Hi, it's Jennie here again, and welcome to this module, which is entitled “It's All in Your Head.” Now, the reason why we're dealing with what's in your head, first up, is because it's one of the most important reasons why property investors fail or succeed, and we want you to succeed. So let's get this out of the way.

Why Invest

A lot of people say when you ask them the question “Why do you want to invest in property?” the answer is generally “Make money!” Now, a lot of people in Australia, in particular, lose money investing in property for a lot of reasons: the wrong strategy, bad advice, not enough education, lack of mentoring. However, the most common reason why people do not succeed at making money investing in property comes down to just one simple area, and that is that they have no powerful motivating driving reason and therefore are not fully focused on what they want to achieve.

So what we have done for you is put together this module, “It's All in Your Head” to help you deal with what's going on with your head to get it out on paper and also to help you try identify what you really do want. Now, we've put a checklist together, and it's at the bottom of this video. If you have not downloaded it already, please take a minute and download it. It's called “What Do You Want?” You will need to do that before we go any further. Just take a minute and download the “What Do You Want?”

Okay, great. The questionnaire is designed to start you on a journey of discovering your why. Why do you want to invest in property? Why do you want to make money? What does that look like for you? Basically, we've set
this up so that you can take it away somewhere or you can actually go through this video with me and write down your answers as you go, by stopping and pausing and starting again.

Now, here's the thing ... just remember that this will take some time. There's something very powerful in writing with your hand, so we really recommend that you do actually hand-write it if you can. But remember, it will take time. You may want to do this in time segments. I have separated them out and you will know which segment we're about to do in case you need to come back to it at some time.

There's actually three parts to this. We recommend that you find a favorite corner or a quiet place, a cozy lounge, somewhere where you'll be able to focus, be completely uninterrupted and free of distractions like phones, people, and noise.

So let's begin, all right. Now, I just want you to write down whatever you are thinking. If you think, “I don't know what to write,” write that down. Don't censor. Don't stop writing. Don't think that what you're writing down is stupid. Just let your mind go and your hand write and see what comes out. Start with a question and write until you have no more to write. There is no short version of this or long version. There are no right answers; there are no wrong answers. What we're trying to do is get you to identify your why. That's the first section we're going to do is your why. Again, this could take a few minutes or it might take a few months, but let's start with doing this first off. So this is the first section, your why.

Now, it's really important that you do this because we often lose our why in the normal day-to-day stuff. And it's the reason why we get to the end of our lives or a long way through them, and we look at ourselves and we go, “Wow, I wanted to do that when I was young, and I haven't done it. Work's got in the way,” or “We've had a family, and we've been responsible for that.” And somewhere along the line, your why goes out the door, and you just go into
the day-to-day living-type style of thing and the job and all the rest of it. And you wake up one day and you go, “Where did my life go?”

So we want to identify your why first. And this is the question that you are going to start with. So write this at the top of a piece of paper. This is the question:

**Why do I want to invest in property?**

That's the question you're going to ask yourself and you write the answer. Now, I'm just going to give you a couple of examples-

As an example, your answer is probably to **make money**. So your next question that you need to ask yourself is: “*Why do I want to make money?*” And then your next question after that is: “*Why do I want to do that?*” For example, “*why do I want to travel? Why do I want? Why do I want? Why do I want?*” Keep asking yourself: “*why do I want that?*” Pause the video now and spend some time doing that.

**Your Future**

Okay. Now, the next section is about your future. We want you to delve into your future and what you would really like your future to look like. We don't want you to look back on your life and feel like you've wasted it or that you have regrets. This actually has three sections in your future. The first one is this:

**Imagine your life five years from now.**

You have no limits. You have everything you want. *What does your life look like?*
For example, where are you living, who is with you, what are you doing? Think about areas such as business, career, spiritual, health, personal, financial, philanthropy, and family, just to name a few. Again, grab a blank sheet of paper and write this at the top, “It is (and put the date five years from now).” So, for example, if you were writing this on the 16th of March 2011, you would write at the top of the page, “It is 16 March 2016. I am … (and then go ahead and write what your life looks like).” Pause the video now and complete that step.

Okay. The second part of your future is to imagine your life one year from now. You are well on your way towards identifying your five-year ideal life. What does your life look like in a year's time?

Again, grab a blank sheet of paper, and at the top, write, “It is (and put the date one year from now).” So using our March example, you would put, “It is 16 March 2012. I am … (and go ahead and write what your life looks like).” Pause the video and answer that question. Remember - don’t stop writing until you are done.

Okay. And now, for section three in your future, imagine your life three months from now. What have you achieved in the next three months?

Take another blank sheet of paper and write this at the top, “It is (and put in the date three months from now).” So, for example, if it were March when you were writing this, then you would put in June 2016. “It is June 2016. I am … (now go ahead and write what your life looks like in three months' time).” Pause the video now and take time to do that.
Your Goals

Okay. The third part of “What Do You Want?” and “It’s All in Your Head” is all about your goals. The most successful people in the world consistently write their goals, and they stay focused on them. They discard anything that distracts or moves them away from them. So it's again important for you to be writing down your goals and doing something every day towards moving you towards those - your dreams, your goals, the things that you want, your ideal life, the things that you wrote in your future. We want to move you towards those.

Now, we’re not doing much about property here - I realize that - but make sure you include some property into your goals. There are a lot of ways to write goals, but I’m just going to show you the way that I recommend. What I want you to do is pause the video and just go back through and read what you wrote about your future. While you're reading through that, choose the top five things that are the most important to you. So just pause the video and go back and look at what you wrote in your future and choose the top five things that are the most important to you.

Okay, got those? All right. You might want to write one per sheet of paper or you might want to put all five on one sheet of paper. Just leave yourself plenty of room to write. Okay?

Now, I want you to write a goal for each of the five things that you chose in your future. Write your goal as if it's already happened.

For example, let's say that you want to weigh 65 kilograms by the end of January. Here's what you would write, “It is the 31st of January, 2011 at 7:00 a.m.” The reason we do this is to note a specific time and date. You need to be specific about achieving these. To go further, “I am standing on the scales in my bathroom.” So you're in a very specific place. Be very specific. “I look down, and the scales are displaying 65.0kgs.” So this is where you're writing your specific outcome. “I am excited, elated, and proud of myself.” So you're
writing down how you feel for having achieved that goal. “I let out a whoop, and I do a happy dance.” This is a celebration for achieving your goal. “Today, I will go to the shopping center and buy myself a size 10 pair of jeans,” which is a reward.

So the things you're going to look at is:

- A specific date and time,
- A specific place where this is occurring,
- A specific outcome that you have achieved
- Specific feelings to having achieved your goal
- A celebration - hey, it could be anything
- And then put in a reward.

So you've got the five goals. I want you to use that format. Pause the video and go ahead and write that type of outcome for goal one, two, three, four, and five. Pause the video now and do that.

Okay. Moving right along. Now, take each goal that you've written above and write it as something to be achieved in the future. Include how you will achieve the goal. So following on with our weight-loss example, you would write it like this, “I intend to lose 5 kilograms in the next five weeks so that I weigh 65 kilograms by the 31st of January. To achieve this, I will eat breakfast every day, swim three times a week, not eat between meals, not eat after 6:00 p.m.” Let your mind tell you what you need to do to achieve your goal, and you may be pleasantly surprised at what you come up with.

So now, we're going to get you to pause the video again, and I want you to take each goal and write it as something to be achieved in the future. These are the five goals you've just written as if they've already been achieved. Now you're going to write them as if they're something that you're going to achieve in the future, but you're also going to include a list of things you can do that
will move you forward towards achieving your goal. Pause the video now and do that.

Okay. Now, we get to my favorite part, and hopefully it'll become yours, too. You absolutely, categorically, no questions asked, need to reward yourself for any progress you make towards achieving your goal. Even if you don't make the goal, even if you don't even come close to it, as long as you are heading towards it, it is important to celebrate and reward yourself for the achievement.

What I want you to do now is write a list of potential rewards. So take another blank sheet of paper. I know we're using a lot of paper here, but this is so important to your success. And it is “all in your head”, and we need to get it out of your head and on to paper.

Write down a list of potential rewards. Now, include some really big rewards, right down some very small things. Here's some suggestions: You could have a travel destination such as Paris or Noosa; a holiday to, say, Disneyland or Hamilton Island; a favorite sport such as golf or for the girls it might be going to a spa; perhaps reading a book; some time out, having a picnic; being with your spouse or playing with your children; walking along the beach; a weekend away; some sort of hobby such as scrap-booking or some new sports equipment; something you might want to try like skydiving or hot-air ballooning. It could be a pamper such as massage or sport or coffee with friends. Whatever it is, pause the video now and take some time to write a long list of potential rewards that you can reward yourself for kicking goals. Pause the video now.

Okay. Now, here’s where we really have fun. For each of your five goals above, I want you to choose three rewards. I want you to choose a really big one for completely achieving the goal, a smaller one for achieving some or part of the goal, and a smaller one for an initial win. I’m going to use the weight-loss example again. So, for example, “When I weigh 65 kilos - that's my ultimate goal - I will buy myself a pair of Armani size
A big reward. “When I weigh 67 kilos, which means I will have lost three kilos, I will have a massage.” So it's not quite as big as buying the Armani jeans, but it's still a good, significant reward and something I will be motivated by. And a small reward for achieving just some of it, “When I have lost 1 kilogram, I will go to the movies with my friends.”

Okay. So what we want to do is, I want you to go ahead and write a reward for each of your goals. Now, when I say write a reward, I mean take three things on the way to your goals, and write a reward for each. Write three things that are rewards for each of your goals. So you will end up with 15. Okay, so pause the video now and do that.

Excellent. I hope you had fun doing that. Now, print it all out or write it all up or whatever. You've got it all written up. You might want to go and type it on a computer. Get pictures that represent what you wish to do. Set up a goal board. That's simply a board where you stick it all on, and every day read it and note your progress.

And here's what happens. Every day you are to weigh up every decision against your why, your future, and your goals, and continually ask yourself the question: Will this take me towards or away from the life I desire and dream of? Every time you head towards the life that you desire and dream of, reward yourself. Do something special. Make it significant.

Now, I hope you've included property in here because that's what we started on about, but you know what, property is just one way to reward yourself and it's also one of your goals. It will be good if you had a broad reach of them all, but investing in property is all in your head, and changing your life is all in your head. So keep moving towards your dreams. Set a time to regularly review and update, say, every three months, and drop me a line and let me know how you go. I would like to hear your story.

That concludes “It's All in Your Head.” We'll move forward to the next video. Bless you.