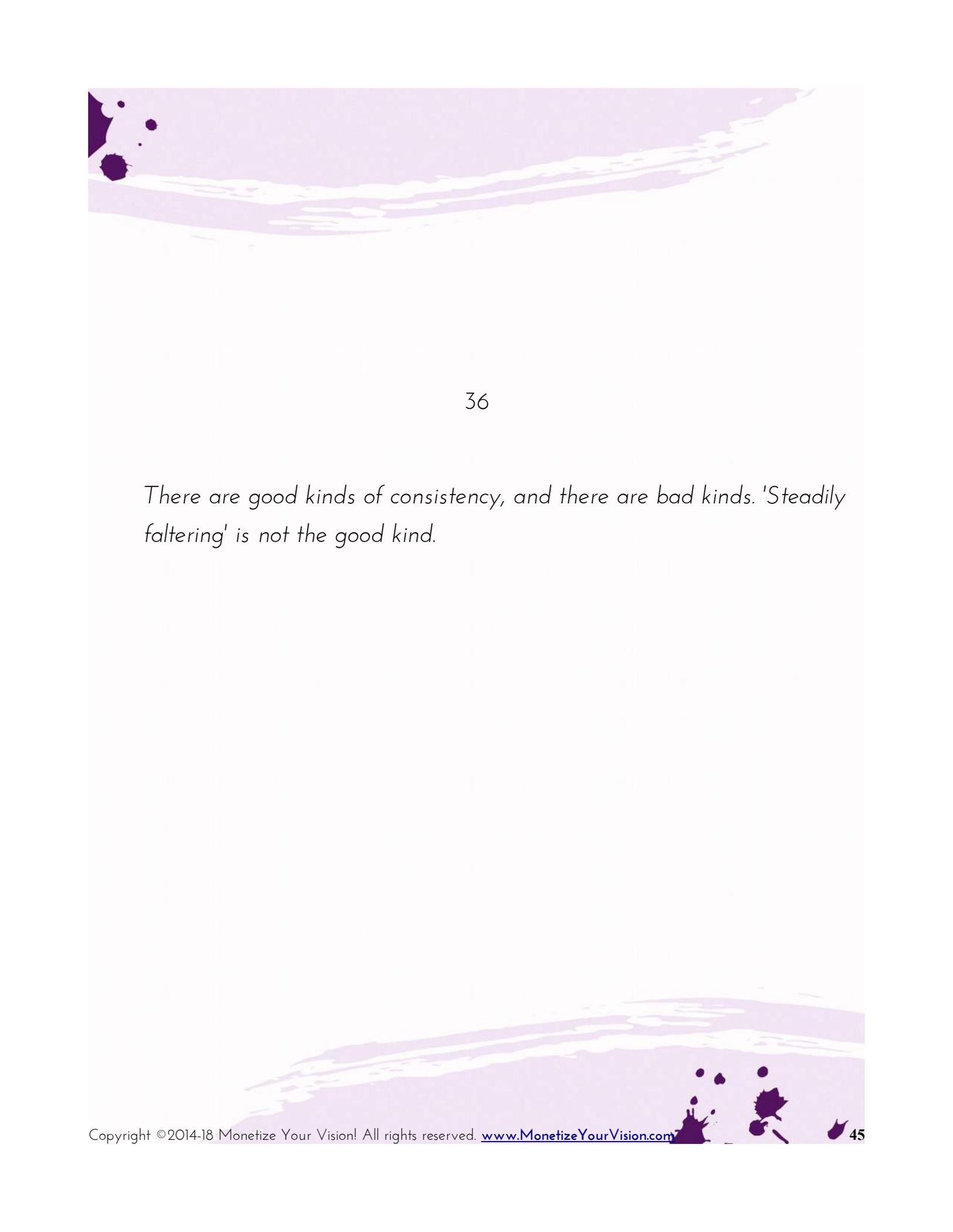
35

Being success requires two things: attitude and action. The more positive your attitude is, the less action you'll have to take. This is also known as 'working smart.'



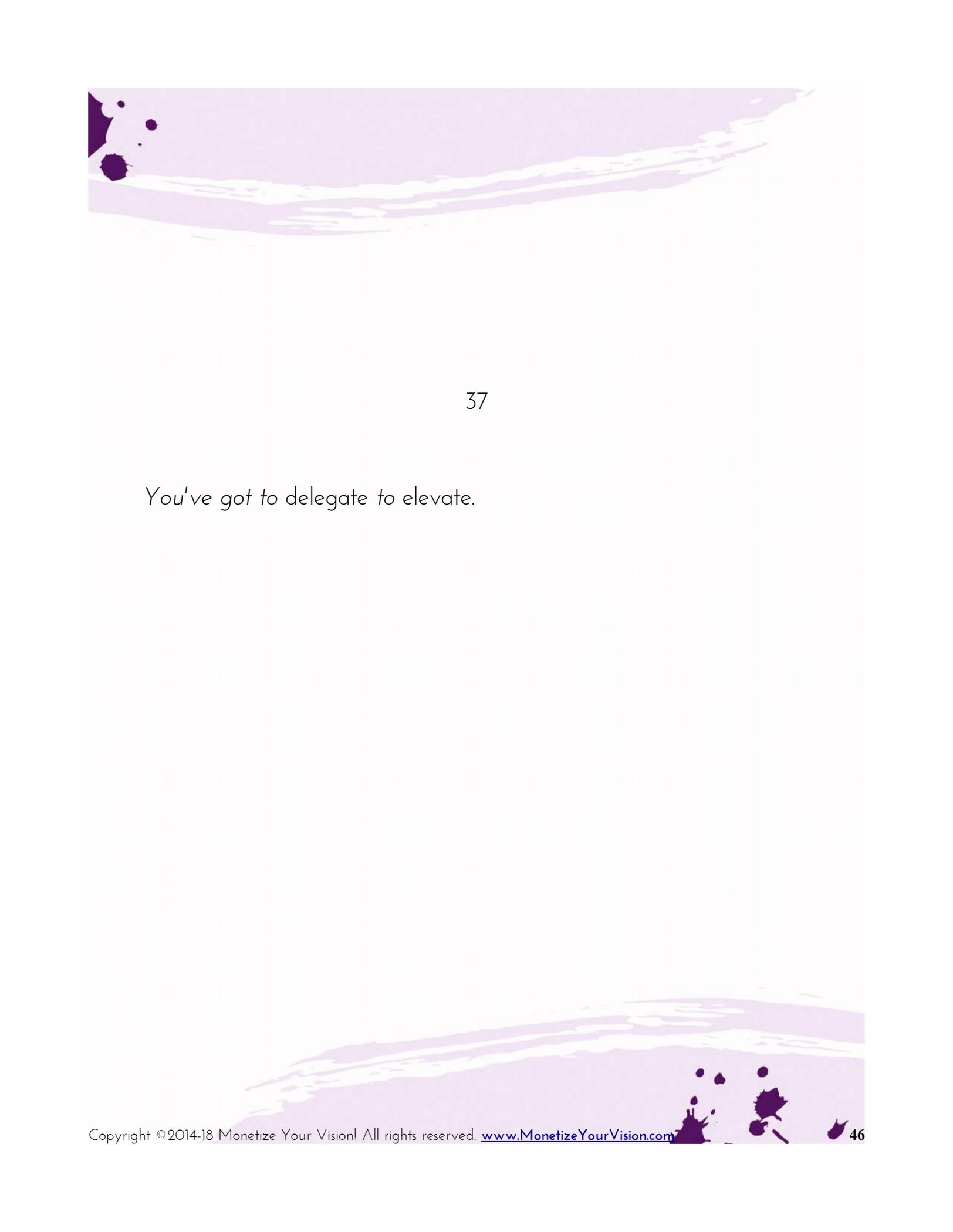
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Start out every day dreaming. Dream about what you want as if you already have it.



36

There are good kinds of consistency, and there are bad kinds. 'Steadily faltering' is not the good kind.



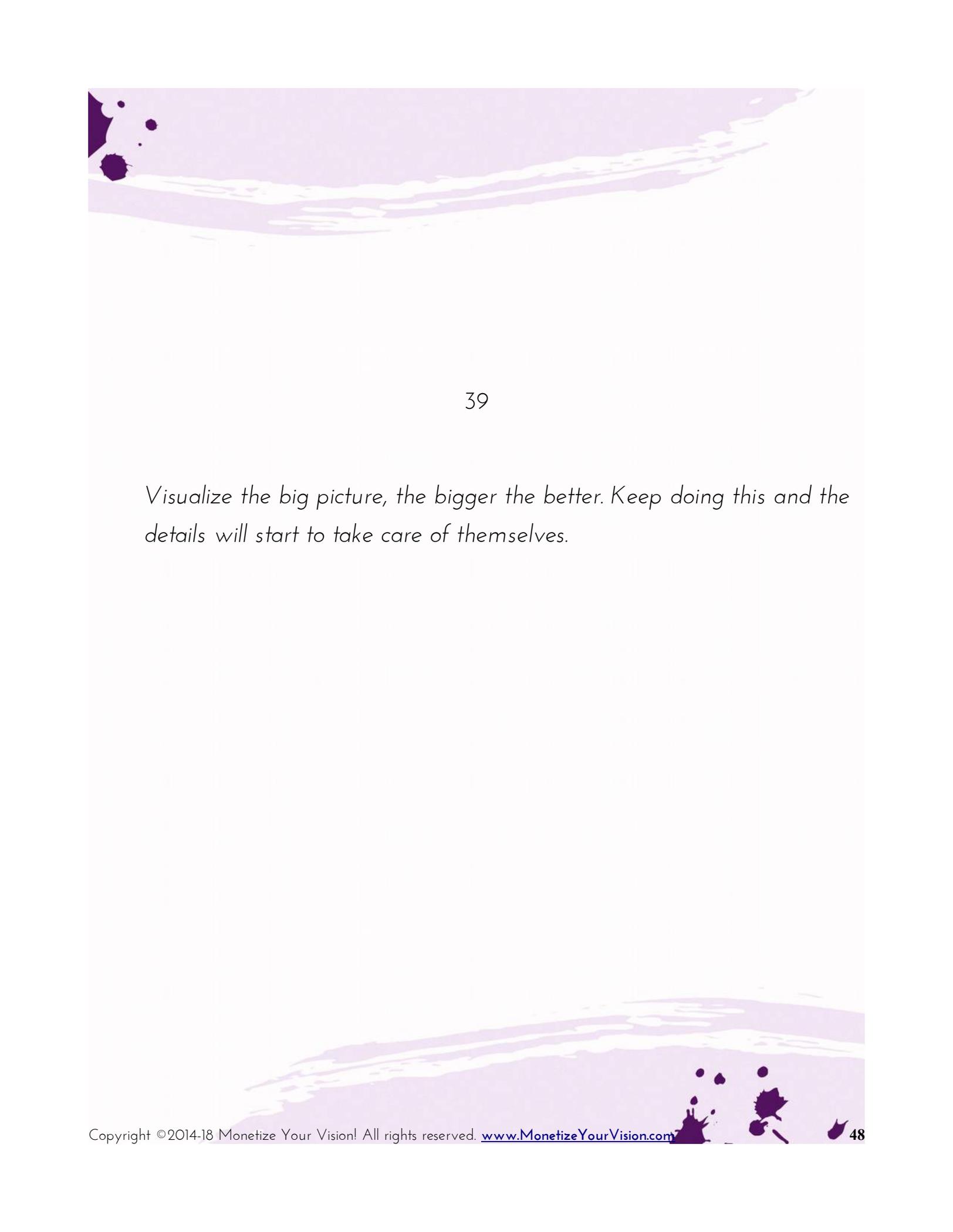
37

You've got to delegate to elevate.



38

Marketing is not about being conceited or full-of-yourself. It's about letting people know who you are and how you can help them. People who don't believe in marketing never make enough money.



39

Visualize the big picture, the bigger the better. Keep doing this and the details will start to take care of themselves.



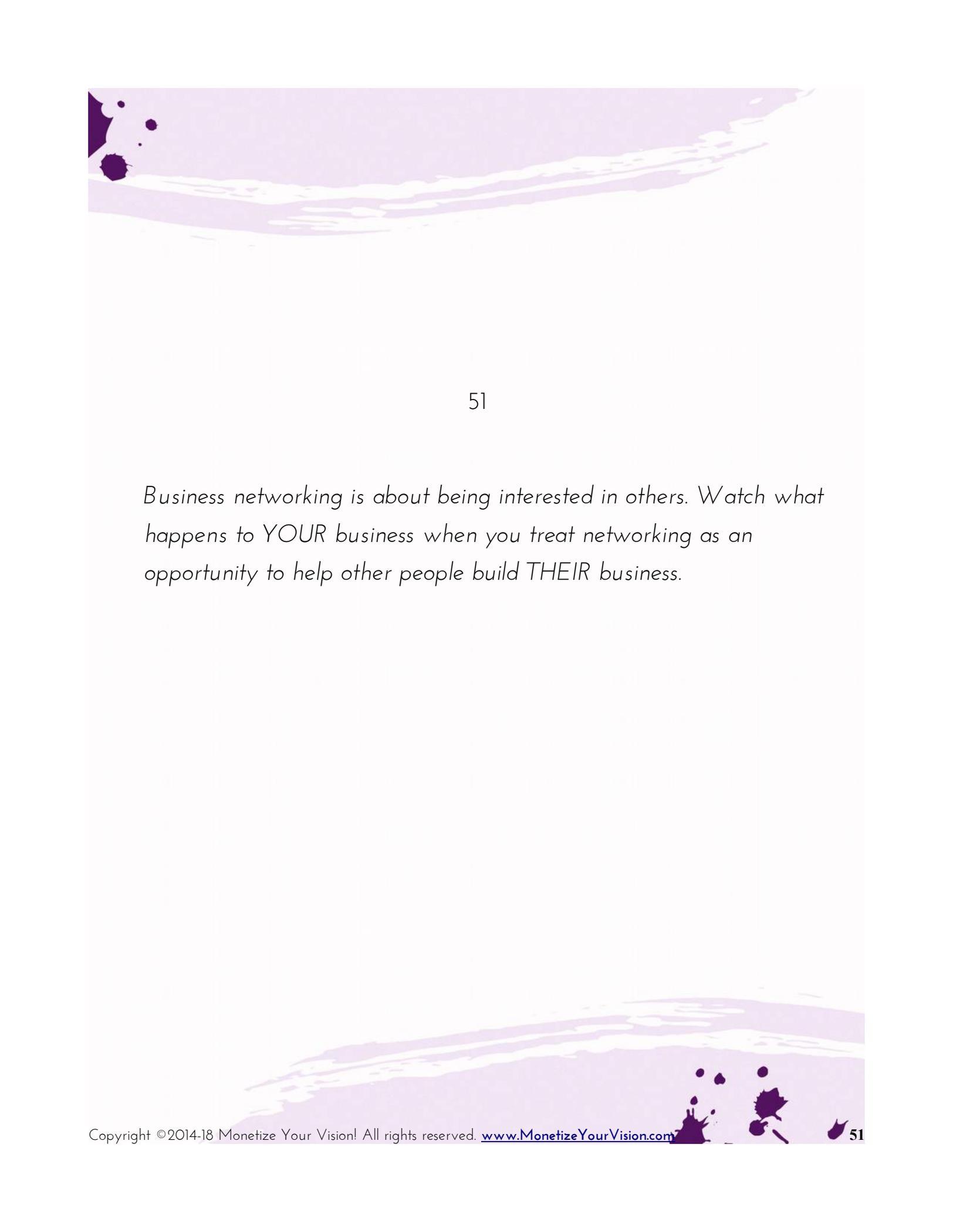
40

Take some time today to enjoy the beauty and danger in your life. If you don't have some beauty and danger in your life, go find some.



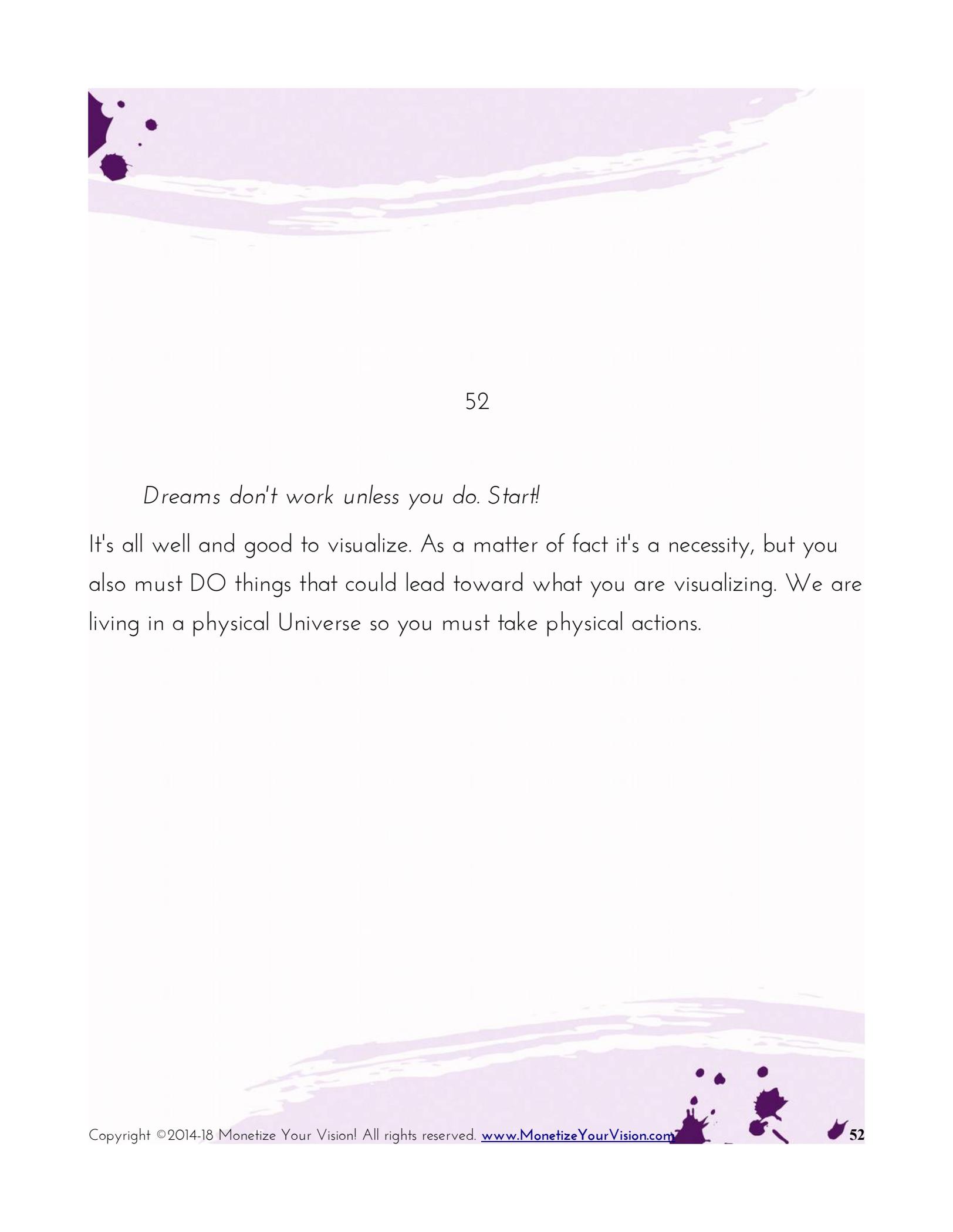
50

Take the viewpoint that you are the expert in what you do. You must BE the expert. Assume the part. Remember, to a second grader, a fourth grader looks like a genius!



51

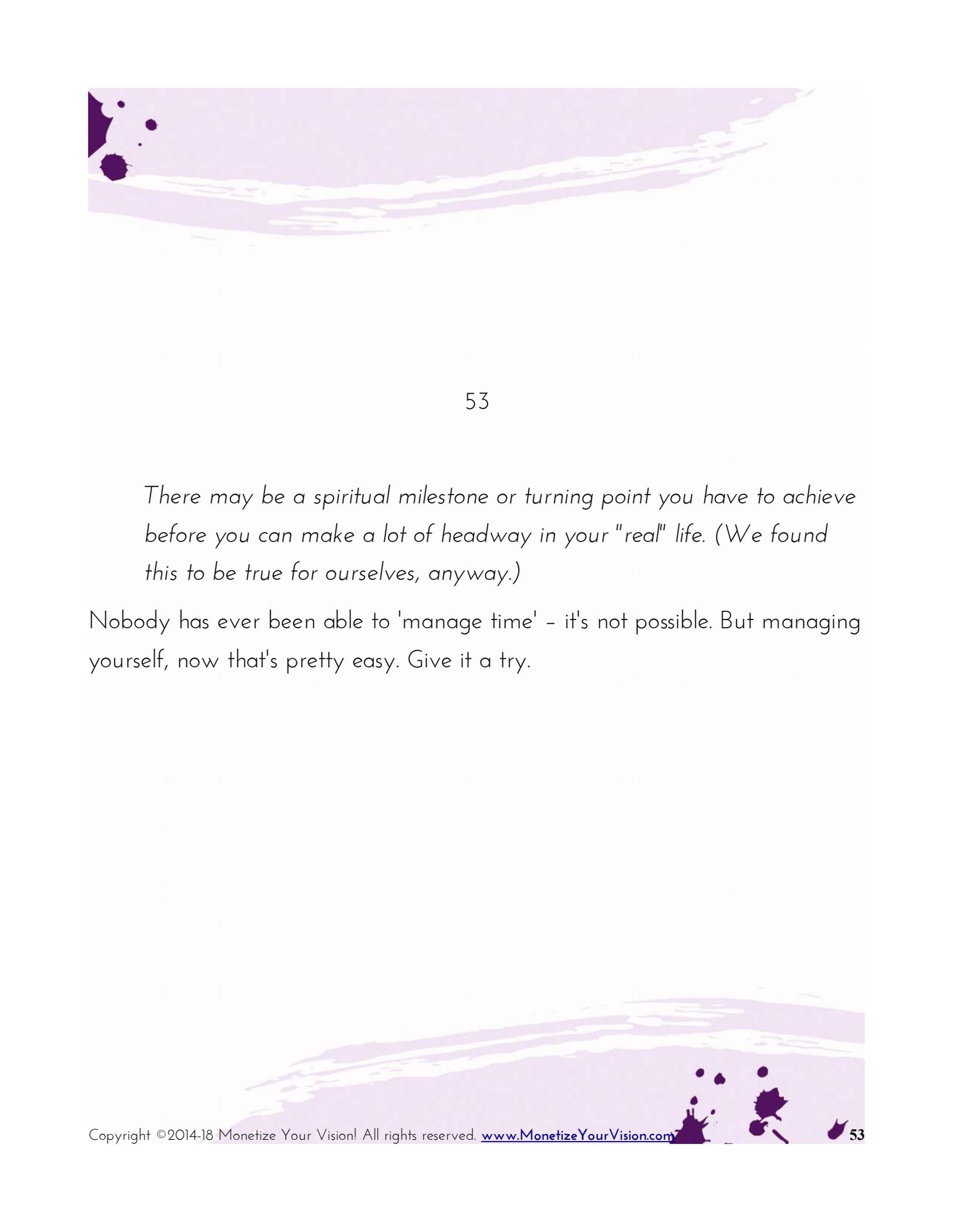
Business networking is about being interested in others. Watch what happens to YOUR business when you treat networking as an opportunity to help other people build THEIR business.



52

Dreams don't work unless you do. Start!

It's all well and good to visualize. As a matter of fact it's a necessity, but you also must DO things that could lead toward what you are visualizing. We are living in a physical Universe so you must take physical actions.



53

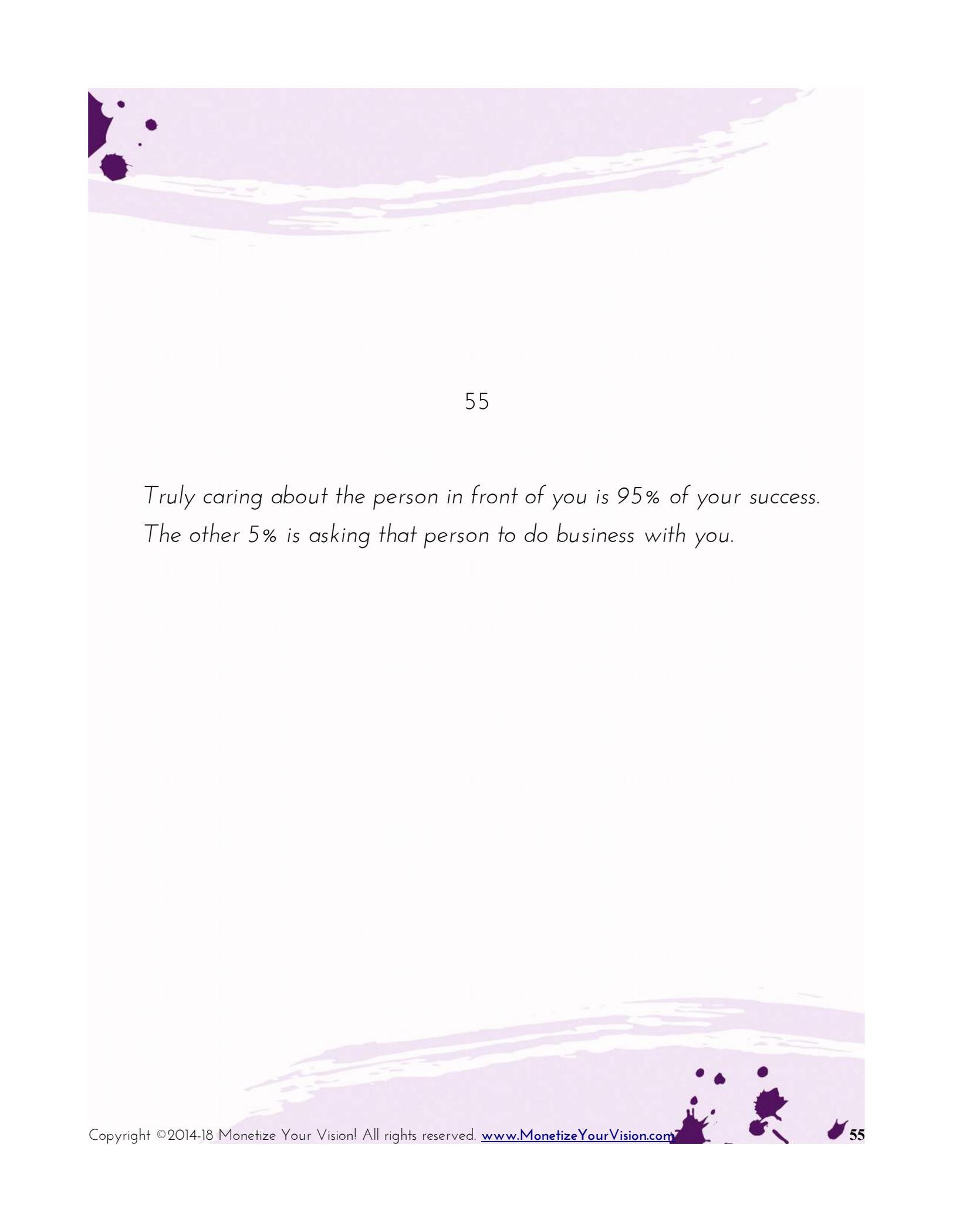
There may be a spiritual milestone or turning point you have to achieve before you can make a lot of headway in your "real" life. (We found this to be true for ourselves, anyway.)

Nobody has ever been able to 'manage time' - it's not possible. But managing yourself, now that's pretty easy. Give it a try.



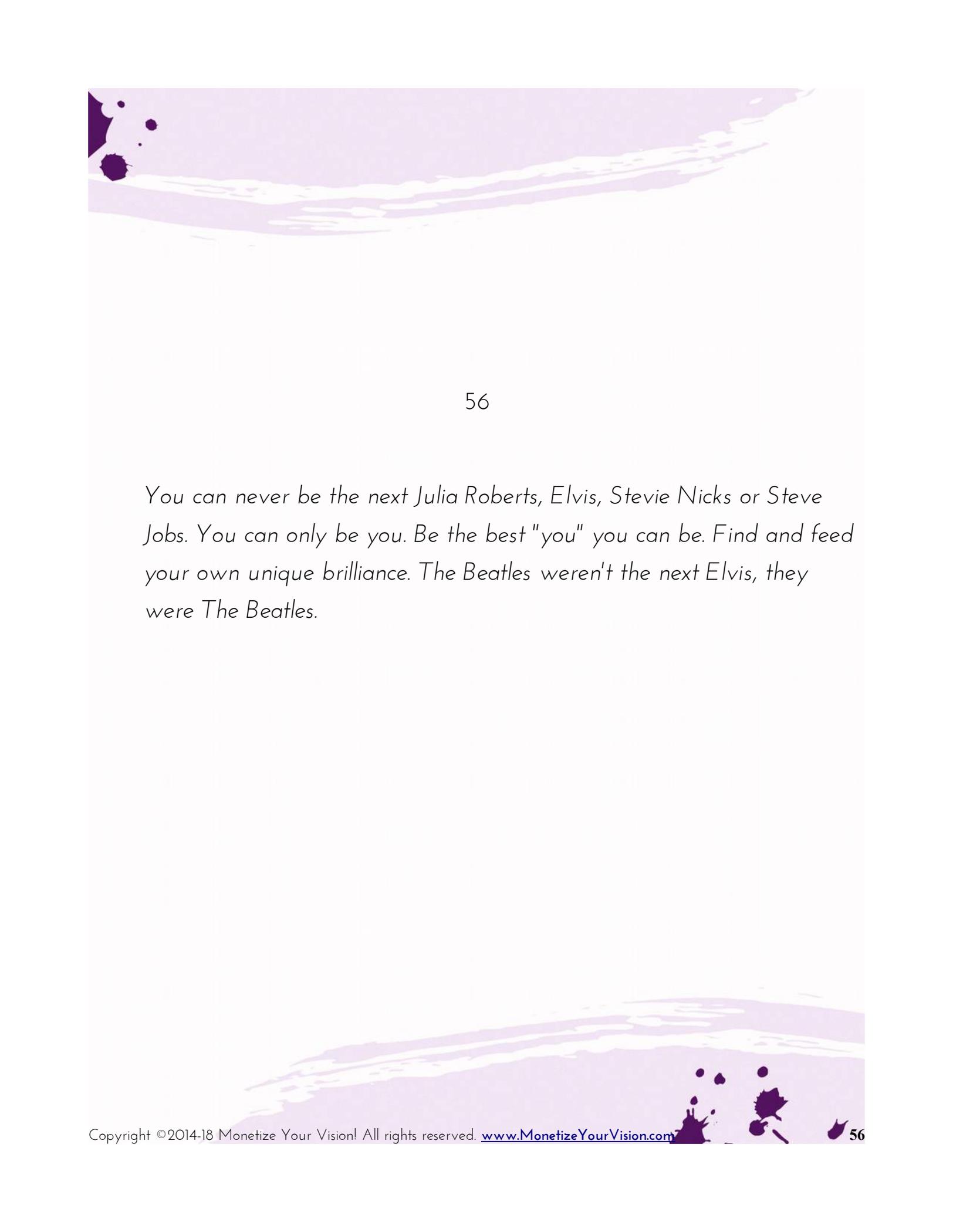
54

Stay authentic to who you really are, even if you risk ridicule and criticism. The peanut gallery are not your target market anyway.



55

*Truly caring about the person in front of you is 95% of your success.
The other 5% is asking that person to do business with you.*



56

You can never be the next Julia Roberts, Elvis, Stevie Nicks or Steve Jobs. You can only be you. Be the best "you" you can be. Find and feed your own unique brilliance. The Beatles weren't the next Elvis, they were The Beatles.



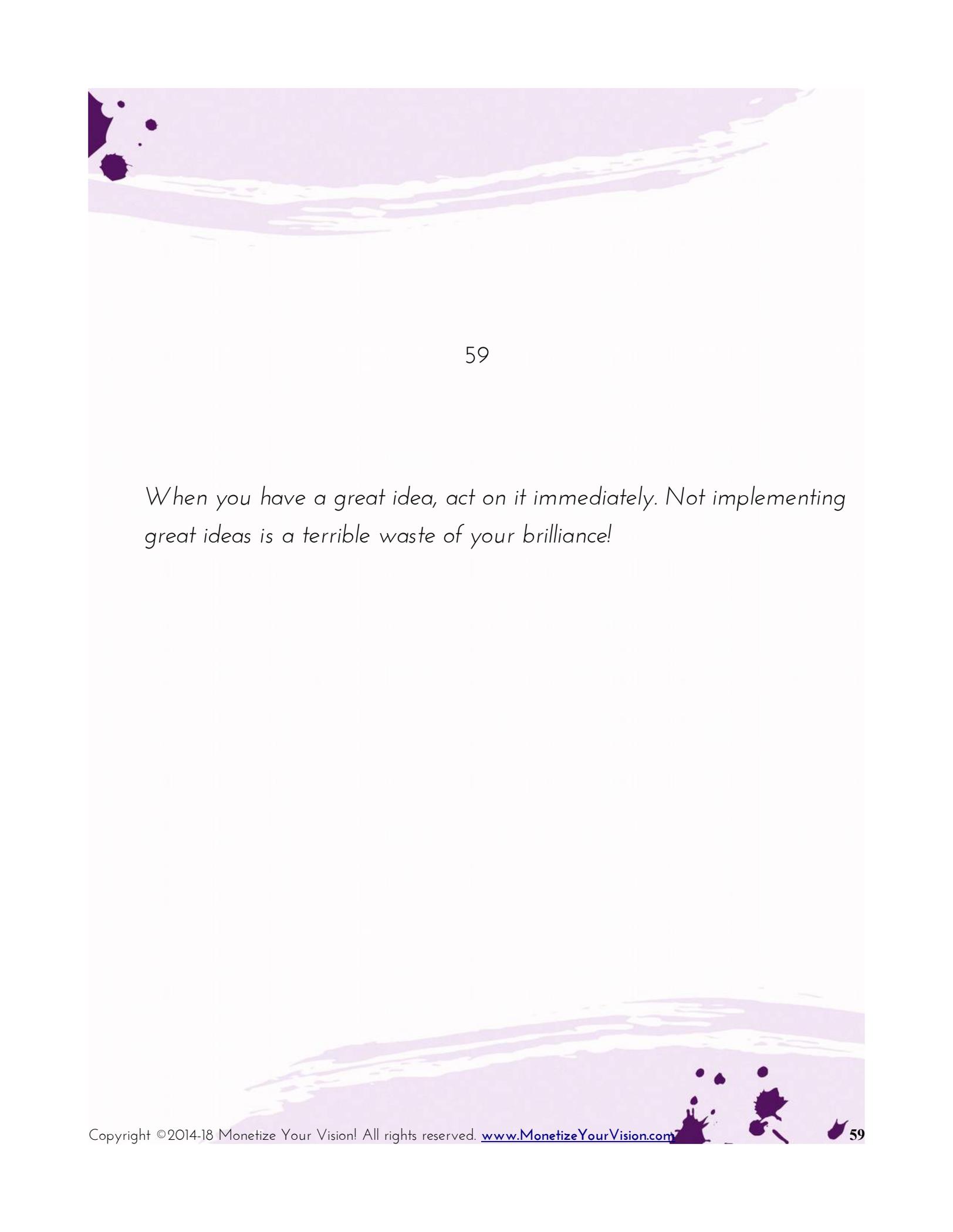
57

When success calls (and it will) for Pete's sake make sure you pick up the phone! (P.S. And make sure it's fully charged - with your energy, that is!)



58

When you take an action in your life, don't be attached to a specific outcome. Instead, let the Universe take care of the outcome while you take your next action.



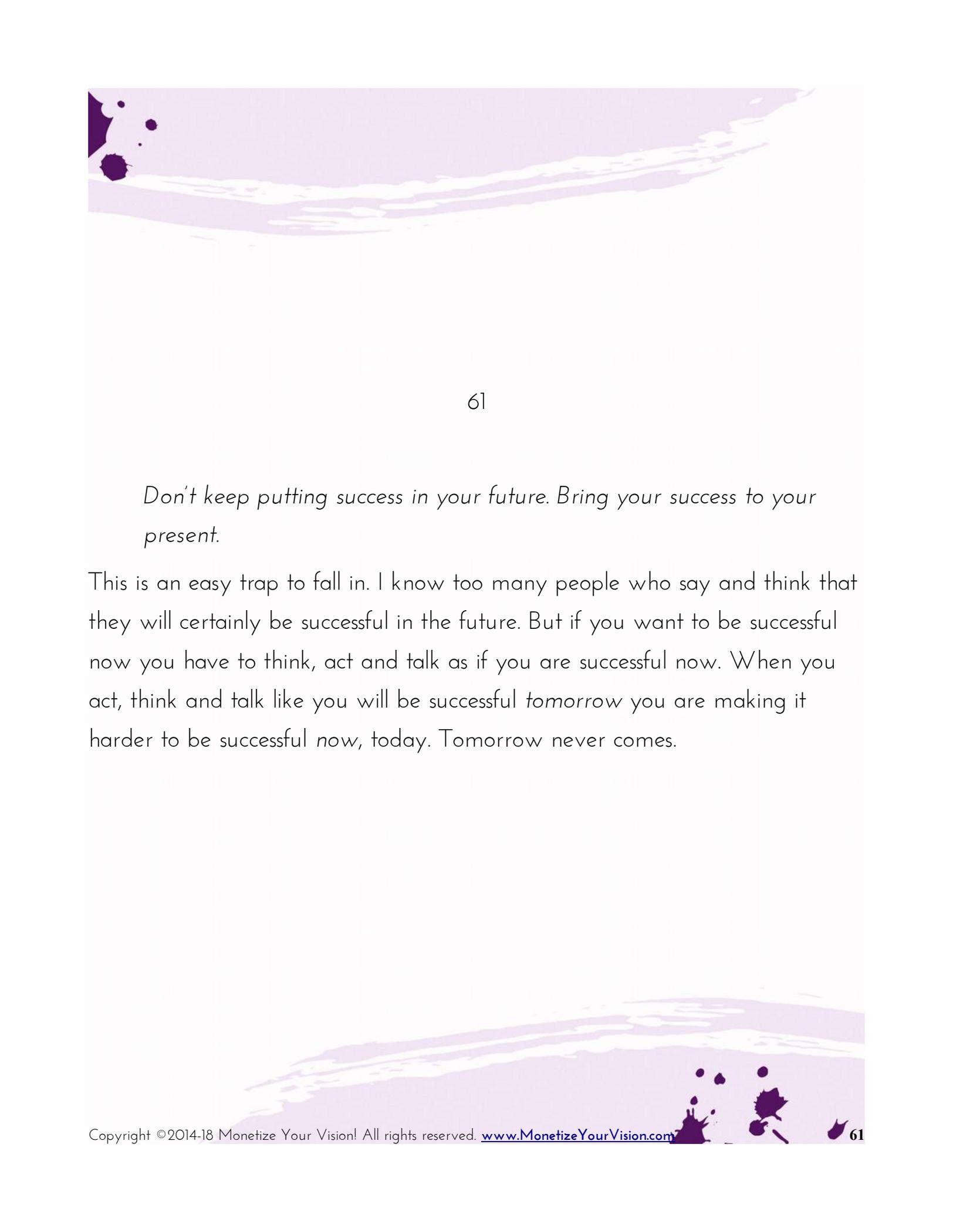
59

When you have a great idea, act on it immediately. Not implementing great ideas is a terrible waste of your brilliance!



60

You don't 'get' success. You attract it.



61

Don't keep putting success in your future. Bring your success to your present.

This is an easy trap to fall in. I know too many people who say and think that they will certainly be successful in the future. But if you want to be successful now you have to think, act and talk as if you are successful now. When you act, think and talk like you will be successful *tomorrow* you are making it harder to be successful *now*, today. Tomorrow never comes.



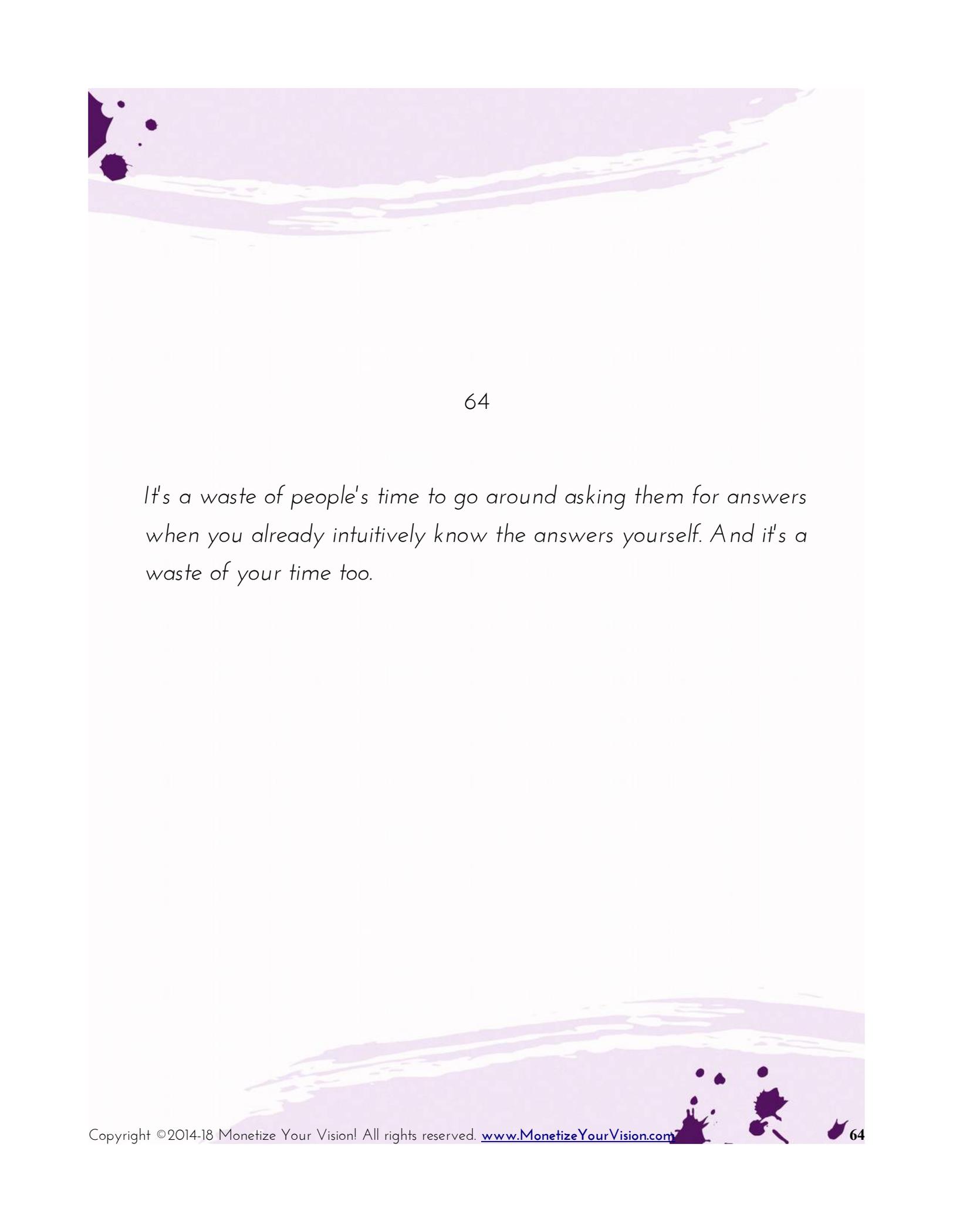
62

Never second-guess your decisions. Just decide that you are doing the best you can with the information you have and keep moving forward.



63

Your success in life is in direct proportion to the responsibility you take for your life.



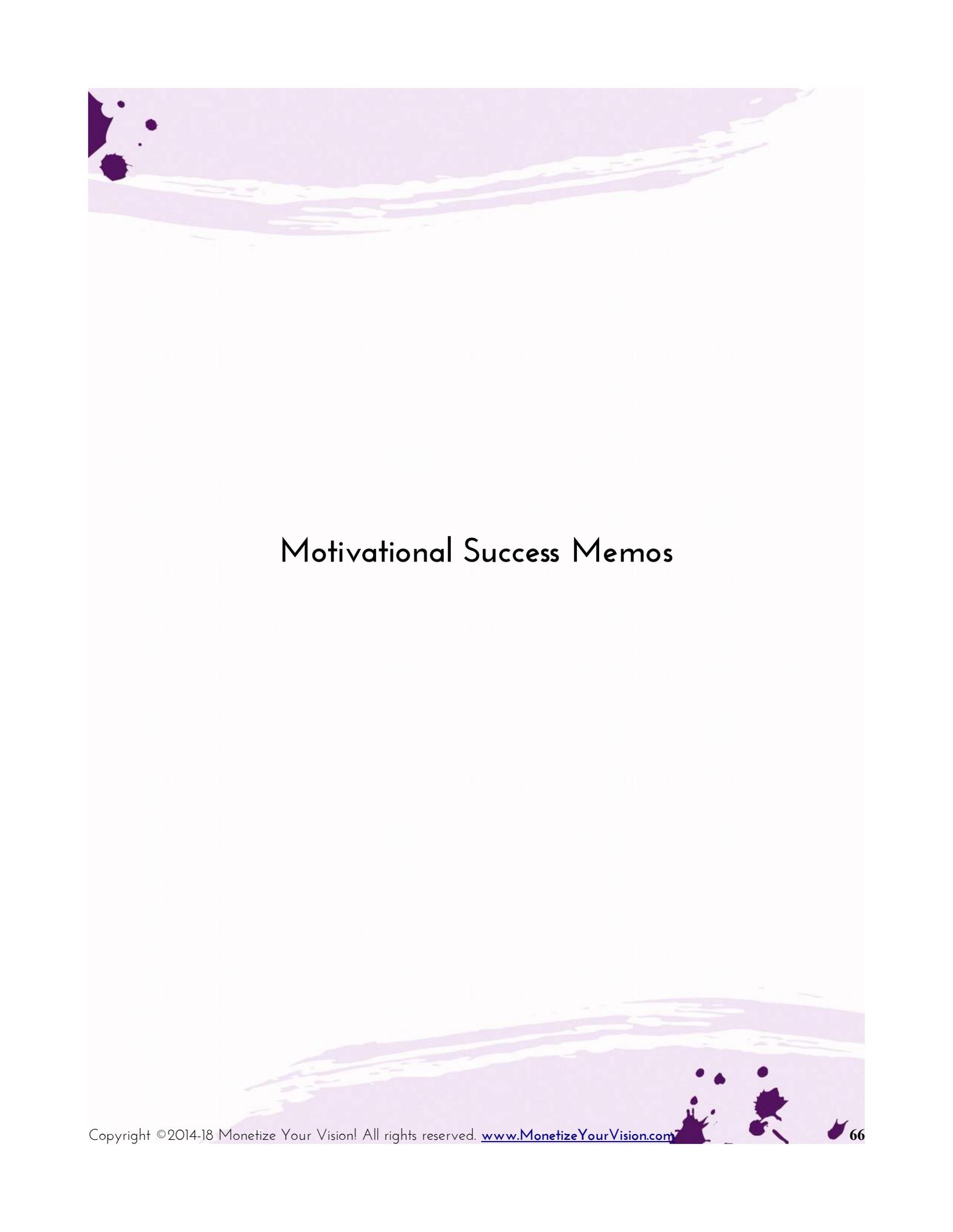
64

It's a waste of people's time to go around asking them for answers when you already intuitively know the answers yourself. And it's a waste of your time too.

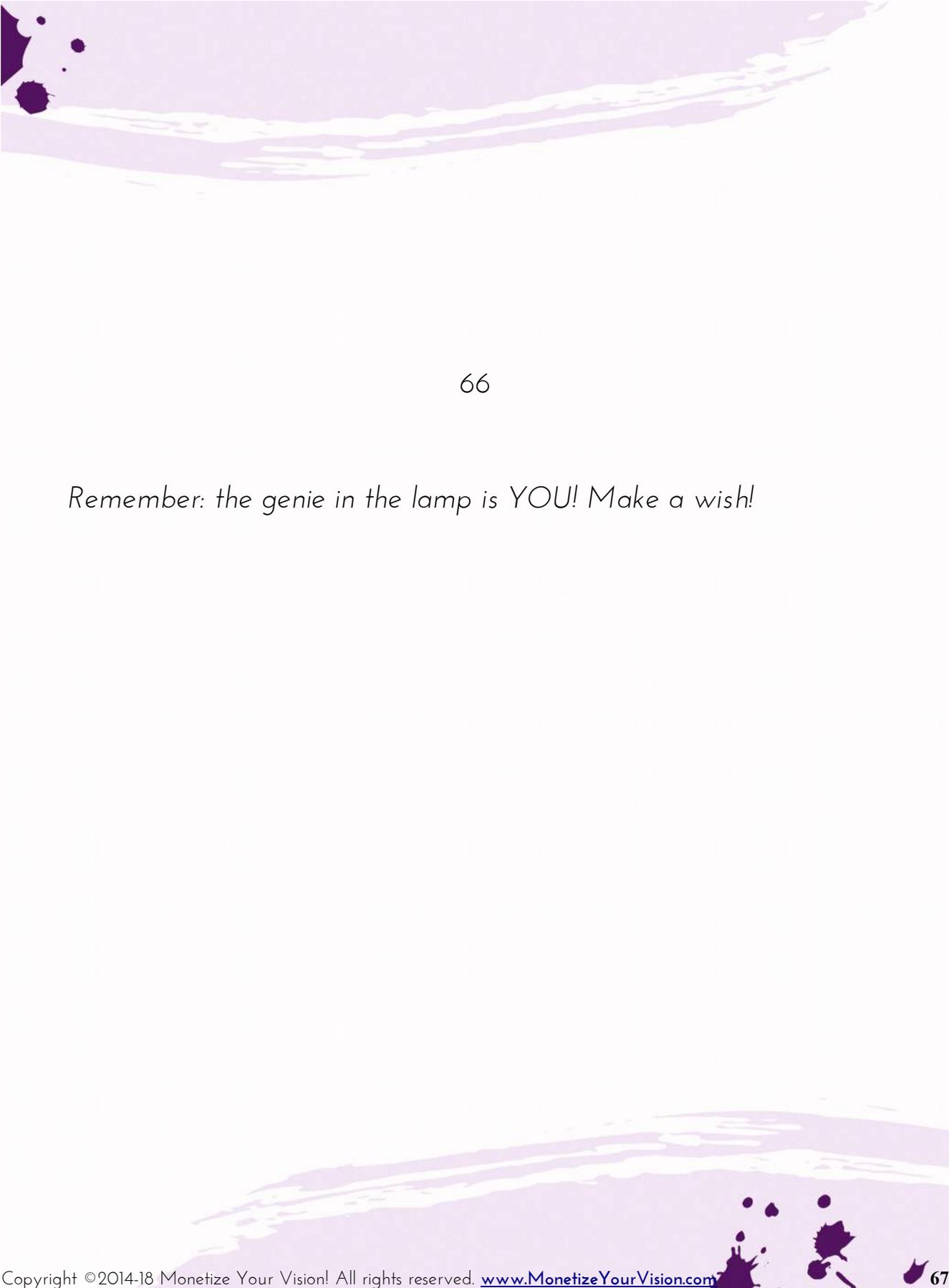


65

Whatever you think about will start to show up in your life. The more action you take toward what you want, the faster it will show up.



Motivational Success Memos



66

Remember: the genie in the lamp is YOU! Make a wish!



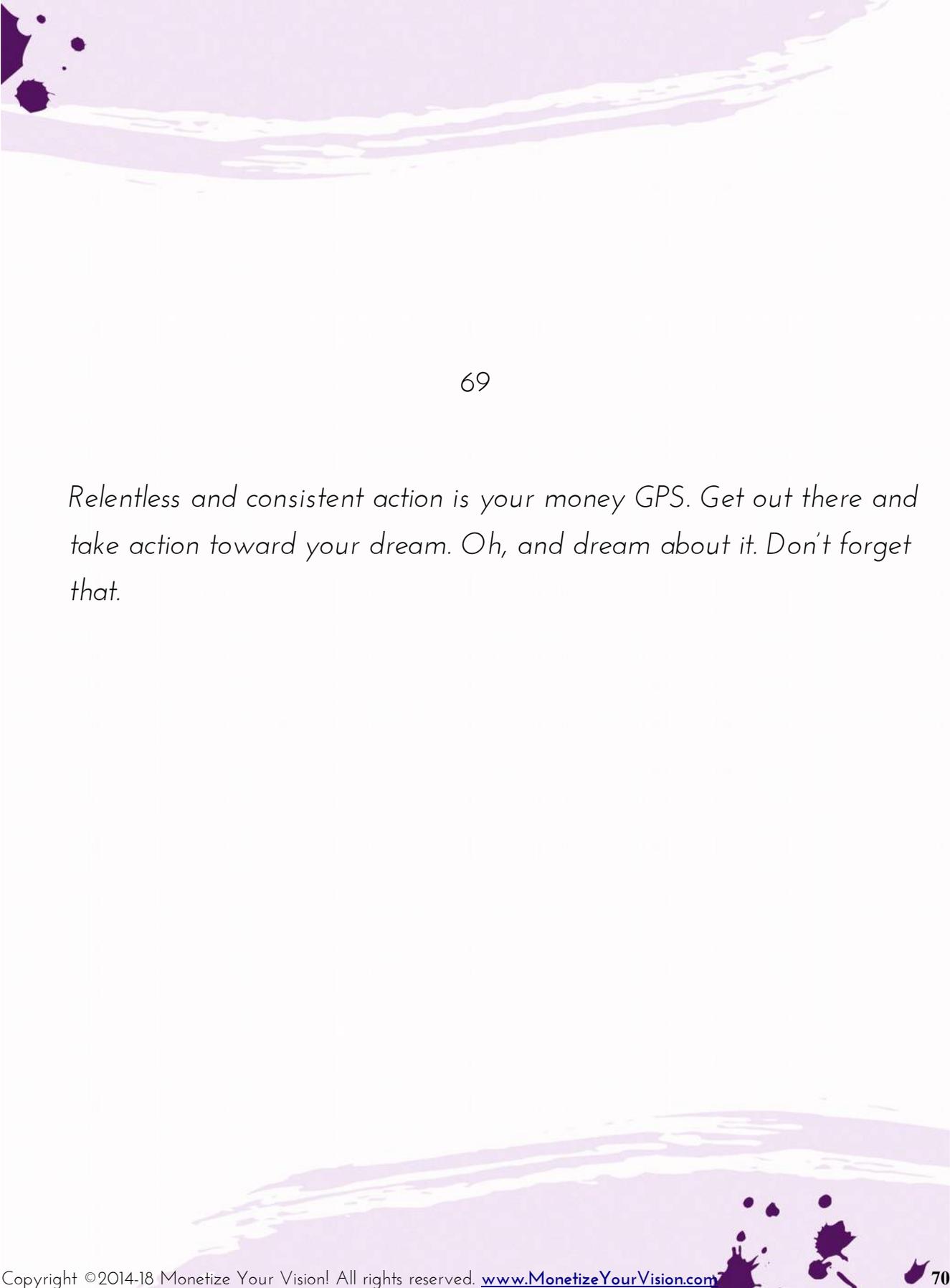
67

Suck it up and start succeeding!



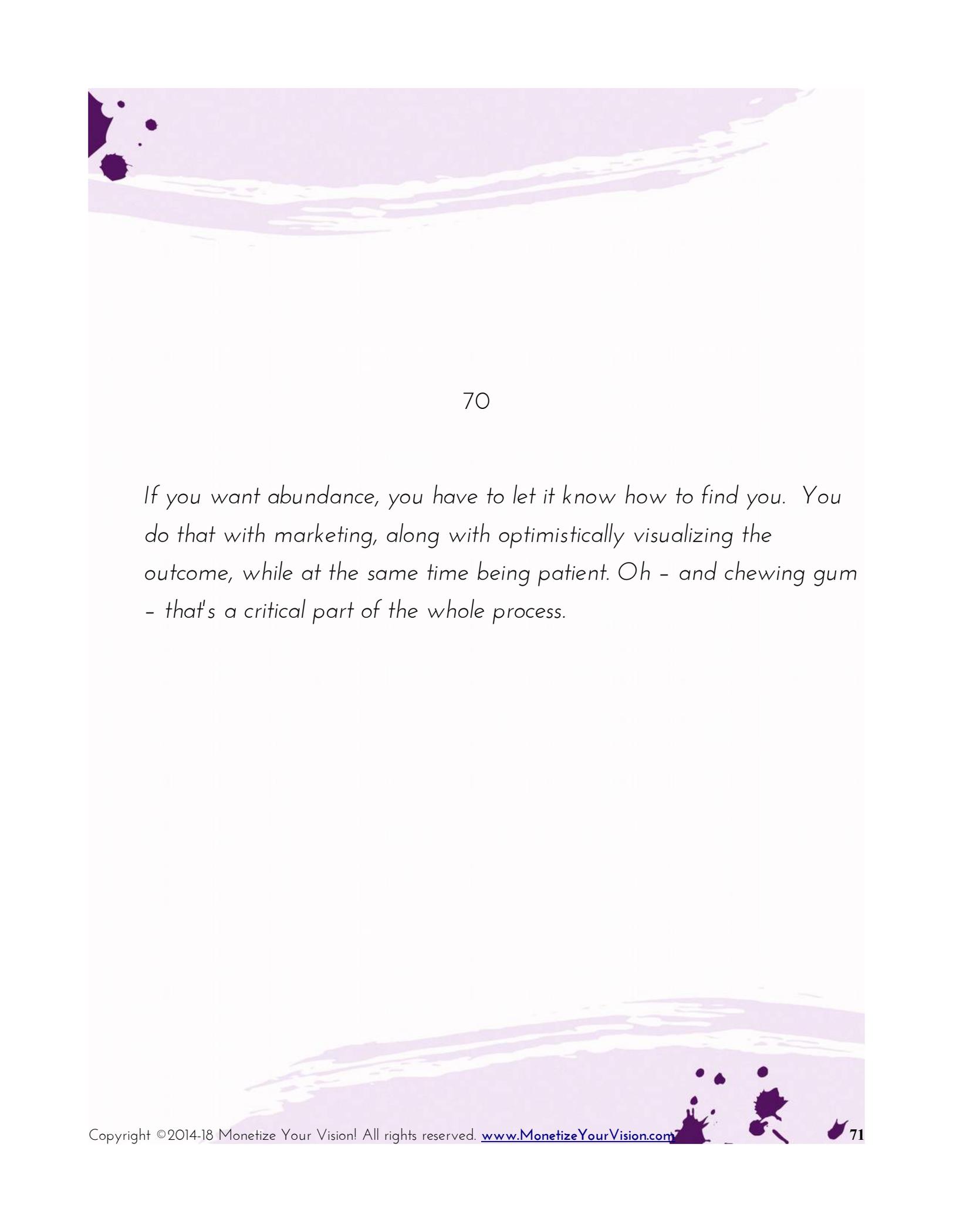
68

It's about relentlessly living your dream. It's about helping more and more people doing what you are brilliant at. It's about finding new and different ways to do what you do best every single day. And it's about attracting plenty of money to do all of that on a continuously expanding basis.



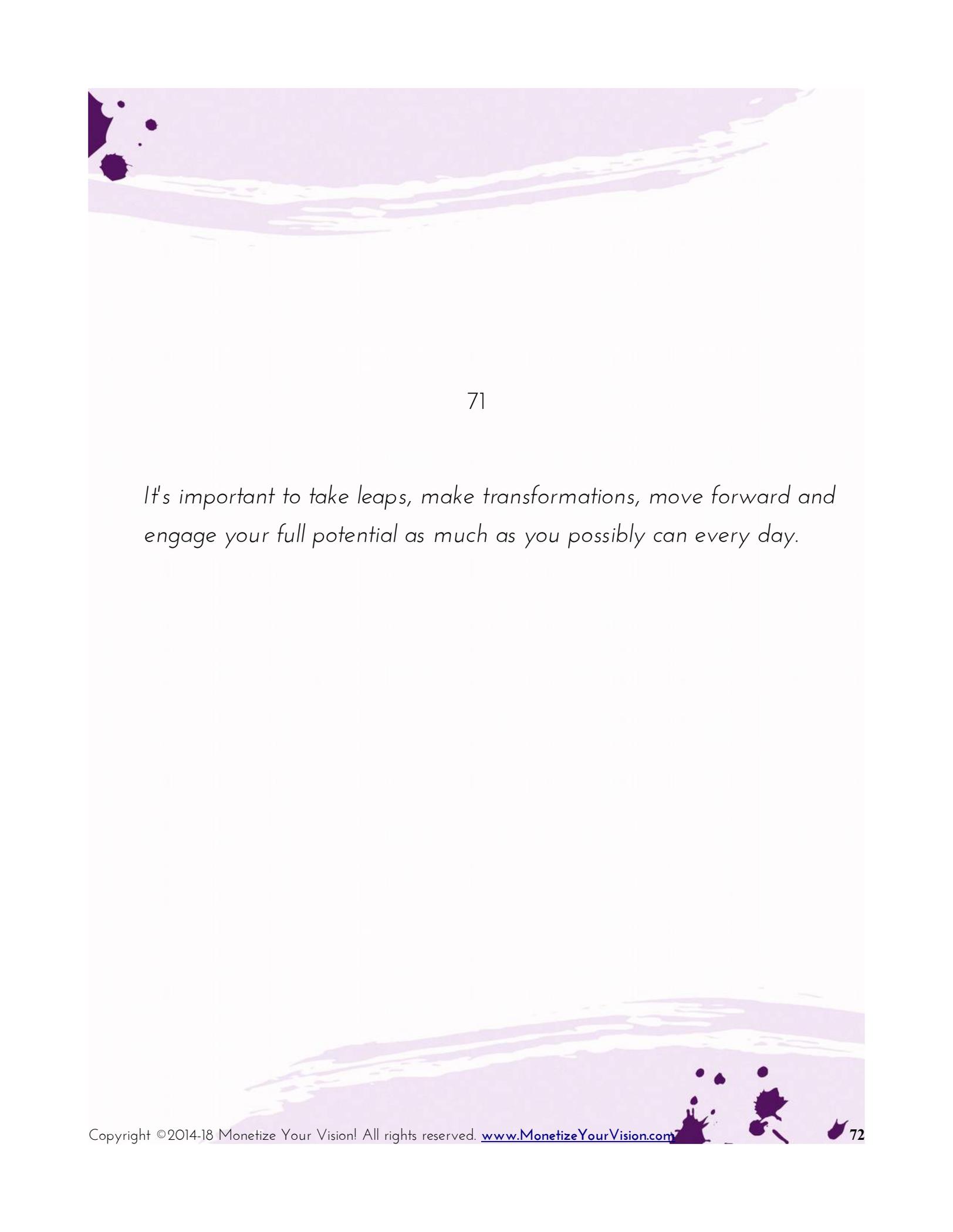
69

Relentless and consistent action is your money GPS. Get out there and take action toward your dream. Oh, and dream about it. Don't forget that.



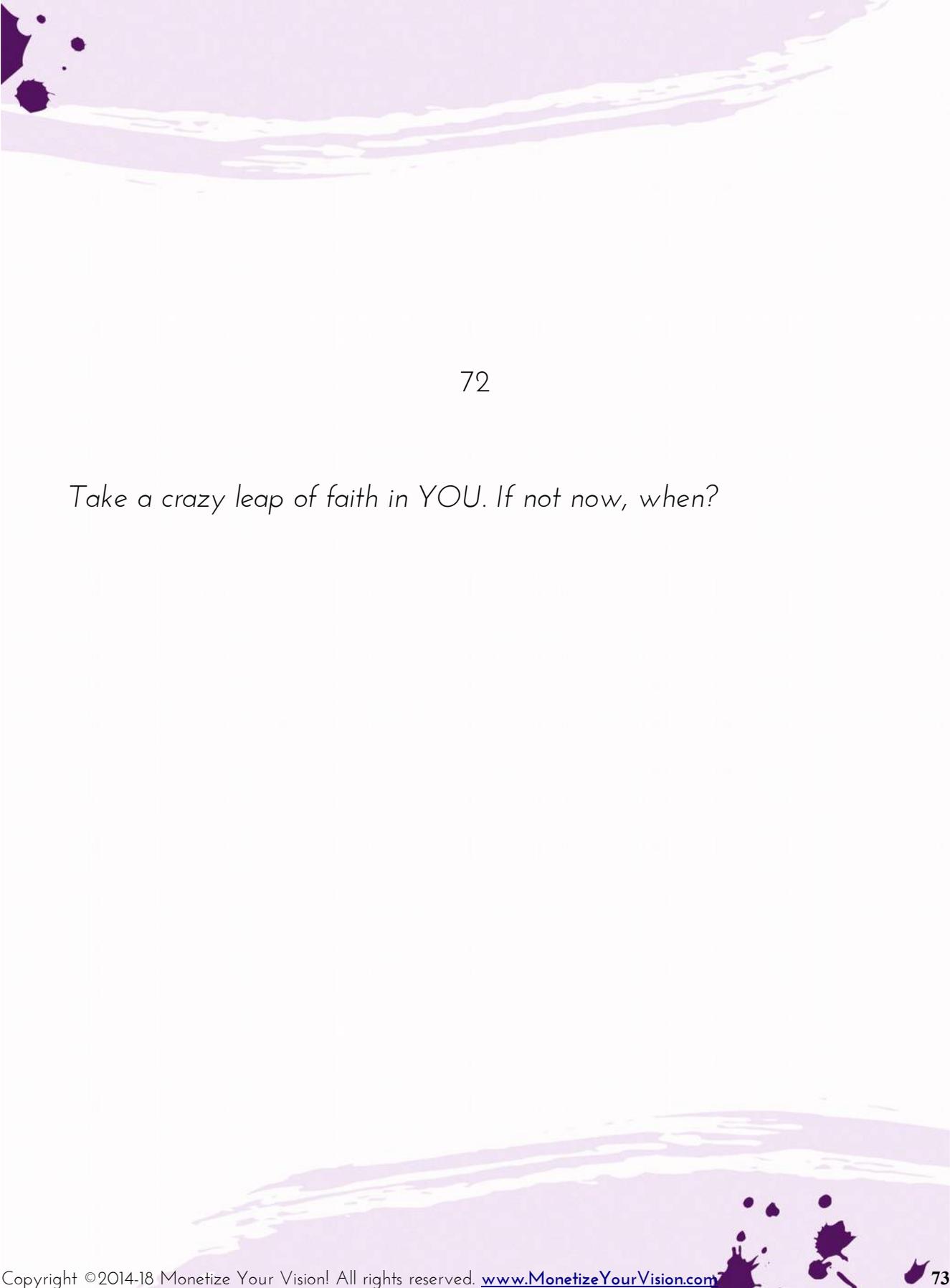
70

If you want abundance, you have to let it know how to find you. You do that with marketing, along with optimistically visualizing the outcome, while at the same time being patient. Oh - and chewing gum - that's a critical part of the whole process.



71

It's important to take leaps, make transformations, move forward and engage your full potential as much as you possibly can every day.



72

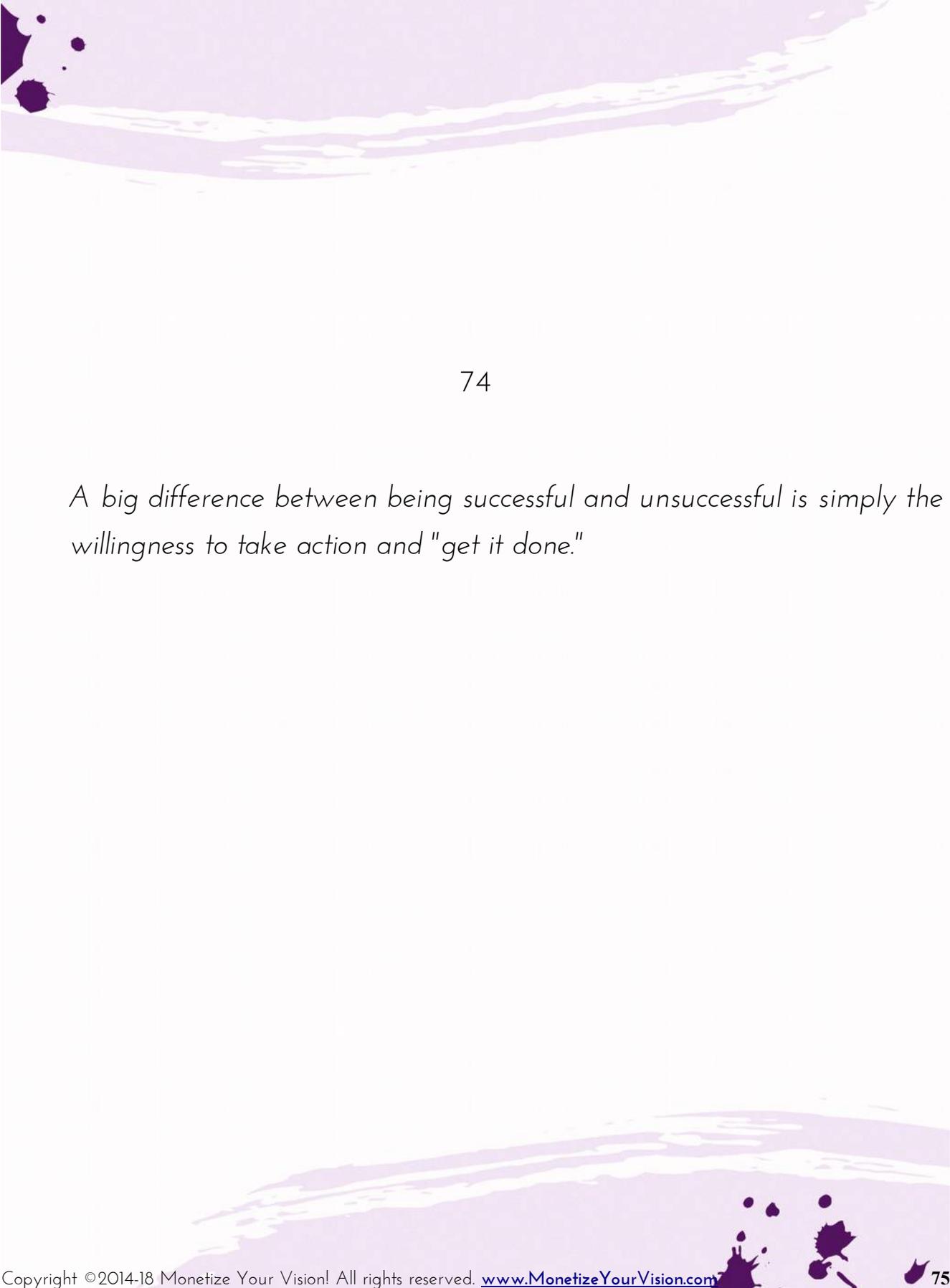
Take a crazy leap of faith in YOU. If not now, when?



73

Stay motivated - read, watch, listen, learn, take action, repeat.

Staying inspired takes work. You can't just say "I read an inspirational book once and it didn't really do anything." It's important to do things to keep you inspired on a regular basis. If you wanted to compete in a bike race or 10K run you wouldn't just work out once or twice. So make inspiration part of your daily activity.



74

A big difference between being successful and unsuccessful is simply the willingness to take action and "get it done."



75

Where do you set the bar? What's your expectancy level? What's your acceptance level? What you expect and accept is up to you. If you choose to be satisfied with mediocrity that's probably what you'll get. If you expect the best, that's what you'll get. But you have to REALLY expect it.

How do you remind yourself of your dreams? Vision board? Scrapbook? Something else? Remind yourself of your dreams every day.

As important as it is to keep from thinking thoughts that pull you down or sabotage your dreams you should also constantly remind yourself of your dreams. Thoughts turn into reality, so you'll want to think the thoughts you want to become real every day. Now we're not saying to spend all day daydreaming but it will definitely benefit you to make it a daily ritual to visualize the things you want to have in your life. Some people like vision boards, some like scrapbooks. Sometimes just looking for things you like in magazines is what will work. Do whatever works for you.



77

Do what makes you feel good. Feel good about what you do.



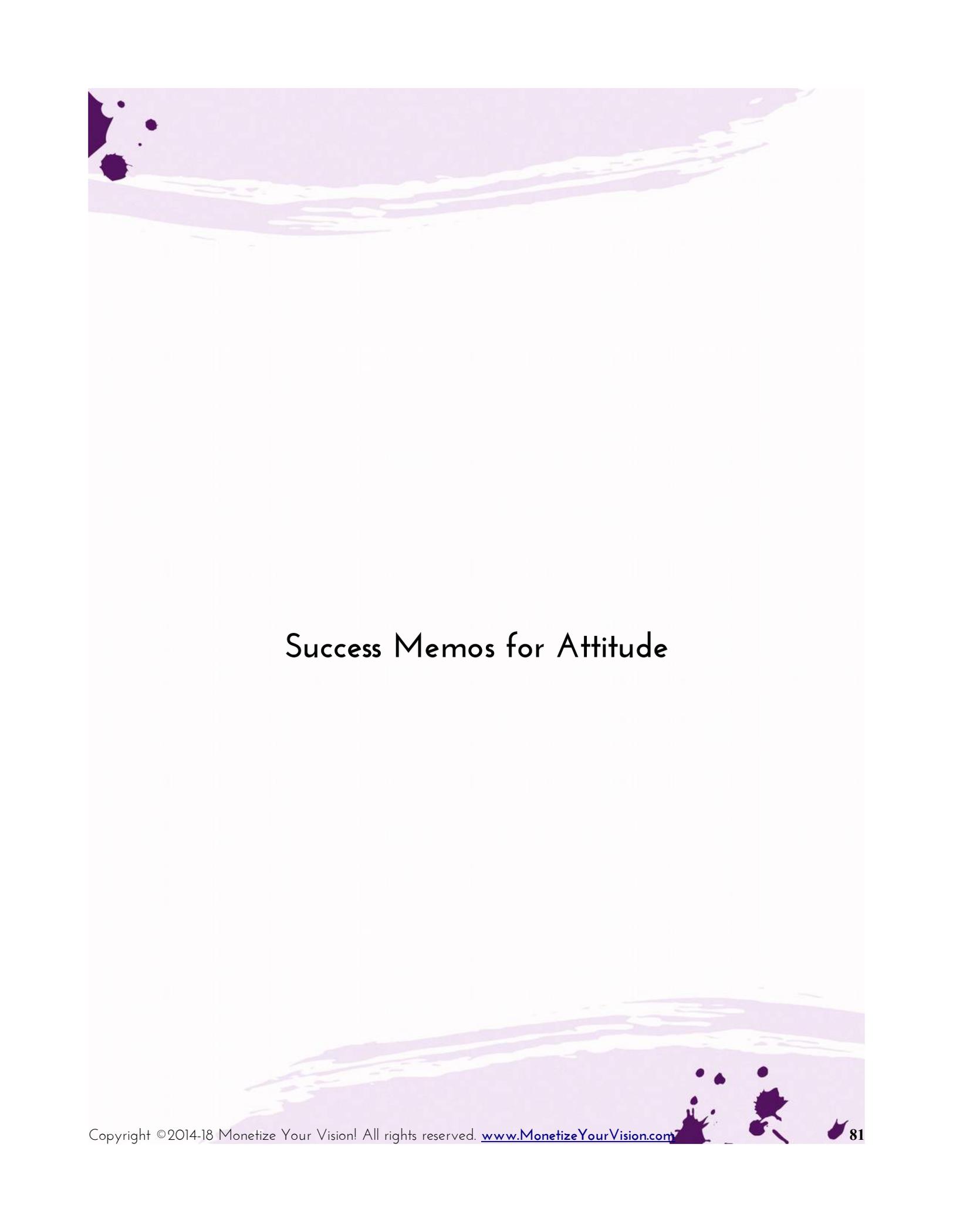
78

Take a good long look at the world. It's yours. You own it. (You did help create it, after all.)



79

If you don't want your ultimate dream to take 50 or 100 years to happen then take lots of action toward it, starting now!



Success Memos for Attitude



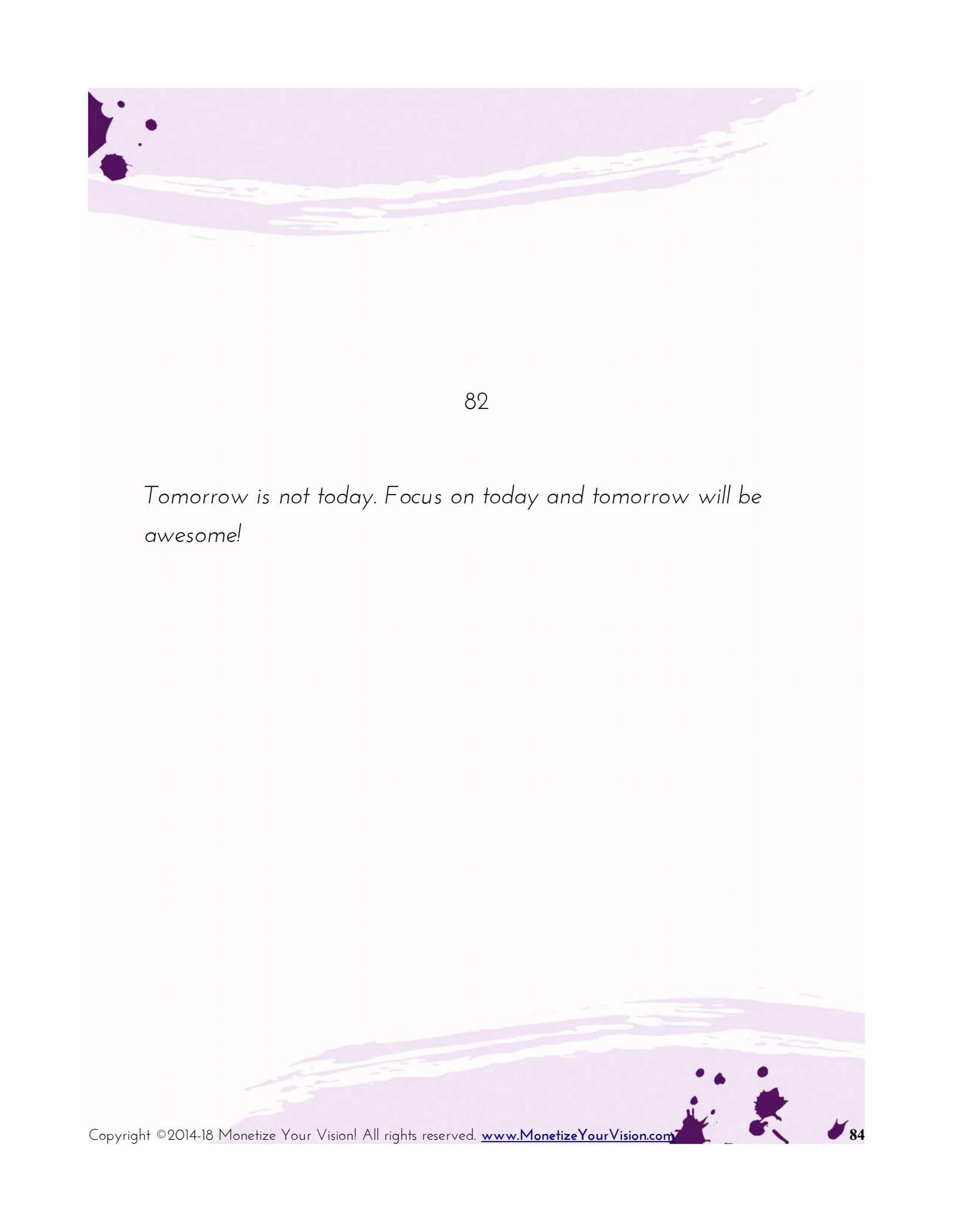
80

Ever seen a belligerent victim of reality? Ever seen her opposite?



81

Happiness is a skill that can be honed. And time spent honing your happiness is time well-invested, wouldn't you agree?



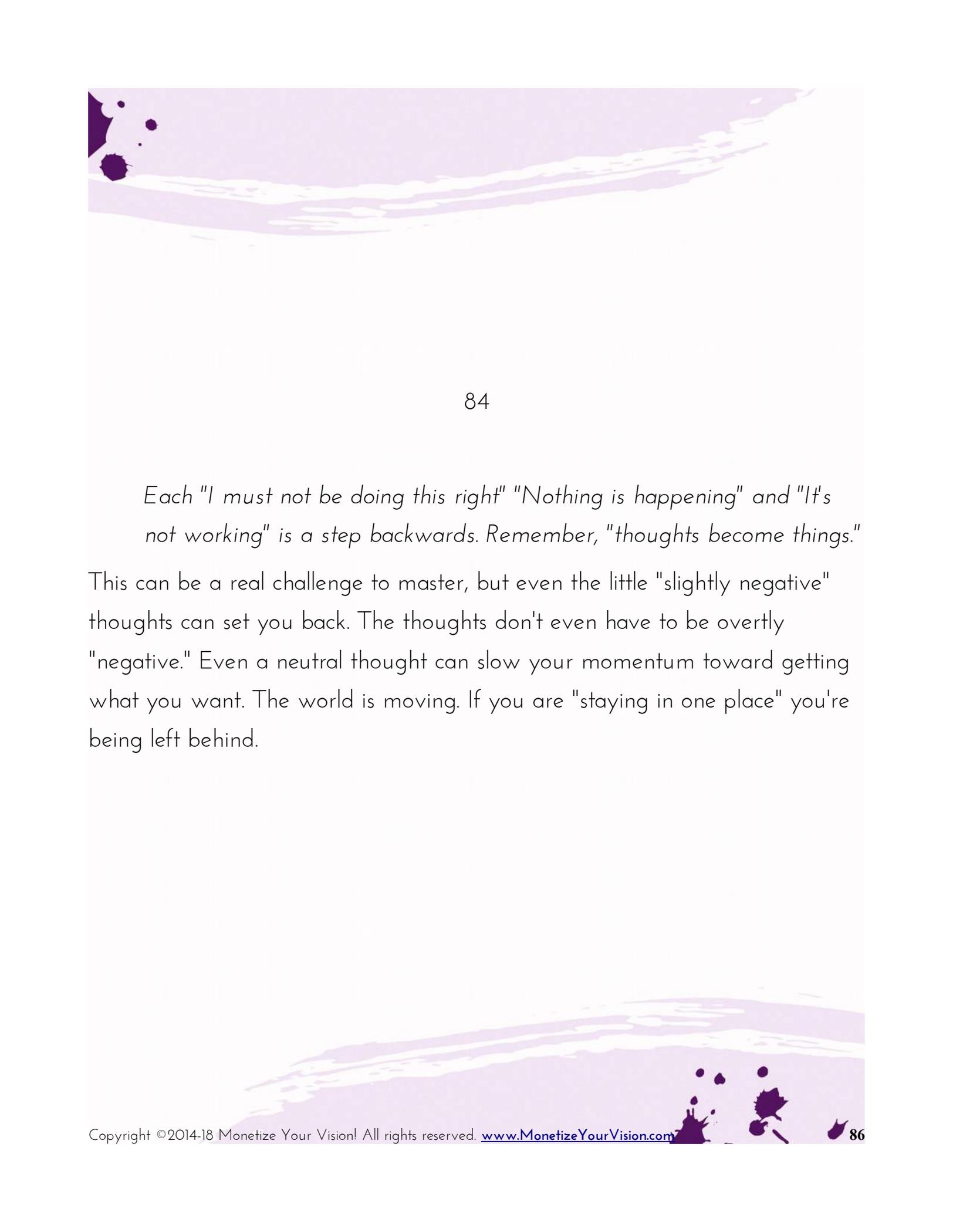
82

Tomorrow is not today. Focus on today and tomorrow will be awesome!



83

While you are still breathing there is no such thing as failure.



84

Each "I must not be doing this right" "Nothing is happening" and "It's not working" is a step backwards. Remember, "thoughts become things."

This can be a real challenge to master, but even the little "slightly negative" thoughts can set you back. The thoughts don't even have to be overtly "negative." Even a neutral thought can slow your momentum toward getting what you want. The world is moving. If you are "staying in one place" you're being left behind.



85

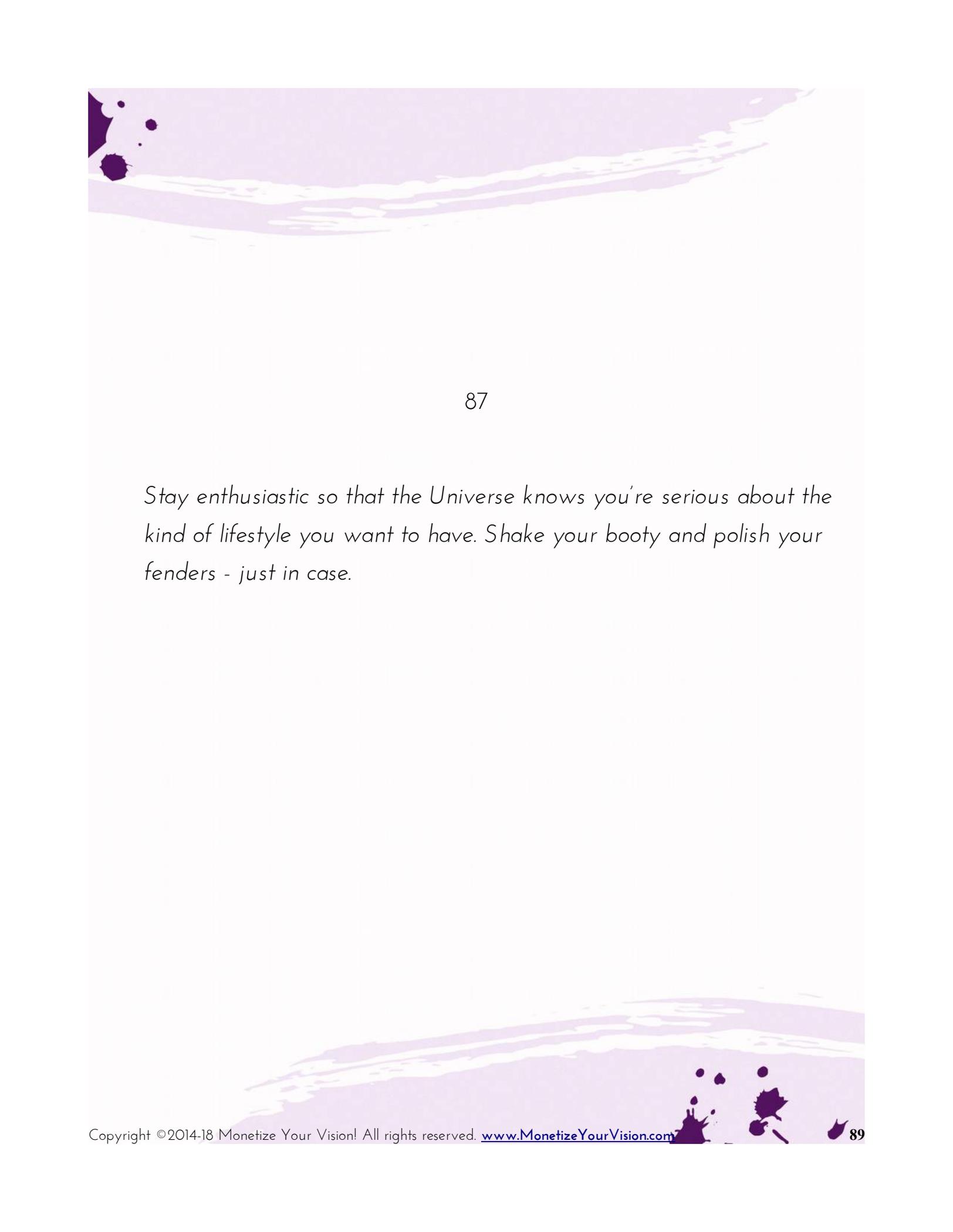
Find something to celebrate today. The more things you celebrate, the more things you have to celebrate.



86

Every single thing you do can be another step toward realizing your dream.

Conversely, some things you're doing can feel like a step backwards. Don't get too hung up on seeing immediate results. Just make sure that you're taking some steps and making some progress in the direction of your dreams every day.



87

Stay enthusiastic so that the Universe knows you're serious about the kind of lifestyle you want to have. Shake your booty and polish your fenders - just in case.



88

Dwell on the perfection of what is. You'll find it harder and harder to see your life as limited in any way.



89

Complaining just brings more of what you are complaining about. On the other hand, gratitude brings more of what you are grateful for. Gratitude rocks!



90

*Remember, thoughts become things, and you get what you think about.
What are you thinking about today?*

Resistance is futile.

We had to include this Success Memo, because Wayne is a huge fan of British Writer Douglas Adams, who wrote the book *The Hitchhiker's Guide to the Galaxy*, in which the term "Resistance is futile" first appeared. When you strongly resist something, whether it's getting up early for work or feeling as if you don't have enough money, you create a powerful negative emotion around that topic. Since we live in a Universe that brings us what we're thinking about, clearly the more we think about what we *don't* want, the more we will attract it - oops! So the full Success Memo here would be:

Resistance is futile (and will bring you more of what you don't want - always).



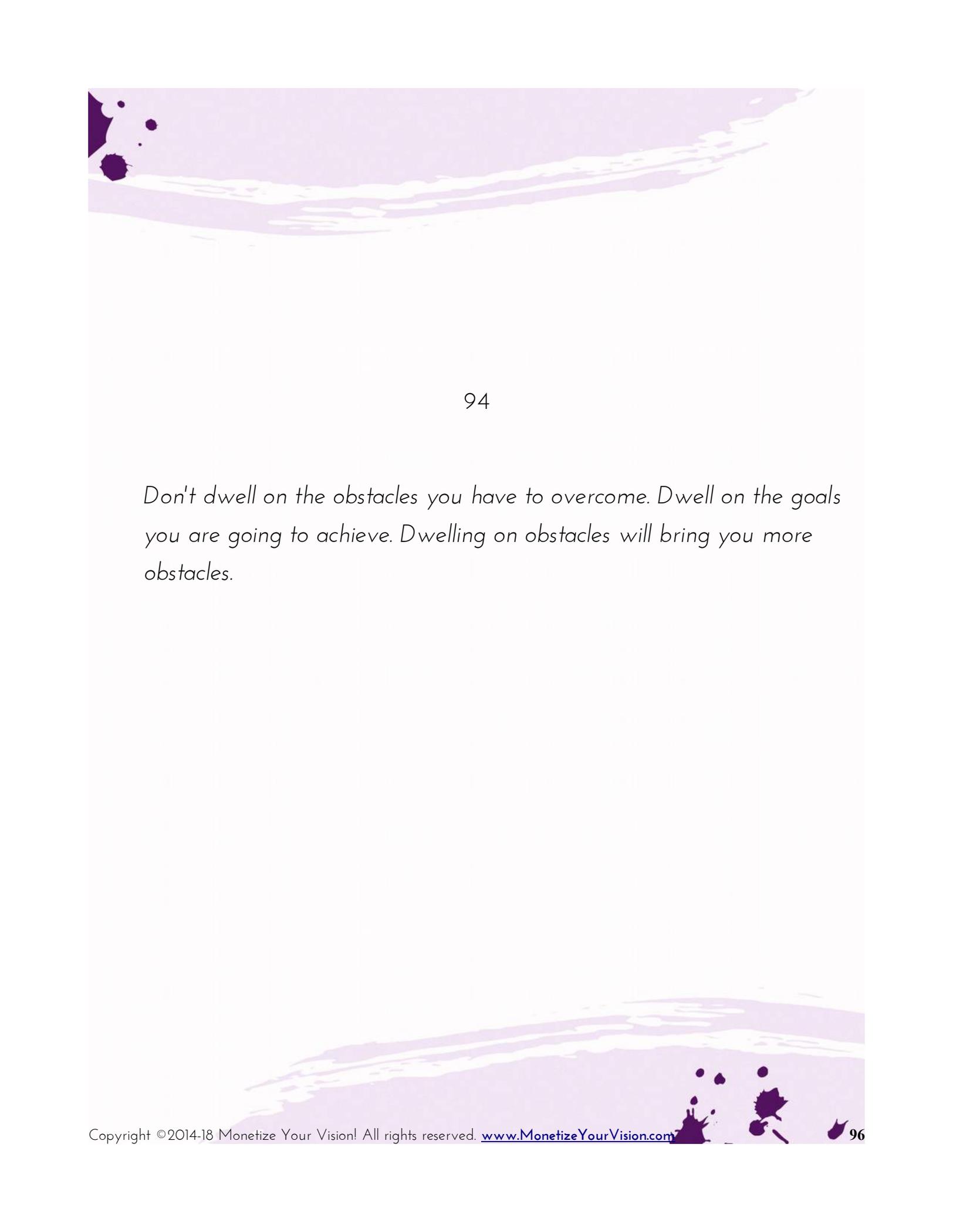
92

When in doubt, take the high road. There is so much more to see on the high road.



93

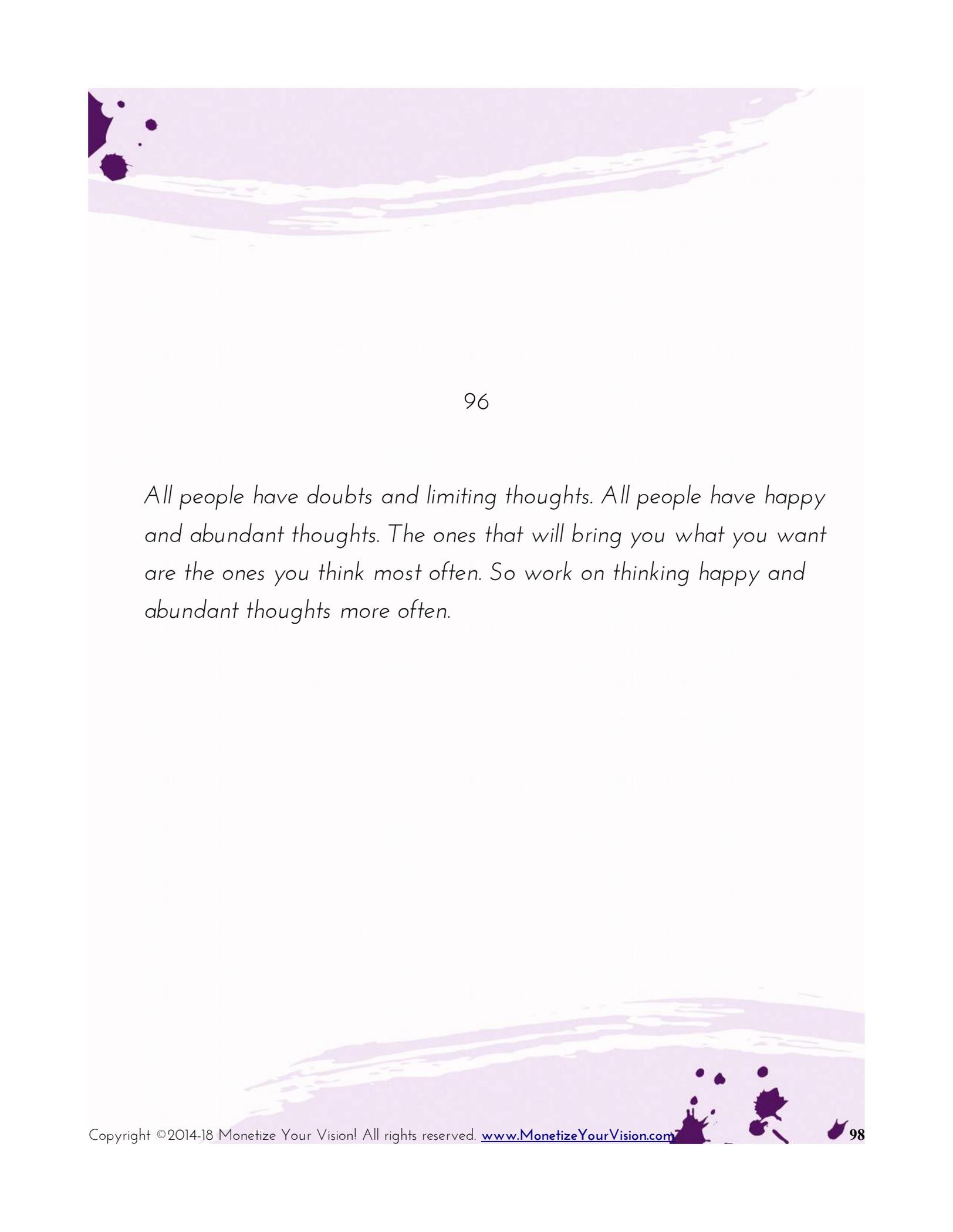
Expect checks in the mail. Or they could just go straight to your bank account.



94

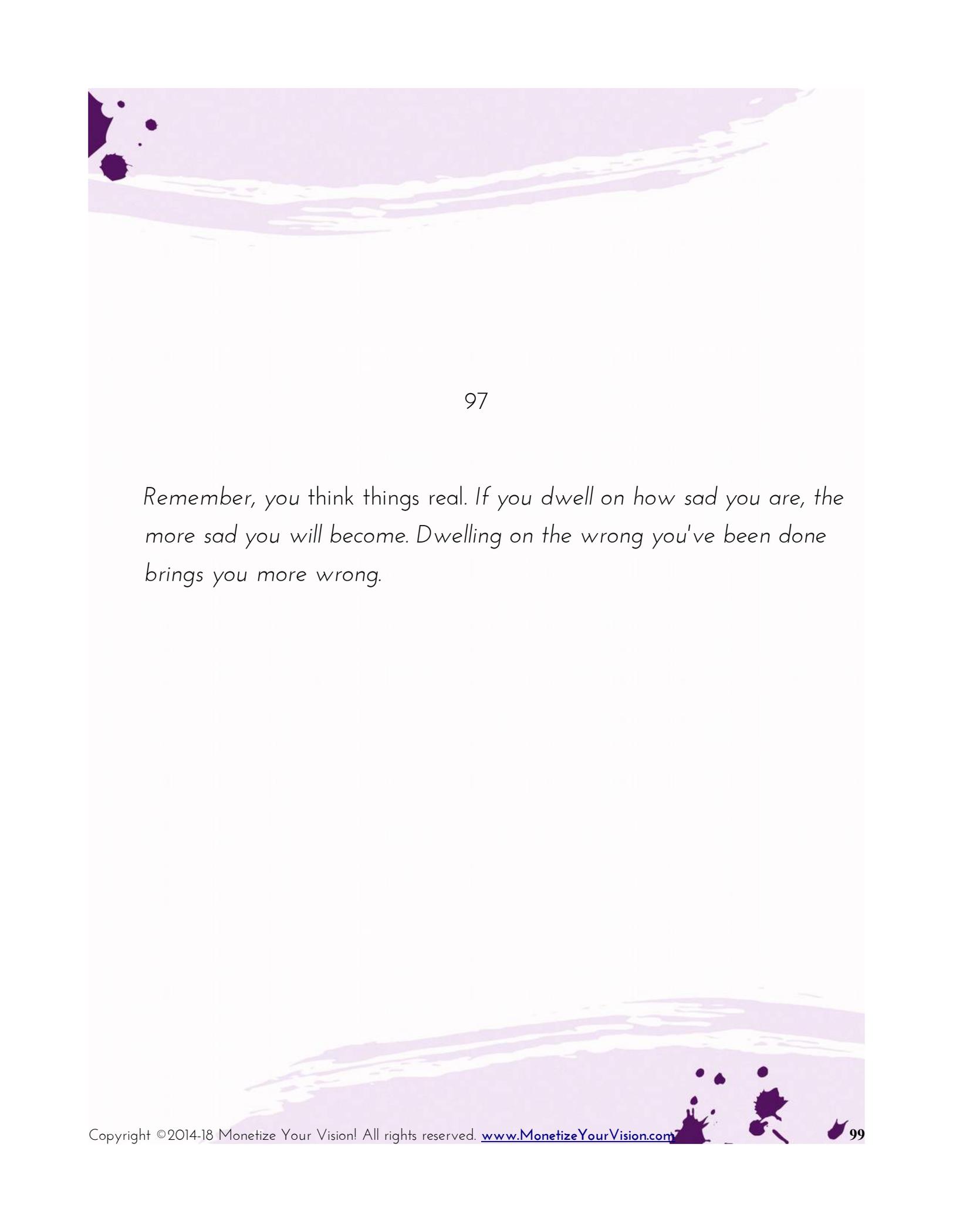
Don't dwell on the obstacles you have to overcome. Dwell on the goals you are going to achieve. Dwelling on obstacles will bring you more obstacles.

When was the last time you told yourself "I am surrounded by wealth and abundance," or "Everything I touch turns to gold"? Or how about "I am always in the right place at the right time"?



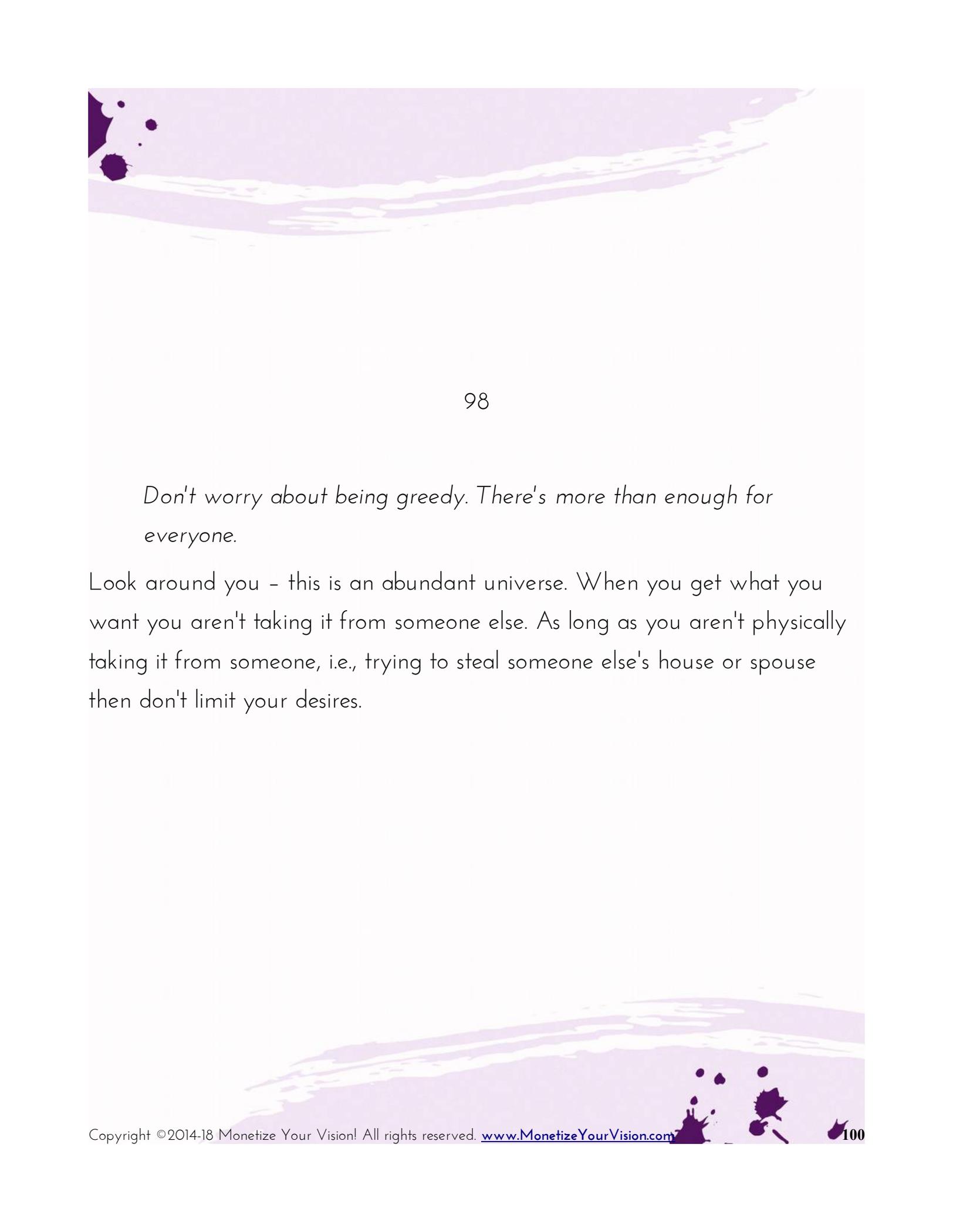
96

All people have doubts and limiting thoughts. All people have happy and abundant thoughts. The ones that will bring you what you want are the ones you think most often. So work on thinking happy and abundant thoughts more often.



97

Remember, you think things real. If you dwell on how sad you are, the more sad you will become. Dwelling on the wrong you've been done brings you more wrong.



98

Don't worry about being greedy. There's more than enough for everyone.

Look around you - this is an abundant universe. When you get what you want you aren't taking it from someone else. As long as you aren't physically taking it from someone, i.e., trying to steal someone else's house or spouse then don't limit your desires.



99

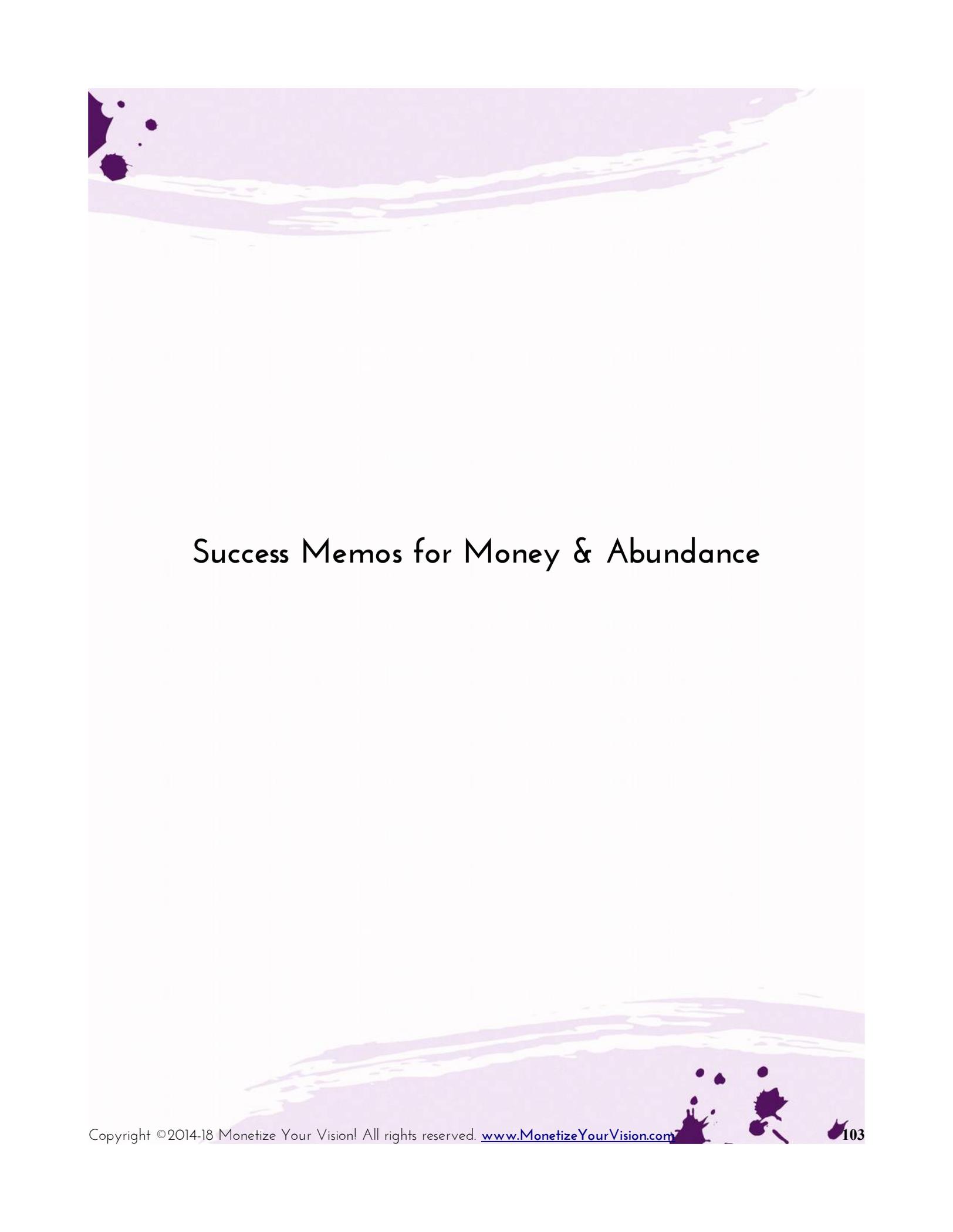
Watch for those hidden "negative beliefs." They can stop you in your tracks. And you want to keep on trackin', right?



100

*Everyone is responsible for their own situation. **Everyone.***

It's very easy to get caught up in feeling bad for other people's situations but you have to remember that everyone gets to think and act of their own free will. Who's to say that they're not learning and growing as a result of their seemingly negative situation? If you really want to help them, you could give them this book (hint).



Success Memos for Money & Abundance



101

The world is a very abundant place. What higher power would create it otherwise?

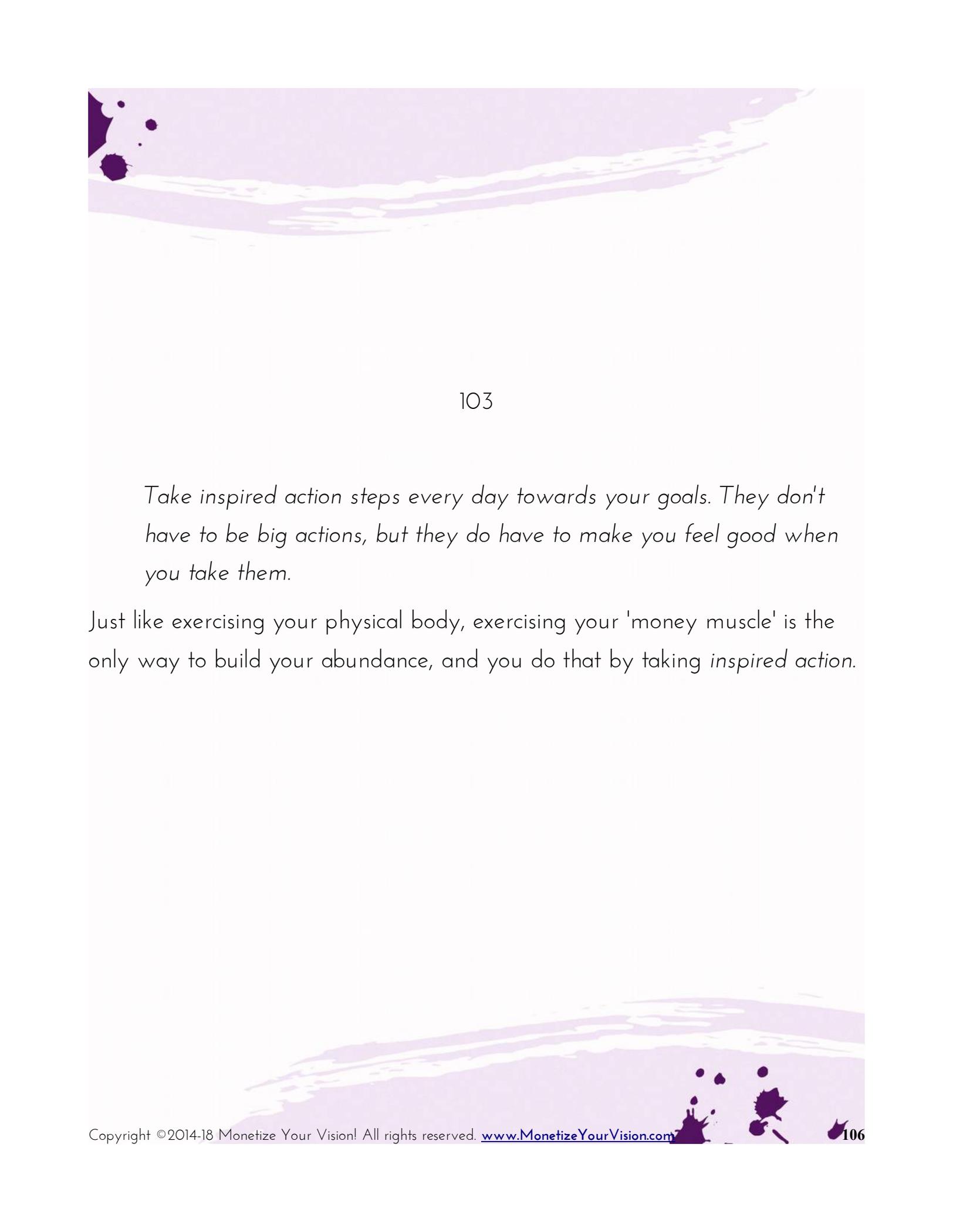
We don't like to tread on other people's beliefs but we don't see how a higher power, whether you call it God, the Universe, Cosmic Consciousness or whatever could create a world where it was commendable or desirable to live a life of poverty or sacrifice. This Universe was created for abundant enjoyment. The hard truth is that all poverty is self created. But on the flip side, all abundance is self created also.



102

If you want to be shown the money, you have to show the money your address.

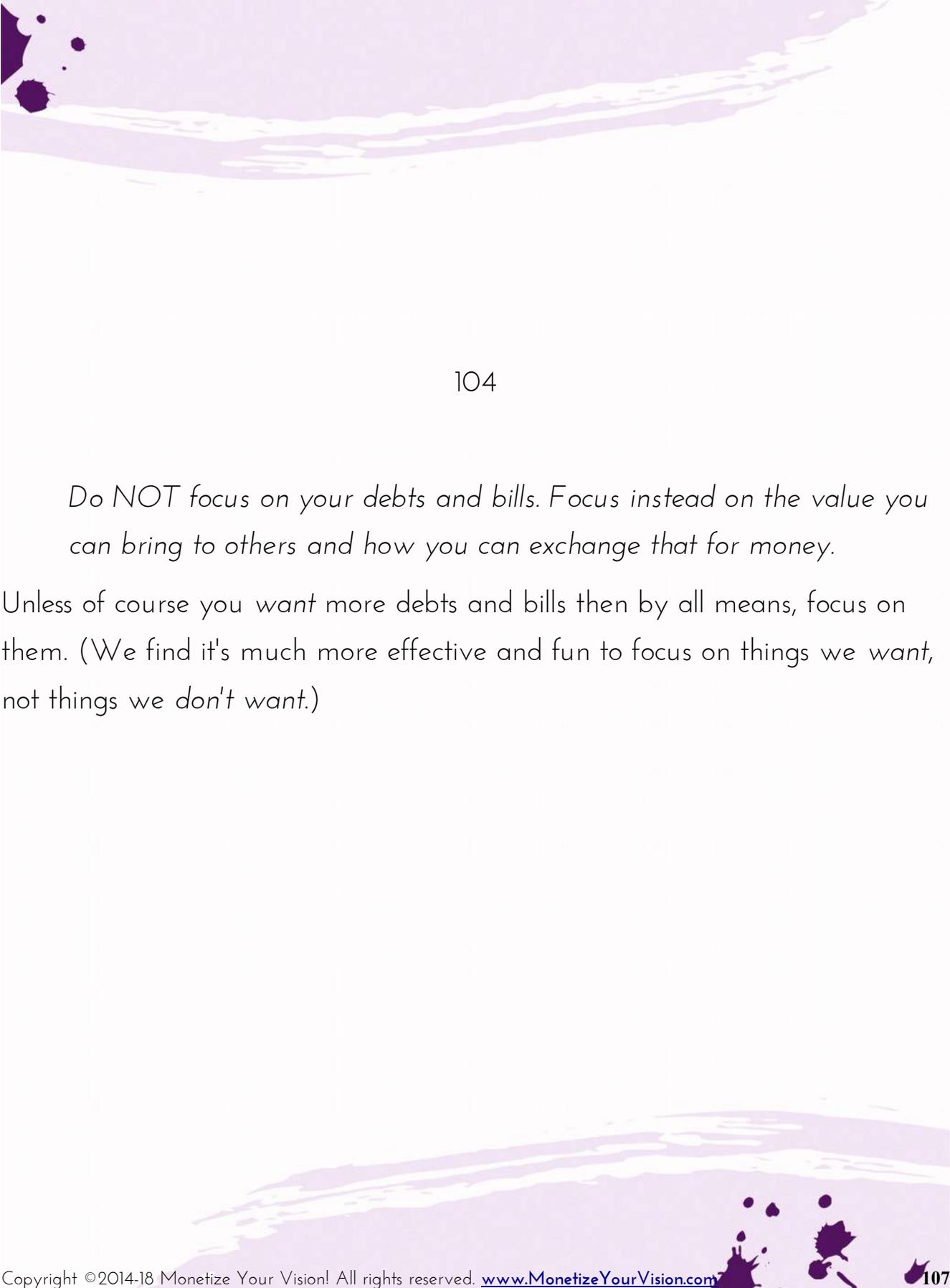
Inspired action is how you show abundance to your door. We often say abundance is created with *attitude* and *action*. You must visualize abundance in your life AND you must also take actions that could reasonably lead that abundance to you. It could be your art, a book, that thing you LOVE doing or a combination of things that could possibly create abundance.



103

Take inspired action steps every day towards your goals. They don't have to be big actions, but they do have to make you feel good when you take them.

Just like exercising your physical body, exercising your 'money muscle' is the only way to build your abundance, and you do that by taking *inspired action*.



104

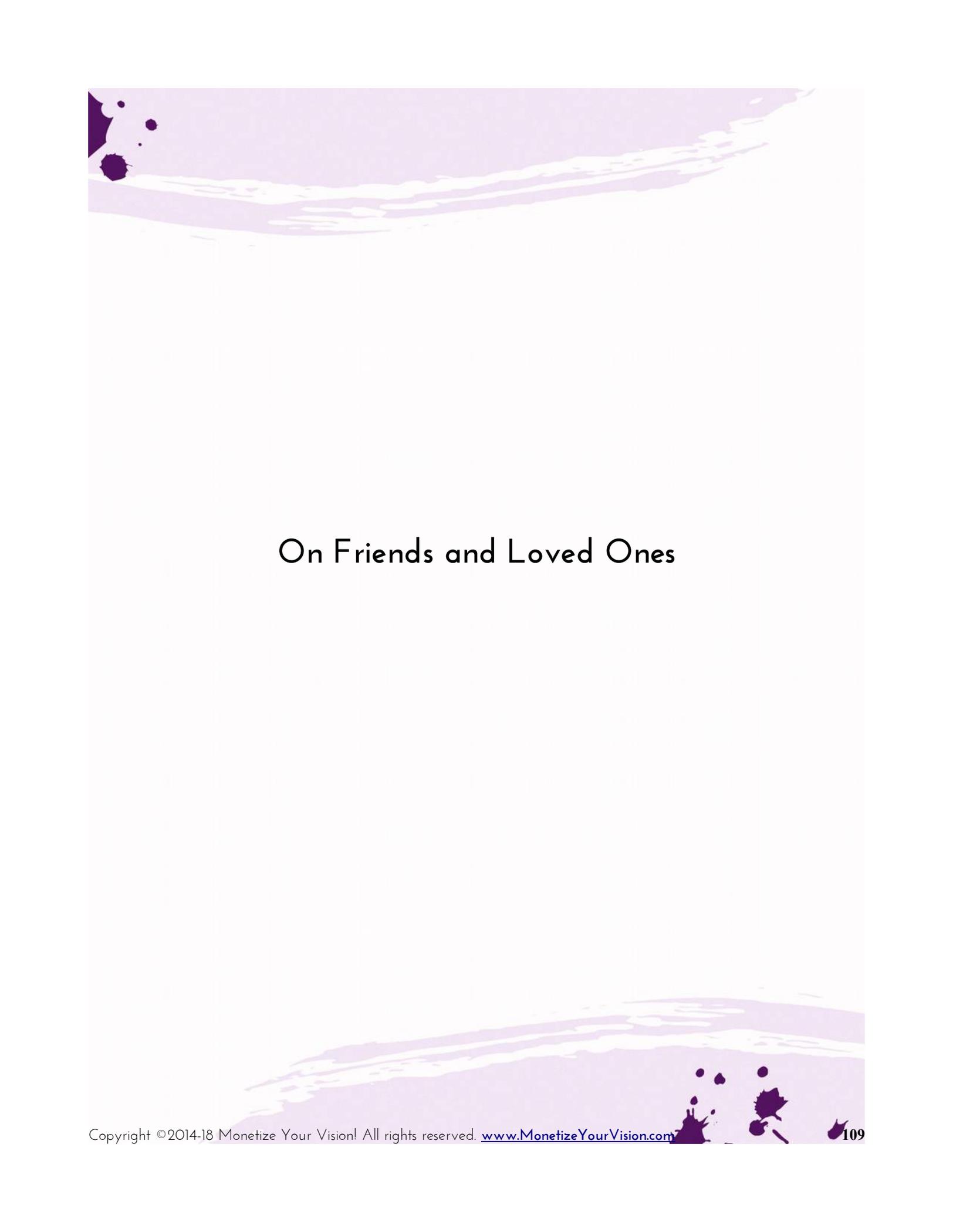
Do NOT focus on your debts and bills. Focus instead on the value you can bring to others and how you can exchange that for money.

Unless of course you *want* more debts and bills then by all means, focus on them. (We find it's much more effective and fun to focus on things we *want*, not things we *don't want*.)

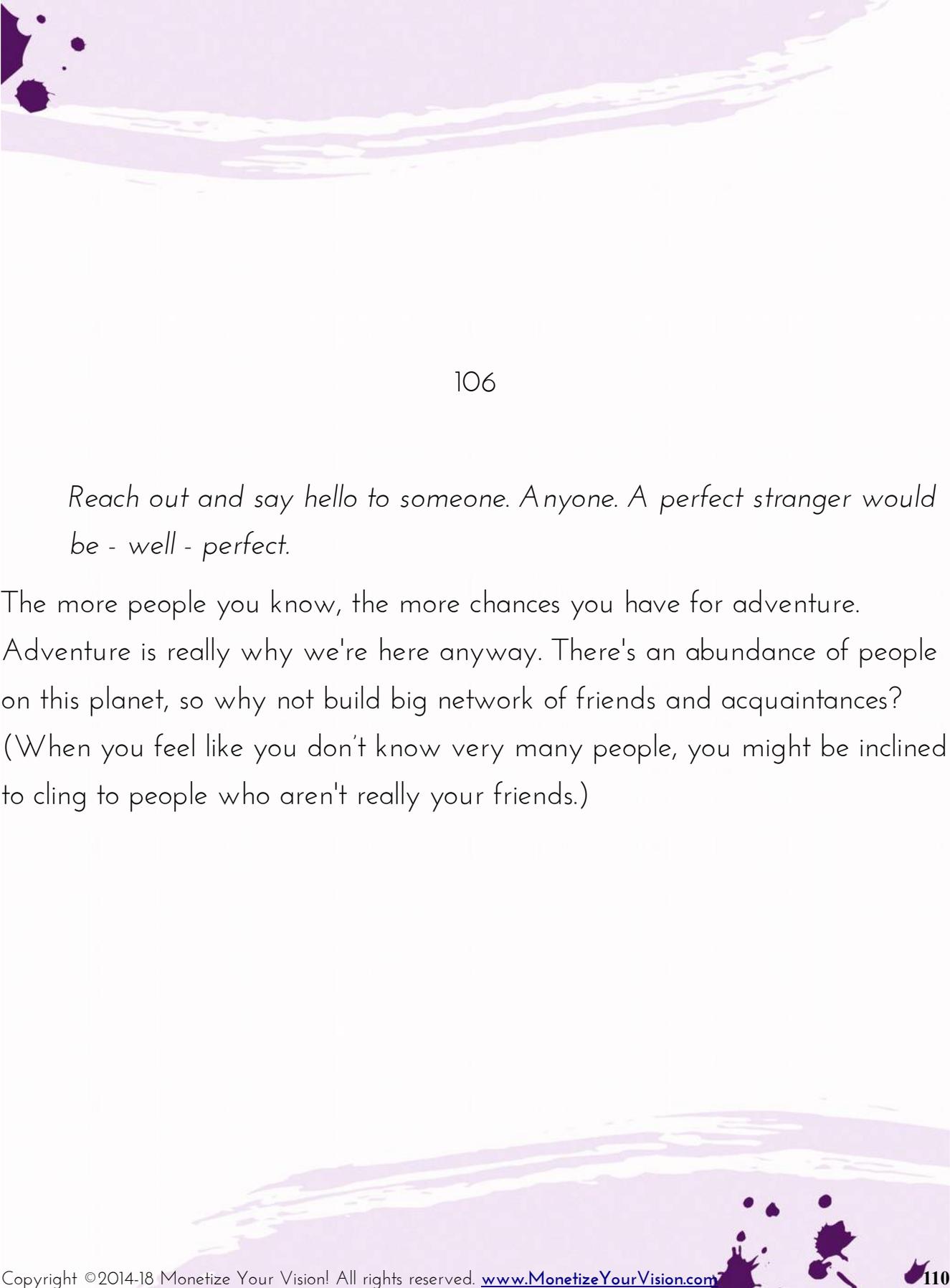


105

Keep a list of 25 warm/hot prospects at any given time (sounds like a lot, but watch how your money flows when you do that.)



On Friends and Loved Ones



106

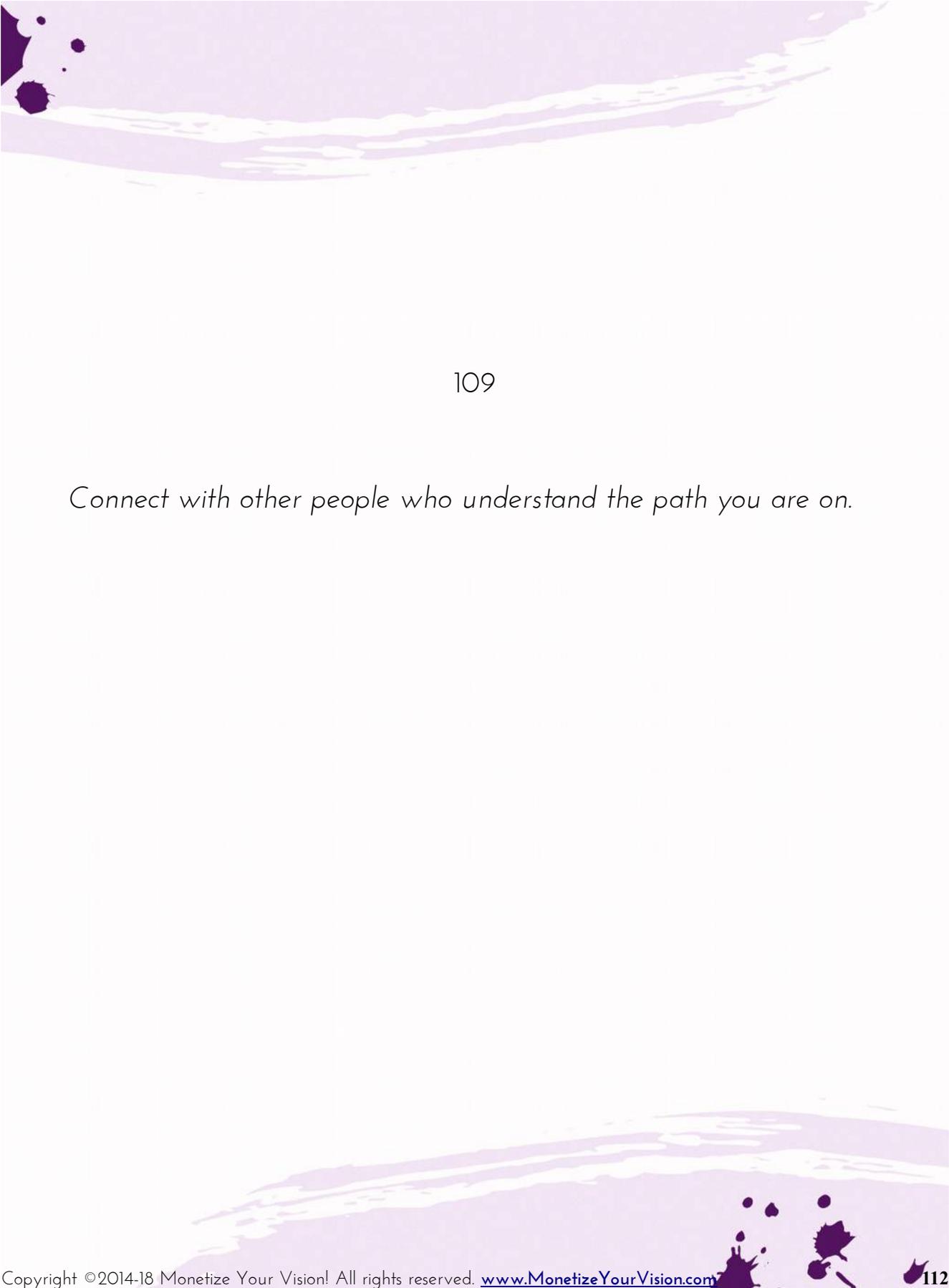
Reach out and say hello to someone. Anyone. A perfect stranger would be - well - perfect.

The more people you know, the more chances you have for adventure. Adventure is really why we're here anyway. There's an abundance of people on this planet, so why not build big network of friends and acquaintances? (When you feel like you don't know very many people, you might be inclined to cling to people who aren't really your friends.)



107

Make sure you have someone in your life that you can share your 'ups and downs' with. A partner, a relative, a friend, a coach, a dog, or all of the above!



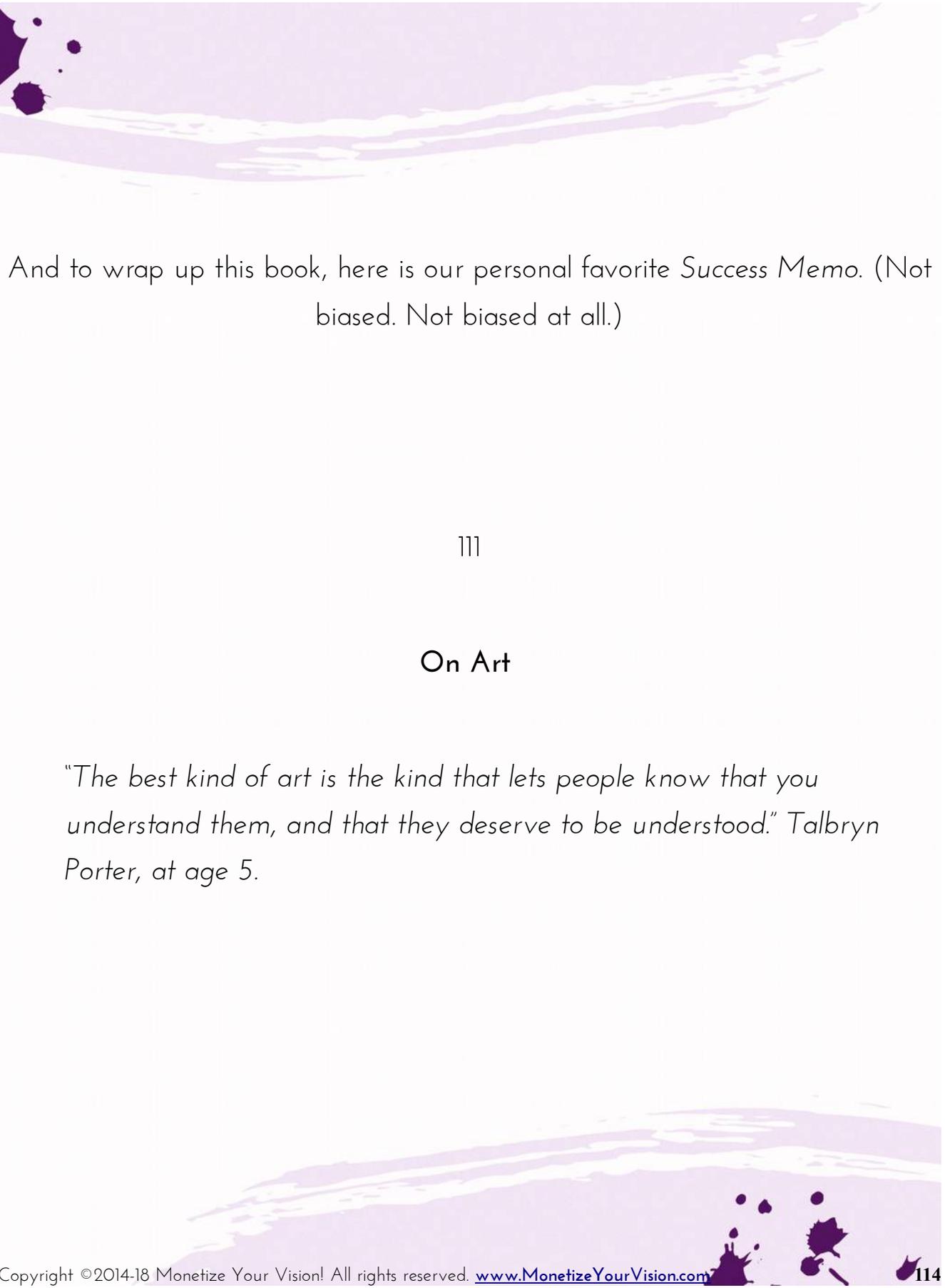
109

Connect with other people who understand the path you are on.



110

*It's so easy to get caught up in thinking gloomy thoughts. Especially if you've been hanging out with gloomy people. Make a point of hanging out with fun, positive people. Better yet, **be** one of those people.*

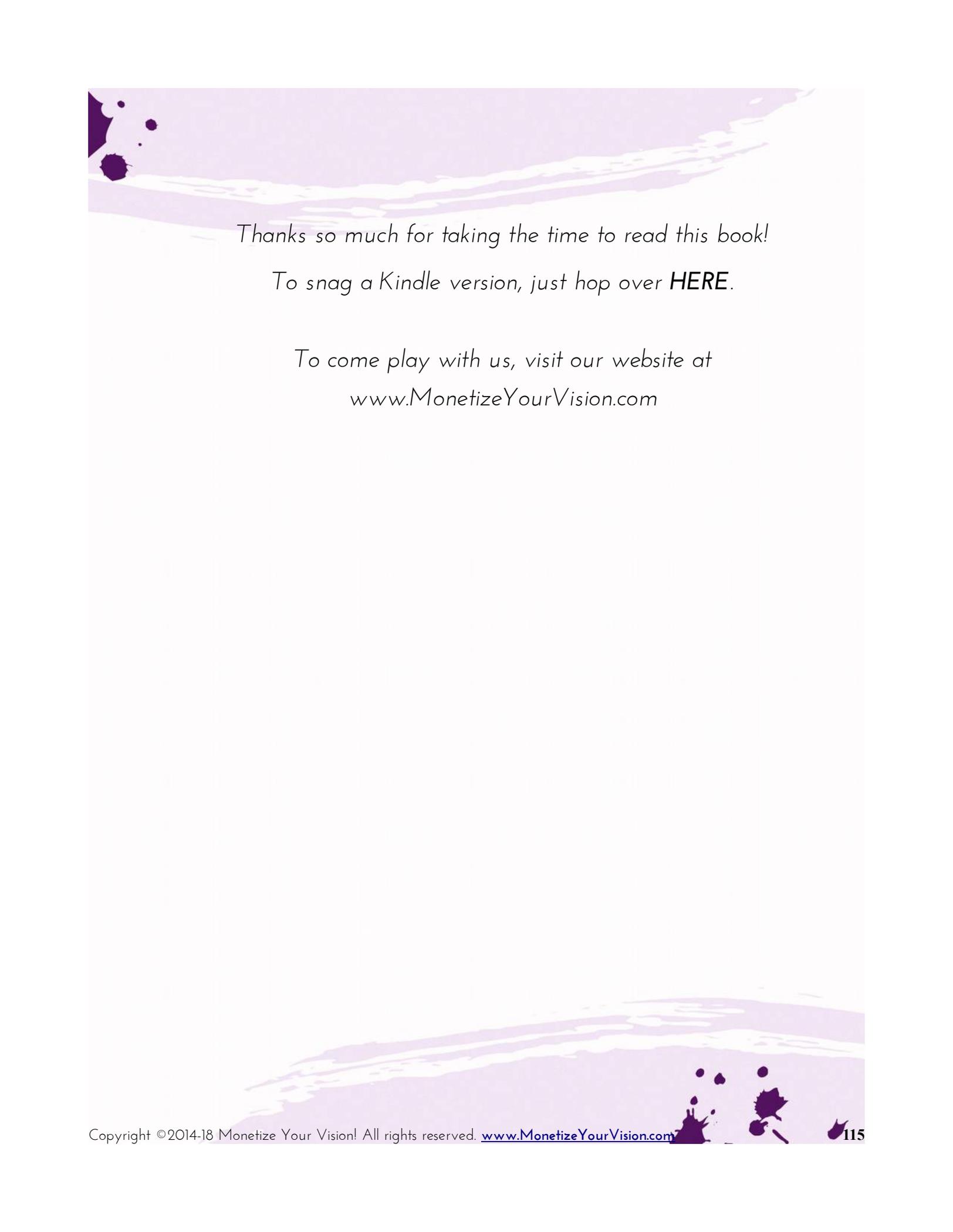


And to wrap up this book, here is our personal favorite *Success Memo*. (Not biased. Not biased at all.)

111

On Art

“The best kind of art is the kind that lets people know that you understand them, and that they deserve to be understood.” Talbryn Porter, at age 5.



Thanks so much for taking the time to read this book!

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