

The 12 Habits of Highly Effective Internet Marketers

By: Gary Huynh

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Watch this video to learn how I generated \$51,054.60 from a single webpage:

<http://www.sixfiguremarketer.com>

Thanks for taking the time to download this free report. I did not sell this report because it contains immeasurable value and I wrote it to not only motivate others but to motivate myself in the process.

This report is meant to be read by not only current or aspiring internet marketers but also for anyone who wants to go into business for themselves.

Hopefully it will bring you the inspiration you need to take your business to the next step. Onward!

----- Background -----



I'm going to tell you how I got into this business and what kept me from being successful. You'll find that my story is similar to most people's stories when they first start out. We have much in common.

Back in the summer of '99 I had just graduated high school and was working full-time at my parent's Chinese restaurant.

One day a customer introduces himself to me and begins his pitch for a network marketing company named Quixtar. He had already approached my mom and she referred him to me because she didn't know much about computers.

Quixtar is mostly known for selling health and beauty products online. They sell their products through the help of Independent Business Owners.

I fell for the pitch and there began my foray into networking marketing. More

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importantly, this was my first taste of actually being a business owner. For a person who has always been interested in entrepreneurialism, this ‘internet business’ sounded pretty exciting for me.

I didn’t have to set up a storefront and my money would be working for me instead of me working for my money.

Part of the training I went through involved learning to market my unique ‘affiliate’ site online. I didn’t know what an affiliate program was back then. All that I knew was that marketing my site online was much more fun and much easier than meeting people face to face.

I wasn’t involved with Quixtar past that summer because of several reasons...the main reason being that I had already enrolled in college and life just got in the way. There was also the fact that I enjoyed learning about marketing online a lot and I could do that anytime while in school.

It also made a lot more sense to run an online business because I could use the power of leverage and automation to really achieve financial freedom. Network marketing taught me the power of leverage. **Have other people and other systems work for you.** This idea of leverage was instilled in me by Robert Kiyosaki of “Rich Dad Poor Dad” fame.

If you’ve not read “Rich Dad Poor Dad” then I highly recommend you pick up a copy at your local bookstore.

Back to my story...

My first year of college was incredibly busy and I had totally forgotten about running a business online. I sort of just went through the motions like most people do. I went to class and did my assignments without thinking much about what my future might be. To be honest, every time I thought about my future, my mind wandered off. I knew deep down inside that I wasn’t meant to be caged in a cubicle.

It was in my second year of college when I got bit by the online marketing bug once again. This time, the bite came from a SPAM email which promised to show me how to make thousands of dollars online without any work! Pure hype but I was intrigued nonetheless.

One link leads to another and I found myself learning from some of the top gurus back then. I learned from people like Sam Robbins, Terry Dean, Jimmy D. Brown and Mark Joyner amongst others.

Three years past and I found myself just graduated from college without any luck in finding a job. I blamed it on the market, which in hindsight is not what I should have done. You see, when you put blame on external factors, you’re solely making excuse not to take action to improve yourself. I’ll cover that in detail later.

Why did I spend three years reading and learning without any results? **Because it was a hobby for me.** I didn’t really believe that I could make that kind of money so I just kept at my studies and kept the possibility in my mind of striking it rich.

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I remember many times that I would go on a learning spree by subscribing to a whole bunch of newsletters and read them one after another. When I got to a dead end, or I was through reading all the newsletters I just sat at my computer and wondered to myself “What now?” I bet that’s happened to you many times also. It seems like you’re **paralyzed from information overload**. Now that I know better, I can see that is exactly what happened to me and continues to happen to just about everyone who tries to learn online marketing.

I was forced to turn my hobby into a business out of necessity. I had been looking for months for a good job out of college and things weren’t panning out in that direction. I finally sat down one day and decided that I knew enough about running my business that I should just take the leap and just DO IT!

Surprisingly, I was able to make a few bucks online and that’s when my motivation just went through the roof and things started happening for me. When you’re holding that first check in your hands from your efforts as an affiliate, **the feeling is intoxicating**.

Where the Money Flows

Back then, the single biggest piece of advice every marketer gave was to build a list of targeted opportunity seekers so I could keep in touch with them and make product recommendations to earn affiliate commissions.

That’s still the most recommended advice by many marketers. I recommend building a list but not simply a list of opportunity seekers. The internet marketing field is ripe with opportunities for innovative and driven people.

If you want to make money then go where the money is flowing and jump in front of it. Despite what some people will tell you, it is possible to make money selling to other internet marketers like yourself. Whether you want to do it is up to you. The internet marketing niche fits the definition of a good niche to target.

For a niche to be worth targeting you should look for a group of people who have money and are willing to spend it. You can find out by looking at the competition. **The more competition there is the better.**

Don’t ever try to reinvent the wheel. Don’t ever try to find a niche which is overlooked by other people. Instead, look at the larger niches and dig down under you find a niche within a niche. For example, you know that the fitness and dieting niche is a huge one with tons of products being purchased by millions of people.

Well, instead of targeting the general audience, you can drill down and market just to new mothers who want to lose that weight gain from the pregnancy. In fact, you’ll find that there’s a product like that already on the marketplace. It’s an ebook called “Pregnancy Without Pounds”. That author has another product called “Slim Mom Secrets”. These are both successful sellers on the Clickbank.com digital marketplace.

I don’t want you to get the idea that there’s only one way to make money with an internet business. On the other hand, I don’t want to list so many ways that you feel that you need to learn everything and be overwhelmed.

Of all the methods of making money I’ll summarize the main methods:

- 1.) Sell your own product to a niche market
- 2.) Promote products as an affiliate

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- 3.) Place contextual ads such as AdSense on your webpages.
- 4.) Sell services, software, leads, turnkey websites.
- 5.) Sell physical products on Ebay

Trying to learn everything is the kiss of death. Making money online is simple. You just need to be focused and consistent with your efforts.

Do not feel like you need to make \$30,000 in your first month. You'll often read sales pitches from so-called gurus and guru apprentices who have managed to rake in insane amounts of money in a very short period of time.

I hate to tell you the truth but this type of income is NOT achievable by most people. Far too many people get sucked into this hype and spend money which they can't afford to lose.

It is much more reasonable for a newbie to focus on doing simple but consistent things every day to grow their income. You're more likely to find success trying to increase your income by \$5/day every day than to hit it big time.

Instead of waiting for the big payday, try to achieve small pay raises consistently. Your motivation will soar and you will get the cash flow needed to tackle bigger projects.

If a good friend of mine were to know nothing about making money online and he wanted to know how I do it, I would tell him to build some sites and place AdSense on them. Here's why...

When you build AdSense sites, you can outsource your work more easily. Think about it, if you're making money and you don't have to be in front of the computer 10 hours a day, the motivation to move forward will be sky high.

If you build one site a day which makes you \$1/day then you're well on your way to making several thousands a month after several months. You only need to build your first few sites by yourself. Then you can hire cheap labor overseas to build the rest of them for you. I make it sound so easy and it IS that easy. It just takes tremendous focus to stick to your plan. That's the HARD part.

My goal is to help you clear your mind and start fresh so that you can have the focus to create a plan and stick to it.

Introducing the 12 Habits of Highly Effective Internet Marketers...

How to Break Bad Habits

Habit: an acquired behavior pattern regularly followed until it has become almost involuntary

Source: Dictionary.com

Some of the bad habits which many aspiring marketers fall into are:

- 1.) Checking email too often
- 2.) Surfing the web aimlessly
- 3.) Creating but not finishing projects
- 4.) Taking inconsistent breaks

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- 5.) Not outsourcing things which should be outsourced
- 6.) Buying products and not using them

When you work for someone, you don't have the option to form bad habits. If you did have bad habits, you'd get fired. No one wants an employee who does nothing but wastes the business's time and money.

With no one looking over your back every day, you often do things which do not help but hinder your chance for making money. With that said, your goal should be to form a habit of reminding yourself every day why you want to be your own boss.

If you form just one good habit then let it be the habit of motivating yourself every day. When you're motivated, you will get focused and you will take action. Motivation is a process which you must go through every day religiously.

Here are some of the ways in which I keep myself motivated.

I write down all the reasons for which I want to be financially free. Some of these reasons for you could be:

- 1.) To have more free time with family
- 2.) To not have to put up with your overbearing boss
- 3.) To not have to wait in traffic for hours each day
- 4.) To prove to people that you have the will and determination to work for yourself
- 5.) To obtain the material things in life that you've always wanted
- 6.) To have free time so you can pursue your life dreams

Another thing that I do is to clip out photos of material things which make me happy. I have a photo of a nice house, a jet and photos of exotic island scenes hanging just behind my computer monitor.

Something else that you could do is to write down all the things which make you happy and do at least one of those things every day.

Now, let's begin the 12 habits...

I'm going to go over 12 words and expand on how they will help you in your life and business.

Belief

*Do you believe that people are making the sort of income that they claim?
More importantly, do you believe that you can achieve the same success?*

Yeah, people are making tons of money online, such as Google but you're probably more interested in doing it from home in your pajamas right? There are many people making substantial income online using many different methods. You might only hear of the ones that choose to teach you what they're doing but there are also many others who choose not to reveal their tactics. Why would they?

Until you really believe that you can achieve the sort of income you're looking for

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online, you'll never take the necessary actions to get achieve your goals. In order to believe it you must take small actions to create your first income. If you're not making any money no matter how hard you try, then ask yourself what you're doing wrong.

Pressure

I had pressure to take action when I was out of college and couldn't find work. With this pressure to make money and pay back my large tuition, I finally decided to take action.

Many people will procrastinate and do things only when they have no other choice. If you feel like you must be in that situation before you take action, then create that situation yourself. Now I don't recommend that you quit your job. What I recommend is for you to set yourself an ultimatum. **If you don't get this to work, what will happen?**

You'll just give up and go back to the rat race? Even if you like your job, there is no such thing as job security anymore. How much longer are you going to allow other people to control your income? **You must treat this as your business and not a hobby.** If you're learning and not doing, it's a hobby.

Action

You may know what you need to do to succeed but actually taking the steps to do it is a whole different story. I want to analyze why people don't do things even though they know they need to.

Let's take smoking as an example. Yes, it's bad for your health. People know that but they don't stop. That's because the feeling of not having a smoke is worse than the knowledge that they could die early.

There's really no immediate gratification from quitting smoking. People want immediate gratification.

That brings me to another point. You're not taking action because you don't see the immediate impact of your efforts. That's because you're focusing on the process and not the result. Credit given to Mike Litman, a success coach.

Mike Litman also says that you don't have to get it perfect; you just need to get it going. To get it going, you need to focus on the results and not the process.

Process vs. Result

The process can get pretty daunting if you don't look at the results along the way. Too many people give up before they see the fruits of their labor.

You know, I have bad days sometimes. I may send out a mailing and make only a few sales when I thought I'd make dozens. I may open up my email one morning and

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get a guy who wants to report me for spam. I may wake up some days and see that someone hacked my site and sent spam to all my contacts. The point is that there are lots of bad things that can bring your mood down.

Negativity has a greater impact on a person than positivity. When something good happens to us, that good feeling doesn't last as long as the feeling we get when we have a bad day.

When I have a bad day I just focus on the good days. That's why I write everything down. I write down what happens to me that made me feel good so I can refer to that list when I'm feeling bad.

I also review my bad day's list and see what I could have done to prevent those bad days from happening again. A lot of times I can't do anything about those bad days so I just move on.

Once you begin to start taking action, you'll find that not everything is as rosy as people make it out to be. For most people, they simply give up. That's nature's way of keeping a balance. If everyone were successful then there'd really be no one to help and a lot of people would be out of business.

It's important to remember that every action will bring you closer to your goals whether the action resulted in something positive or something negative from happening to you. If you take action and fail at something, you actually are further ahead than you were before because the failure is something to learn from and you can prevent it from happening again.

Again, you need to focus on the results. What will happen if you manage to achieve success? All your failures will not seem like much after that.

Risk

Any truly great entrepreneur knows there are risks to any type of business endeavor. The important distinction is to make risks based on educated calculations. You must thoroughly research anything you are going to put the effort or monetary investment into. Otherwise, you'll fall big time and take a mental beating. The internet just like the offline world is full of scammers who prey on your emotions to take not only your money but your motivation from you. To lose hope is to lose everything at once.

Excuse

Knowing what people have been able to achieve against the odds that they faced, I don't think there is a valid excuse for not having success in this business. When you're saying you don't have time, or money, or experience or any of the other plethora of excuses that exist, you're telling yourself that you don't want it bad enough. Don't let external forces control you.

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You control yourself. Sometimes our problems are smaller than what we imagine them to be. It takes another person with a different viewpoint to set us straight. Talk to someone if you can't figure something out yourself.

Focus

Once you've started taking action and are moving towards your goals, you can easily get sidetracked. It takes a lot for me to stay on focus, especially with my thirst for knowledge. I could start my day reading my email and a few hours later, I find myself on some new website which I just have to read now because it's so interesting.

If you're doing this part-time, after work then you really have very little time to waste. Realistically, if you're really focused, you can do this part time and move to full-time within a year or less. Yet, some people take 3-4-5 years to really even start to get anywhere. Now you know why. You should be evaluating everything that you do. Keep a journal of everything that you do every hour.

Everything you do should be making you money. Reading emails is not going to make you money. Learning is not going to make you money. Creating viral ebooks WILL make you money. Writing joint venture letters WILL make you money.

Take a look at the picture below:



It's a kitchen timer. Go get one.

This is the ultimate focus machine. When you utilize this tool, you'll see your productivity fly through the roof!

Your goal should be to have as many productive hours in a day as possible. For most people, having 4 productive hours is a struggle.

A productive hour is an hour where you do nothing but work on tasks which will make you money.

Here are things that don't make you money:

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- 1.) Reading emails
- 2.) Searching through forums
- 3.) Chatting on the phone
- 4.) Reading an ebook

These things WILL make you money

- 1.) Creating a product
- 2.) Crafting a joint venture letter and sending it
- 3.) Building a minisite to capture subscribers

For at least an hour each day, try to make it a productive hour. Set your kitchen timer and then do nothing but work on money making tasks for an hour. **The longer you wait to do something, the harder it will get.** It never gets easier, so do what you have to do to make yourself more money.

Here are some more things to do to increase your productivity:

- 1.) **Organize your workplace.** If you work better in a cluttered atmosphere then continue being messy. For most people though, organization will really help you out. It takes more work for you to clean something up than to put it in the right place in the first place. There's a place for everything and everything has its place.
- 2.) **Organize your computer desktop.** Create folders and move things around so you can find them more easily. And create a folder named "Gary Huynh" so you can place my files in there! :)
- 3.) **Organize your email folders.** I have many email addresses and I create folders for each one. I forward all my email to my Gmail email account. I then filter emails to specific folders in my account. It really helps to prioritize your emails.
- 4.) **Organize your favorites folder.** How often do you check your favorites folder in your browser? Not very often? It's probably because you don't have folders for your links. You probably just save it and let it accumulate because figuring out which category a site belongs to is too much work. I did that for a long time and my favorites list was all messed up. I didn't know why I had saved some sites and I couldn't find sites that I saved. That's why I create folders in my favorites for everything. You should too.
- 5.) **Create your own personal start page.** If you're not using a start page traffic exchange, then create your own start page which includes links to sites that you most often visit. Your home page is your control station so you don't have to go to your favorites folder every time you need to find a site. I have links to all my merchant accounts, hosting accounts, affiliate program logins, article submission sites, forums etc.

Confusion

I get quite a few emails daily from people who are confused. They don't know where to begin and they're confused with the technology. I see their frustration. If you follow the above steps and keep yourself focused then you will reduce your confusion and thus reduce your frustration.

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The single biggest piece of advice I can give you to reduce your confusion is to take one step at a time. Don't try to learn everything at once. Confusion can only be reduced through experience. If you don't take action on what you've learned then you will get no experience.

There are really many different ways to make money online and many people have different preferences. Therefore, I can't guide you to one specific plan for you to take.

If you're confused with technology, then don't be. If you don't know how to build a website, then hire someone to do it. If you don't have the money to hire someone then buy templates. If you don't want to design a website then you don't need to. There are ways of making money without having your own website.

Don't ever give up because you don't know how to work a program. Again, focus on the results, not the process. You only need to learn something once, and you can use that knowledge to product your income many times. Ask other people and search around the forums to find an answer for your confusion. There's no such thing as a stupid question.

Ego

You can only get so far without the help of others. Many people I find, want to always do everything themselves because they think that no one else can do as well as them. Think about this for a moment. If you do 100% effort yourself, it's not going to be the same as 5 or 10 people doing 50% effort.

Again, how much is your time worth to you? If you can hire someone to create some graphics for you at \$60, they just saved you probably an hour of your time. Is your time worth more than \$60 an hour? It should be.

Alliance

It can get rather lonely sitting at home in front of the computer. What's even sadder is when I try to explain what I do for a living to people; the conversation usually ends because they don't even know where to begin to ask. That's why it was such a wonderful experience to share my business with other likeminded individuals at the seminars I attend.

You're among the growing population of people who choose to get away from the rat race. Those other people are slaving away just wishing and dreaming that they could some day make it. You've actually read this far and are committed to making this business work. That's why you need to strengthen that commitment and align yourself with people who have similar goals.

Don't listen to your neighbors or co-workers who will try to kill your dreams. Listen to people who are successful if you want to be successful. Go to marketing forums and build relationships with other marketers. Let them know where you are in the process of building your business. This way, you can help each other out and be accountable for your success.

Invest

Any business will require you to invest not only your time but your money. You need to invest in tools and education to help you succeed. It takes money to make money and if you're not investing your money, it's because you do not truly believe that an investment will pay off. The only way to know is to buy something, give it your best shot and then really ask yourself, "did the product not meet the claims" or did I just not try hard enough?

Patience

There is no magic bullet that will make you rich overnight without much effort. Those people who say they are only working 2 hours a day on their business and making a full time income have spent many years enduring hardship to get to where they are. I still spend about 60 hours a week on my business. That's only because I want to achieve my financial freedom much faster. If I worked 20 hours I could still keep my income steady.

You must understand that although running an online business is the most rewarding business that you can invest your time into, it's not the most easy. It's a heck of a lot easier than running a brick and mortar business but it is not cakewalk.

Anything that is worth having is worth working for. If you don't work hard for something, you really won't value it as much. So if you're looking for a system that will pour hundreds of thousands in your bank account with little work, then you'll continue to look until your last breath.

If you have the patience and see the high rewards of running a business online, then I invite you to continue the journey with me.

Wrapping up...

I certainly hope that the above words have given you some motivation to continue looking for your dream of financial freedom by running your own business from home.

Every time I listen to a motivational speaker I feel like a million bucks. After the speech is over that energy and excitement quickly fades as I go about my daily life.

Motivation is seldom long lasting. You have to work at motivating yourself each day. To keep yourself motivated you need to take action. When you see the results of your labor, you will be more pumped.

You must take action quickly because the longer you wait in between those bursts of motivational energy, the harder it will be to get it back.

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To overcome that, you must take action right away. Don't say, oh I don't have time for that now or I don't have the necessary resources to make that happen now. I'll wait until next week when everything is ready.

Action is what kills fear and that's what gets you results, good or bad. It doesn't matter. There is no such thing as a bad result. When you have a bad outcome you learn from it and move on. You're learning something and you won't do it again. But if you don't learn it then you'll make that mistake down the line. Make the mistakes early on, not later when you've invested a lot of time into your business.

When you force yourself to take action, you will not have time to think about it. The longer you think the more you don't want to take action.

Again, focus on the results, not the process.

Write down your daily, monthly, yearly goals. Keep those goals in front of you along with the kitchen timer to remind you that time is running out. How much longer do you have to reach your goals?

To your success,



Gary Huynh

[send feedback to: gary@sixfiguremarketer.com]

Focus: The Key To Success Unleash The Hidden You

Gary Huynh

<http://www.sixfiguremarketer.com>

Focus: Can it work for you?

Are you doing exactly what you want to do in your life today? Have you attained every goal you ever set yourself? If you can answer yes to these questions, then this book is probably not for you.

But wait! If you answered NO to these questions and your answers to the following questions are still NO, then you NEED this book.

- Do you find it **EASY** to concentrate and focus 100% on the task in hand?
- Is it **SIMPLE** for you to exercise self-discipline when you need to?

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- Are you **CONFIDENT** when talking with peers, partners or even your kids?
- Have you **LEARNT** how the art of focus, confidence and self-discipline changes lives?
- Can you look yourself in the mirror **SMILING** about everything you've accomplished so far?
- Have you ever found yourself stuck in a rut with the feeling that your life is going **NOWHERE**?
- Have you ever felt **UNSURE** about the steps you have taken, and continue to take in your life?
- Are you **EXACTLY** where you want to be in life right now? No?

Don't worry, and don't feel bad. There are lots of other people just like you. People who have no direction, or they could possibly have a direction but just don't know how to get there. I may just have the answer for you today.

Everybody's life has its ups and downs, but not everybody is aware that they can actually DO something themselves to turn things around. Knowing how to focus, how to build up confidence and self-esteem, and knowing when to exercise self-discipline are HUGE steps toward a better life for yourself and those around you.

Ok, let's get down to why you are REALLY reading this book. Let's look at focus, confidence and self-discipline and see what we can do to make things work for you!

Focus

Focus is a scary word to most people. What can it do for us? How can it help us? Can we program ourselves to focus? Focus, confidence and self-discipline all work hand in hand with each other.

Learning to focus can help us in many ways. It can help us realise what we really want in life, it can help us make good and informed decisions. It can also help us to accept ourselves just the way we are, without feeling the need to condemn ourselves or put ourselves down in any way, shape or form.

Focus can help us gain confidence, power and happiness. Focus can also help us remain grounded and stay on track. Focus can change confusion into absolute knowledge and self-criticism into love for oneself.

Always be aware that you **Are** able to focus on what you want, and to focus your thoughts on anything at all. Try it now by thinking about the dishes, now change your focus and think about your car. Switch focus again and think about a dog. It really is that easy to focus on whatever you want to focus on.

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We all need to learn to set aside time to be used on the one thing we want or need to focus on. It's not a matter of "taking the time" to focus, but more a matter of "making the time". If we are willing to make the time, we will focus a lot better on whatever it is you want/need to do.

You ask me how I can possibly make time to focus with four demanding children, 3 dogs and a new house?

Easy, I can stay up for an extra hour when all the kids are in bed and the house is quiet, and MAKE the time to focus on what I'm doing with absolutely no distractions at all.

Oh, that's right; you work too, so you're too tired to stay up late. How about getting up half an hour early, before the madness at home begins? Before you go to bed, get everything ready for your early morning "focus time" so that you don't have to run around looking for it when you're half awake. Of course, this means you have to have a plan of action ready beforehand.

Decide when you are going to make time, and stick to it like glue. Don't let ANYTHING take you away from that time. Make sure you have everything you need all in one place, a room, or even a corner of a room where you can sit in peace. Unplug the phone, turn off the television, and don't even listen to quiet background music.

Whatever happens around you will distract you unless you learn how to focus. Sometimes it seems easier to just go along with these distractions than to focus on the end goal. Remember, if you let yourself go along with the distractions, you are losing sight of your goals. Sharpen your vision of what you want or you WILL be at the mercy of your environment.

When you want something you have to decide EXACTLY what it is you want. If you don't know what you want, there's no way on earth you're going to be able to focus on it. So you want to pass that driving test that you've taken and failed umpteen times, or you want to pass that really important exam in school.

You might want to write a book, or build a website, run your own business, be a teacher or any number of different things. The main thing is you have to KNOW that's what you want, and you have to set your aims high and demand yourself to focus on getting it.

Once you decide what you want, you have to decide WHY you want it. Visualize yourself in that brand new Mercedes or BMW, or in front of that school desk teaching the kids geography. The vision makes you feel good right? So **that's** why you want it, it feels good to do what you want to do, be who you want to be and own what you want to own.

Visualization is a major part in being able to focus. If you can actually see yourself in the position you want to be in, then it's so much easier to focus on the task of getting there.

Next thing you have to do is decide how you're going to actually get what you want. What are you willing to sacrifice in the quest to get those great exam grades? What can you do without in order to start up your own business? How can you make your family life happier and more peaceful?

Sit back and close your eyes, imagining what it will be like to have what you want in life, and think long and hard about what you can give up so that you can get there.

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Say you want a new sofa, but the only way you can get one is if you quit smoking. Envision the sofa, with you and your partner cuddling up on it. What color is it? Is it big and fluffed up, or is it a small ultra-modern sofa? Focus on the sofa and want it badly enough, you WILL stop smoking so you can get it.

These are all small things and perfectly attainable with a little bit of focus, but what if you want bigger and better things than that? Well then you set goals for yourself. First overcome the exams, once that goal is reached go get that driving licence. Next you get a brand spanking new BMW.

Keep setting goals; as soon as you reach the first one, move on to the next, staying focused all the time on what it is you want.

Reaching that first goal will give you an incredible boost of confidence, which in turn will make it so much easier to get started on the next goal. The more goals you reach, the more confidence you will have in yourself and that will fuel the success of the next goal, and the next one after that, until there are endless possibilities for you.

Start off by writing down each and every goal you WANT to reach in your lifetime. Then write a daily plan for the goal you want to reach first. Write the plan before you go to bed at night, it gives your brain time to take it all in and work with it.

It's amazing what the brain will do when we are sleeping. Also, writing the plan the night before helps free up that time during the next day so that you can purely sit and focus on the task at hand.

Make the plan a numbered list and cross each item off as you finish it. You'll be amazed at how quickly you get through it this way. Once you've reached the outcome you want, move on to your next goal following the same pattern as before.

If you find your thoughts wandering in your "focus time" take a break, write down your thoughts and put them away somewhere for future reference. If you find there are multiple things you can do to attain your goals, figure out which of them is the one most likely to help you get there quickest.

Put the others on hold, they may come in useful when you're aiming for that next goal.

If you lock your focus, and stick with it for as long as you have to, you WILL succeed. If you stick to one thing, one goal and focus on that, it's virtually impossible to not reap the rewards of your actions.

Confidence

Before we start, please keep one thing in mind; Confidence and arrogance are two totally different things. If you confuse the two, you will most certainly become a very unhappy person with very few real friends. Arrogance is NOT a "quality" and it won't help you reach your goals any faster.

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Confidence in oneself, or the lack thereof is what stops people from getting tightly focused on what they want to achieve. That little voice telling them they can't do something is their biggest UN-motivator. What can YOU do to gain confidence?

25 tips toward boosting your confidence and self esteem.

1. Love Yourself:

This can take a bit of practice and looks really funny, but try it, it works. When you wake up, give yourself a great big hug. Do the same when it's time for sleep.

You've heard this said a million times before: "How can you expect others to love you if you don't love yourself?" It's true. Practice the morning and evening hugs for 2 weeks, maybe 3 weeks if you're the stubborn type, and you'll see how well it works.

2. Look in the mirror:

Every time you pass a mirror, look into it and flash your biggest and best smile at yourself. It might feel strange at first, but eventually it'll make you feel brilliant about yourself. Tell yourself "Looking good!" or "Wow, I love me!" or similar phrases often enough to actually start believing it.

3. Do things that make you feel good:

This can be anything from listening to music, trekking in the Andes, doing some volunteer work or even just taking a shower. Anything that gives you a positive feeling about yourself works for this one.

4. Listen to YOU:

Face it. Nobody knows you better than you know yourself, no matter how many people try to tell you differently. So if your body, mind or gut is telling you something, then take notice of it, and don't worry about what other people may possibly have to say about it.

5. Talk to YOU:

In times of stress, take a time-out break. Wander into your own mind and have a conversation with yourself about anything at all. Tell yourself how lucky you are to be you, and praise yourself for every good and positive thing you can attribute to yourself.

6. Remove negatives:

If anything feels like it's dragging you down, get rid of it. If it's clutter, tidy up, if it's a friend full of negativity explain nicely that you don't really feel up to talking right now. If it's your kids acting up, leave the room for a while and so on.

7. Surround with positives:

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Surround yourself with things that bring out good feelings in you. Examples could be things such as happy, upbeat friends, a nice new picture, a new car, an old comfy blanket, candles, pictures of your family, your girlfriend, boyfriend, spouse etc.

8. Rumours Die:

Did you hear something about somebody who said something about somebody else? Drop it! Rumours are nasty, horrible things that will only bring you down. Best way to kill a rumour? Ignore it!

9. Total Honesty:

Be totally honest with yourself at all times. If there's something you don't like, admit it. If there's something you don't want to do "right now" and it isn't necessary for health and safety reasons then just don't do it until you feel like it.

Same goes for the positive aspects. If there's something you want to do, and it's not hurting anybody, then go ahead and do it. If you start feeling great about yourself for no apparent reason admit it and enjoy the feeling.

10. Responsibility

Take full responsibility for your own actions. Don't shove the blame for anything over onto someone or something else. We all make choices in our lives, and once we take responsibility for those choices we tend to choose better for ourselves.

Once we start to choose better, we feel better and things start falling into place. On the other hand, don't take over someone else's responsibilities just because you feel "you have to".

11. Pretend:

If you feel unsafe, unsure or nervous then go inside yourself and pretend you're a hot-shot lawyer, actor, actress, singer or whatever you need to be.

Make believe you're presenting yourself as that person would until you feel better. Trust me, you WILL feel better, and eventually have no need to be anything but yourself.

12. Keep Trying:

If you're trying to do something but don't get it right first time round, then try again, and again, and again, constantly learning from your mistakes until you get it right. When you finally DO get it right, you'll feel wonderful about it.

13. Credit where credit is due:

If you've done something really good, and people compliment you on it, accept the compliments with thanks! Understand that they're complimenting because they really ARE impressed with what you've done.

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Believe in you and give yourself a pat on the back. (Although physically it would probably be easier to just give yourself a round of applause).

14. Stand Tall:

Standing up straight will ALWAYS make you feel better about yourself than slouching does. Stand with your feet slightly apart, suck in your tummy and behind, broaden your shoulders and straighten your neck. It's an amazingly quick confidence boost.

15. Say Hello:

Make it a rule to say hi to at least one person you don't know EVERY day. Give them the smile you flash at yourself in the mirror, the biggest and best one you can find. They'll smile back automatically, and they'll walk away with a little extra confidence boost thanks to you.

People look their best when they smile, and they also feel better by smiling too! This ultimately means you get a confidence boost too, for making someone else feel good about them selves.

16. Never Say Never....Ever:

If you think something can't be done, then you'll end up proving yourself right eventually. So never say never, just keep plugging along until it works for you.

If other people are telling you it can't be done, you're going to feel such immense satisfaction at actually doing it that your confidence will soar.

17. Get Active:

Don't sit around the house just doing nothing. Get up, go out, cycling, walking, exercising, anything that might invigorate your brain. A lively brain full of thoughts will help you gain confidence.

18. "Happy Foods":

Happy foods, such as chocolate, strawberries, lemons, ice-cream etc will increase the serotonin levels in your brain, leading to an increased feeling of happiness.

Feeling happy is a natural confidence boost. So go on, enjoy your food! (in moderation, of course).

19. Face Your Fear:

Is there something you are afraid of? Face it full on. Doing something scary and overcoming the fear is a fantastic way to boost your confidence. So go on, jump out of that plane (with a parachute of course), drive that car, speak in front of a large crowd, ask for a promotion, or whatever it is that scares you. You'll feel absolutely brilliant once it's done.

20. Willpower:

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Create a goal that you really want to reach. Possibly something like weight loss before a certain time, giving up smoking or having a certain amount of money in the bank within so many months etc. Take baby steps, and use your willpower until you succeed at reaching your goal.

It will be really hard, as will power can be very elusive at times, but keep going and don't give up. Once you have reached that first goal by using your willpower you will have the confidence to create new goals AND reach them.

21. Ask questions:

Any time you find yourself worrying about something you haven't done, or something you think you should have done, ask yourself positive questions. Instead of thinking "I'm terrible for missing my friend's birthday" think "What can I do to make my friend feel special?"

Or, instead of "Why can't I ever seem to do things on time?" change it to "What can I change to better manage my time" Creating positive questions will release the negative energies which have a tendency to pull down your self confidence.

22. Learn:

Accept that not everything works out the way we plan it. Decide to accept any mistakes and rejections as part of a learning curve that we all need to go through.

Without mistakes, you can't learn from your own experiences. Remember, experience builds confidence, so always learn as much as you can.

23. List:

Write a list of every single thing you're good at, anything from clipping the dog's toenails to putting up a shelf. Take the time to sit and actually think about what you ARE good at and add them all to the list. You'll be surprised at how many things you end up jotting down, no matter how minor or trivial they may seem at the time.

Whenever you have a spare 5 minutes, or if you're feeling a little low, take the list out of your pocket and read it. This is a great little way to give yourself a nice confidence boost.

24: Help out:

There are lots of ways to help others, and feeling useful and helpful are great ways of building your confidence. Just make sure you do things because you WANT to do them. You could call a good friend who may be down at the moment-even take them out for coffee, you will brighten both your days, or you could possibly help out at an old folks home or similar. Knowing that people appreciate your help will boost your confidence for sure.

25: Show the way:

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Think of the one thing you do best of all. Think long and hard about this one. Thought of something? Now, find a discussion group or similar related to that topic and spread your wisdom by answering questions, offering advice or help to anybody needing it. If you can't find a group, you could even start one yourself.

People will look up to you and that will give you all the more reason to feel confident about yourself.

Self-Discipline

To really be able to focus demands a lot of self-discipline. Remember that your outcome depends on YOU, not on the world around you. If you want something badly enough you WILL do everything in your power to get it.

Self-discipline in this context is basically only letting yourself do what you WANT to do at that precise moment in time to be able to reach your goals more quickly.

Remember that YOU are the boss of your actions. YOU are the one who is in control. So ultimately YOU decide what and when to do things you need to do to achieve your ultimate success.

Your ability to manage your actions is directly related to the level of success and happiness you will experience throughout your life. Managing your actions is commonly known as exercising self-discipline.

It's absolutely not about restricting your lifestyle, or punishing yourself. It's about being able to work with your thoughts, behavior and actions in order to reach the goals that you wish to reach.

Not having self-discipline is one of the main reasons why we fail at what we want to do, both professionally and personally. Excuse-making often creates lack of self-discipline, so drop all your excuses and start keeping habits that in themselves will create the self-discipline you need. Make routines that you know you are capable of sticking to, and keep them.

How do you attain self-discipline? A few options could be regular exercise, better, healthier eating, even learning to spend less money. It could be something like deciding to learn something new every single day or just getting up an hour earlier than you normally would.

Having self-discipline will help you to complete the most boring and mundane of the tasks you are focusing on. Should you find yourself sitting and thinking thoughts like "Oh, I'll just do this instead" or "I can do that some other time" when you are working on your goals then STOP, take a deep breath and remember your self-discipline.

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