

Millionaire **INSIDERS**

A stylized black silhouette of a city skyline with three buildings of varying heights, each with a grid of white squares representing windows.

Real Millionaires - Real Action

with Jaime Tardy, The Eventual Millionaire

Matt Theriault is an serial entrepreneur, a prolific real estate investor, and author of "*Do Over*." After a huge derailment of a seemingly stable and huge business in the music industry, he went from making multiple six figures to a JOB at a grocery store, where the words "paper or plastic" crossed his lips countless times per day.

With this episode of *Insiders* you will learn how to build your business to **weather shifts in markets** and **how to get out of a rut** if you've found yourself feeling like you need a 'do-over' in life or business.



□ TAKE AN INVENTORY OF YOUR MINDSET

One of your largest hurdles in life or business will be tackling the space between your own two ears -- your mindset! What stories or excuses have you been using that have prevented you from moving forward?

03

TAKE ACTION NOW:

Write down three excuses you have been telling yourself that have been holding you back and then brainstorm 10 reasons why this story is untrue **or** you have created this obstacle yourself.

Example: *"I don't have time to complete _____."*

The real truth:

I could get up early and have an extra hour a day.

I am making other things a priority that aren't as important.

The time I do have is not spent efficiently because I do not have clear action plans to stay focused.

□ CLAIM RESPONSIBILITY AND MOVE FORWARD

Now that you know where your mindset is holding you back and why it is untrue, you need to start moving forward tasks that are important in your business and life.

04

TAKE ACTION NOW:

What are items you need to tackle and what are the next 3 steps to take them closer to completion? Break overwhelming tasks into smaller action items if you feel overwhelmed.

□ IF YOU CAN'T TACKLE IT -- DELEGATE!

There are certain tasks that may be out of your skill set or too demanding to currently close the learning curve. Knowing what is worth learning vs. what to delegate is important to create momentum.

05

TAKE ACTION NOW:

What tasks do you need to delegate and who could help you in this area? If you don't have the cash flow to cover the cost to hire someone, how could you creatively solve this problem?

□ DIVERSIFY TO PROTECT YOUR INCOME STREAMS

A solid house is built with many beams -- if one fails, the others are there to support it. Your business a life work the same way.

TAKE ACTION NOW:

Identify additional ways you could build diversified forms of income. Even if you are not ready to move forward on them yet, expand your thinking on how you c

□ FOLLOW THE ROADMAP OF SOMEONE WHO HAS ALREADY BEEN THERE

To move forward quickly, study those who know where all the detours, roadblocks and fast tracks are.

07

TAKE ACTION NOW:

Think of 1 or 2 people who have already done what you want to do or has what you want to have an study them. Study them, either in person or from a far. How can you mimic what you learn in your own business?

FINAL THOUGHT

The only difference between an *ordeal* and an *adventure* is your **MINDSET**.

Your ability to control how you react on the inside will be a great asset to your life and business on the outside. Do not neglect this important distinction as you work toward becoming an eventual millionaire!