

## BUSINESS

# Getting rich in Ireland

**with Peter Lawless**

Metro Eireann presents the latest weekly column by the entrepreneur coach and business growth specialist, designed to help you overcome any obstacles and reach your dreams

## Taking stock: what we have covered in the last three months

I don't know if you have been with me for the last 13 weeks, reading all of the articles. Whether you have read them or not, it is always a good idea to recap over what you have learnt.

This week's article will look at the salient points of each of the articles and the key actions and learning outcomes you can use to obtain the most benefit.

All good craftsmen use tools for their trade. No matter how skilled a painter Michelangelo may have been, with only a single paint brush the Sistine Chapel ceiling may have ended up looking like the back end of the DART!

We start life as a blank canvas, and our experiences, knowledge and education create the piece of art that the world will remember us by. Only you will know whether your life will be a masterpiece, or a collection of regrets because you did not do yourself the justice you deserve.

We have explored together some tools that will give you the power to transform your life and they are presented here again, in case you may have forgotten or missed some of them. You might be interested in referring to each of the articles in depth if you want to refresh the themes as they apply to your quest for a better life.

**Put off until tomorrow what doesn't need to be done today**  
Successful people prepare their lives for success and work hard, sowing the seeds of crops they wish to harvest. They then nurture those seeds, watering them to help them to grow. They eliminate the weeds – like time-wasting activities – so that energy required for success is not choked off by foolishness.

As they reap their success, then and only then do they take time to reflect, to review the fruits of their labours. As their success is stored in the larder of their self fulfilment, they do not pause for too long. With renewed energy, they embark upon their next goal or enterprise, and win again and again.

The secret of these people's success is a burning desire to succeed and the ability to put off until tomorrow what does not need to be done today.

**The 4,000 year old secret to abundant wealth**  
To be successful in life, as well as to ensure financial freedom, requires a very simple rule, which is: Spend less than you earn and invest the savings wisely.

All you really need to do is separate needs, wants and

desires. When you desire to have a high net worth, you should spend your money on your needs and only some of your wants. Why? Because you want your financial independence in the future more than short-term pleasures now.

### Learn how to stand up for yourself and stop taking crap!

The person who can actually step out of their own body, and see the interaction for what it is, and actually feel pity for the aggressor, will end up stronger. Taking taunts personally will make both of you weaker.

The goods news is that years of negativity can be quickly wiped out, and you can create a powerful confidence in yourself. This will enable you not only to rise above the crap, but will provide you with the tools to truly succeed.

### How to beat the time trap and actually make time work for you

Could you imagine what your life would be like if you had no time constraints? I am sure you look around yourself and see people who seem to have time to go off and play golf and take long holidays, and they always seem to have loads of money.

Time never stops; we live our lives just once with no possibility of ever getting a re-run on anything we do. So why not make a pledge with yourself today, to grab each minute greedily and make sure you use it wisely? The minutes that time gives to all of us are equal, yet what each person does with that minute is a choice that only they can make.

### Why elephants should not do ballet

Successful people focus on what they excel at; they let other people do things that they cannot master. They all share nine key beliefs; here are two of them:

- **True self belief** Highly successful people never lose their self belief; they just learn how to redirect that energy and high feeling of self worth in a focused direction towards their goals.

- **An ability to set goals** Goal setting and goal-oriented action is a necessity for success-driven people. They are able to imagine what it will look and feel like when they have achieved their goal. They then plan to devote all of their energy to realise that dream.

### What 'love thy neighbour as thyself' really means

Self esteem can be defined as having the ability to accept who you are and to feel proud

of yourself. Having enough self confidence to pursue your goals and dreams, despite others trying to tear you down, is a measure of self worth.

If we do not love ourselves, how can we expect others to give us the chance to prove ourselves? Self love is not looking in the mirror all day and telling yourself how beautiful you are. True self love is having respect for the fertile mind and body that we were given upon this earth. Learning how to care for and nurture the seeds of greatness that are sown within us all is the greatest gift that you can bestow upon yourself.

### Is there really such a thing as financial freedom?

Riches, wealth and financial freedom are like beauty; they live in the eye of the beholder. Everyone that I speak with or coach has a different definition of what financial freedom is for them. Everyone can find their own seeds of financial freedom and when they do, they need to sow them, nurture them, remove the weeds of indecision and doubt, and they will have what their hearts desire.

### What do leaders look like in the shower?

Next time you take a shower, stop and take a long hard look in the mirror, and you will see a leader. All of us have unique characteristics that when utilised to the full enable us to be true leaders.

Leaders give people a reputation to live up to. Leaders look for the best in all people and do all in their power to amplify that good. As a leader, the more you can empathise with other people, encourage and motivate them to be as good as they can be, the more they will reward you with dedication, loyalty and hard work.

### Where does your career ladder start?

The most amazing question you should always ask yourself is 'What if I could?' Whatever your dreams or aspirations are, continually asking yourself what you would be like if you could achieve them right now will give you the inspiration and direction to succeed.

As you start to discover your true self, you will come to understand where the first rung on your career ladder is and, indeed, how long you will spend on it.

### Time to ditch those New Year resolutions!

Are you happy doing what you do right now? Did your New Year's resolutions create a last-

ing change in your life last year? Should you do something different this year?

Are you a winner who sticks at what they need to do to get what they want or are you one of the crowd who makes and breaks New Year's resolutions every January?

### Let go of your past and create your future

Our beliefs are shaped either through repetition or in a single life-changing moment; we can actually shape our future beliefs by the way we think. Once we know what it is that we want, it is easy to create a state of mind that will enable us to get there.

The most powerful thoughts that we can create in our imagination are a combination of the senses. In order to change how we view our future, we need to imagine a scene where we are seeing, hearing and feeling how the new person that we

are to become in the future would act.

### Knowing when to quit and create lasting change

When setting a goal it is vital that you create a plan and take massive action towards the goal with a positive and open mind.

Imagine that you are standing on a railway line, with an express train hurtling towards you. Thinking thoughts like "I really believe this train will not hit me" is going to see you ending up pretty squashed! Positive action aligned with positive thought is also essential – so jump!

Just go and take the necessary action; quit what it is you need to quit by focusing on the areas of your life that will fulfil you. After all, it can't be any worse than it is now if you want to change, can it?

### When to drop your friends

### and family like hotcakes

True friendship is one of the most important ingredients in living a fruitful life. On the other hand, negativity from those close to us can be more damaging than anything else to our self esteem.

Whatever advice you receive from someone close to you, it is important that you ask yourself what is that person's agenda. In most cases the advice will come from genuine concern and love for you.

don't know how these articles will actually bring you closer to your dream life. For many people success comes in small steps. At times it may feel that you are not made of the right stuff for success – but keep your faith and belief, continue doing the right things, and in time you will be rewarded in time with your true desires.

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