

# Transition to Success

## Vision to Reality

- What we believe creates our reality  
*Read and listen to things that inspire you*

### books...

**BRAG** by Peggy Klaus

**Business Class: Etiquette Essentials for Success at Work**  
by Jacqueline Whitmore

**The Etiquette Edge: The Unspoken Rules for Business Success**  
by Beverly Y. Langford

**Move Ahead with Possibility Thinking** by Robert H. Schuller  
**Never Eat Alone** by Keith Ferrazzi

**The One Minute Millionaire** by Mark Victor Hansen  
and Robert G. Allen

**The Other 90%** by Robert K. Cooper

**Succeed and Grow Rich Through Persuasion** by Napoleon Hill

**The Wealthy Spirit** by Chellie Campbell

### e-zines...

Charlie Cummins, Moving Towards Greatness, [www.charliecummins.com](http://www.charliecummins.com)

Jim Rohn, business philosopher, [www.jimrohn.com](http://www.jimrohn.com)

Jon Gordon, Ways to Energize Your Life, [www.jongordon.com](http://www.jongordon.com)

Zaadz, inspirational quotes and essays, [www.zaadz.com](http://www.zaadz.com)

## Find Support

- **Career Coaching**, [www.executive-impact.com](http://www.executive-impact.com)  
- Richard Kirby, 678-547-0072
- **Polish interviewing and presentation skills**  
- Sharon Foote, Foote Communications  
770-394-8984, [spfoote@earthlink.net](mailto:spfoote@earthlink.net)
- **Networking groups** — connect and build relationships  
**Business Networking International (BNI)**,  
[www.bniatlanta.com](http://www.bniatlanta.com)  
**PowerCore**, [www.powercore.net](http://www.powercore.net), Amy Caplan, 404-215-8223  
**eWomen Network**, [www.ewomennetwork.com](http://www.ewomennetwork.com)  
Donna Willard, 770-972-1102
- **Learn to leverage relationships**  
**The Referral Company**, [www.thereferralcompany.biz](http://www.thereferralcompany.biz)  
Emile Paradis, 404-309-7352  
**Relationship Economics**, [www.relationshipeconomics.net](http://www.relationshipeconomics.net)  
David Nour, 404-419-2115

## You Already Own Your Own Business

*“Don’t be afraid to try something new. An amateur built the ark. Professionals built the Titanic.”* Unknown

If you’ve ever thought of going into your own business, I have exciting news for you. You already own your own business.

You may only have one client, a company that pays you a salary. You negotiated your “contract,” you determined your salary by agreeing to it, and you bargain for increased fees and reimbursement of expenses with every review. You provide services for a fee to a client. You may have another client or two if you moonlight in a second job.

Like any business owner, it is important that you constantly update your skills so that you stay the most valuable supplier of services to your biggest client. Customer service should be your top priority. How can you make your client more profitable, more efficient, more productive? What can you do to make business run faster, cheaper, better? Do you bring better, newer ideas to company meetings? Is the client getting great value for the money they are paying you? Are you fun to work with?

As you add more value to your client’s business, you will be able to ask for more value for your own. And you’ll get it, too — from this client or a new one!

Today’s Affirmation: *“I run the successful and profitable company of Me, Inc.!”*

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## Handwritten Notes

- **Note-able Power Tips**,  
[www.profitsinprogress.com/noteworking/powertips.html](http://www.profitsinprogress.com/noteworking/powertips.html)  
*Read how industry leaders use handwritten notes to increase their success and make a memorable impression*
- **Note-working Success System™**  
[www.profitsinprogress.com/noteworking](http://www.profitsinprogress.com/noteworking)  
*Handwrite and mail three notes a day in less than 10 minutes, with a system to track and measure results*

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