How to Have a Loving Relationship with Money

By Dr. Joe Vitale

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Dedication

This book is dedicated to Catherine Ponder.

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Introduction

This ebook will show you how to attract money into your life and business using similar strategies that one might use to attract someone. After all, business relationships can be very similar to romantic ones.

We will see how human attraction plays an important role in attracting money and sales. You'll come to understand that keeping a romantic relationship alive and satisfying is done in the same way you would keep your customers or business connections loyal and long-term.

This ebook may even help you attract the love of your life or improve your romantic relationships. When you practice these techniques to attract money and success to you, your energy and appearance will change. Feeling good inside translates into an attractive outside no matter what you look like. People are most drawn to a person's energy and charisma so as you begin to succeed in business, prepare to succeed in your love life.

Approaching the Money

Before you can attract anyone you have to meet someone. It could happen anywhere. Romances start in endless ways from meeting in the supermarket to bumping into each other at a party. In order to attract anyone emotionally, you first need to get to know them. This means approaching someone and starting a conversation. One easy way to get to know someone is by asking a lot of questions and being a good listener with the responses you get. People are very willing to share who they are but many of us are too busy to listen well to the answers.

In business you can also get to know your customers and what their needs are by asking good questions. Listen to why they are or are not interested in your product and use this information to create a new product that does get their attention. Really knowing what your customers want and need is the most efficient way for you to provide it for them.

Here are a few examples of how to get to know someone romantically and how you can use the same approaches in your business relationships:

- <u>Introduction</u> This is your first moment to give the impression you want. Be confident and positive when you introduce yourself to someone. In the business world you should always have your name and logo featured prominently in your sales letters and website. Don't make it hard to find, be upfront and available.
- Small Talk The first conversations with someone you are interested in often starts with casual small talk. This helps ease us out of feeling shy or timid. Begin with everyday things like the weather, news, or what your hobbies are. In business when you are first contacting a potential new customer, you could start the conversation with something general that you can both talk about. This makes a connection and helps the conversation flow from casual talk to business specifics.
- <u>Humor</u> Most people enjoy funny stories and humor. In the business world you could use humor to lower potential customers' buying defenses. When people are in a good mood they are more likely to buy.
- <u>Pick-up Line</u> People sometimes try to use a creative pick-up line to break the ice when they first meet someone. On your sale letters you could do the same by using a unique and clever headline. The best ones use persuasive words and hint at the benefit your product will give them.
- <u>Flirting</u> People flirt when they are attracted to each other. Flirting gives you a taste of what the other person is like at their best and can leave you wanting to know more about them. In a business sense you'll want to do the same thing with your products by giving

customers a sample or free trial of your product so they will get a taste of it and want to have more.

- <u>Compliment</u> It's always a good thing to find something positive about someone and mention it to them. Find out things about your target audience from your market research and mention it in your sales letters. For example, you could start out writing something like, "I know you are an intelligent person who wants to make a change..."
- <u>Body Language</u> Using positive body language during your first conversations is very important. In both the romantic and business world, people are drawn to those who have an open and authentic manner about them and who appear confident.
- Advice When you first meet someone, offering good advice or helpful information can
 make them feel cared about and listened to. The same is true in business environments
 when you meet a potential costumer. The help you offer doesn't even have to be related
 to your product because it is your assistance that will be remembered and eventually
 bring them back to you for a sale.
- Story People are attracted to those who have an interesting story. Your business life is
 also a good story that may be very intriguing to potential customers. Feel free to share
 your journey with others. It will inspire them to open up and share their story too. It may
 end up that you have a lot in common with them and you end up doing a business venture
 together.
- <u>Benefits</u> You could communicate the benefits of people working with you or your company. For example, show them you are a good listener. On your sales letter you can list your credentials and all the benefits of your product. People like to know what they are getting out of a service.
- <u>Character</u> While socializing with someone, you could do or say something to
 demonstrate your positive character. People respect those who lead an authentic and
 honest lifestyle and the same is true in business relationships. You'll never lose a
 potential costumer by being honest and kind. People can feel sincerity and prefer to do
 business with those they trust.

Long Distance Money Attraction

Sometimes you can attract someone without even talking to them. They can be attracted by things they can see, hear, smell and sense about you. You just need to be in their vicinity and close enough to attract their senses.

In business, you can also bring in costumers before you have even given them your sales pitch. Here is a list of examples that can stimulate people's senses:

- <u>Cleanliness</u> Being clean is necessary. Most people will be turned off by someone who doesn't take care of their outer appearance. In your business, make sure that your website has a clean and professional appearance.
- <u>Make-up</u> Women use make-up to enhance certain facial features. In your business you
 can add special graphics on your website to make certain products stand out and look
 their best.
- <u>Tan</u> A good tan can help your over all completion, hide skin problems, and make you look young and vivacious. You can make up for inexpensive products and low profits with a one-time higher price product offer or service.
- <u>Colors</u> Certain colors can stimulate someone to be attracted to you. Picking the right colors for your website and advertisement can have a huge effect on your sales.
- <u>Clothes</u> You want your clothes to be right for the occasion, i.e. show your authority or enhance your mood. On your website, pictures and videos, you want to be wearing the perfect clothes to express your authority or show your potential costumers that you are down to earth.
- <u>Shoes</u> One of the first things many people judge you by are your shoes. Make sure they
 are polished and appear new. As a business person you can increase your sales by always
 being professional. No matter what pressure you are under, always try and keep an outer
 degree of calm and stability.
- <u>Dress the Part</u> People come in all shapes and sizes and you can use clothes, shoes and other accessories to enhance certain parts of your body. You can do the same in your business by designing your website so it looks like you are big business even though you may be a small operation.
- <u>Emotions</u> People can see and hear your positive emotions from a distance and become attracted to you. You could be smiling, laughing, dancing or just buying groceries! You can use this in your business by emotionally connecting to potential customers and creating products that they are moved by.

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- Health If you are looking and feeling healthy, people will notice it. You can help keep
 yourself strong and healthy with regular exercise, organic foods and supplements. In your
 business, you should try to keep your sites looking healthy as well. It gives a poor
 impression to potential buyers if your website or sales letter has typos, broken links or
 grammar mistakes.
- Voice People can be attracted to you from the sound of your voice. Maybe they are attracted to a certain tone, the confident or professional vocabulary you use or the certain way you phrase things. In the world of business, you will be using your voice a lot. Practice sounding confident and being sure of yourself; find your own authentic way to express why you believe in your products so much.
- <u>Skills/Talents</u> When you are demonstrating your skills and knowledge, it's not
 uncommon that people become attracted to you. Many a successful business was built on
 someone's charisma selling a product rather than the product selling itself. Be confident
 and believe in what you are doing. People are drawn to this energy, whether in the
 business or romantic world.
- <u>The Company You Keep</u> Someone may become attracted to you because of the people you are connected to, be it a celebrity, other successful professionals or someone in the political field. They many want to become part of that group's social or networking connections. Be wary of people connecting to you because of who you know. Try to keep all of your business relationships honest and authentic.
- <u>Jewelry</u> Certain jewelry can change your appearance and get people's attention. In both the business and romantic world, a nice gold watch or matching earrings and bracelet shows your affluence. Even if you are not wealthy, the right jewelry can give others the impression you are -- which in some cases is all you need!
- <u>Car</u> –The car we drive says a lot about who we are. Our vehicle is an extension of our personality and is often one of the first things we are judged on when we are dating someone. In the business world, it is important to have a car that matches your profession, which in some cases could mean a Mercedes Benz and in others a Honda. Either way, keeping your car clean is symbolic of an uncluttered mind.

Money Conversation Ideas

Many people get nervous when they first start talking to someone they are attracted to. People forget about all the different subjects or topics they could talk about. The more you communicate, the more you find out that you have something in common with almost everyone.

In a business sense this is like multiplying your income streams by selling several products in many different niches.

Below is a list of some topic ideas that can help you get to know someone better and the related business idea. When you are deciding on what product or business to start, remember to choose something that you are passionate about -- just as you would feel when finding the right partner.

- <u>Music</u> When you can talk to someone about music, your favorite songs or live music, you are also sharing your aesthetics and style with them as well. If you are passionate about music, you could become a professional musician, a band promoter or talent agent. You could also sell CDs or sound equipment.
- Movies You could start a conversation about new films, your favorite actors or the last
 movie you saw to give someone an idea of your interests. If you are passionate about
 movies, you could stay in that arena by selling DVDs, becoming a director or giving film
 reviews.
- <u>Travel</u> You can discuss vacation destinations, travel stories and dream vacations to give someone a picture of how you spend your leisure time. If traveling is a passion, you could start a business that sells vacation coupons or find employment on a cruise ship.
- Sports Ask the person about their favorite sports team or what sport is their hobby to get an idea of what kinds of activities they participate in. As a business, you could sell sports team gear, exercise equipment or open a sports club.
- News You can talk about news stories, the weather or current events to show someone
 that you are informed and interested in world affairs. If you love the media world, you
 could work for a newspaper or television station.
- <u>Friends</u> You can discuss your friends or mutual friends you have so they can have an idea of the type of people you associate with. If friendship is your focus, you could sell friendship jewelry, greeting cards, gifts or start a social site.
- Home You can chat about your house and where you live to give them an idea of your physical environment. As a business, you could sell home improvement supplies, landscaping or become a real estate agent.

- <u>Vehicle</u> You can discuss the type of car you have to give them a picture of what kind of vehicle you have chosen and why. If you are wild about vehicles, you could sell automobiles, car accessories, open a garage or start a detailing service.
- <u>Food/Drink</u> You can share what your favorite drink, dessert or type of food is to give someone an idea of your lifestyle. Those who are passionate about food might consider a business in that area, like opening a restaurant, a coffee house or becoming a chef.
- Goals You can talk about your future goals, goals you've already accomplished and your dreams, to give someone an idea of what type of life you want. If you are passionate about helping others achieve their goals, you could write a self-help book, look into the social services field or become a teacher or motivational speaker.
- <u>Hobbies</u> By chatting about your hobbies and interests you are letting another person see what you may have in common. Everyone has a hobby they are passionate about and the smart ones figure out how to make a professional career out of it.
- <u>Holidays</u> When you discuss holidays, you are letting another person in on your personal traditions and celebrations. Some businesses love the holidays so much that they create specific products that are sold only during the holiday season(s).
- <u>Family</u> You can share stories about your parents and siblings as a way to show your family connections. In the business world, it's not uncommon to connect to your employees like a second family. Be grateful and respectful of them and they will remain loyal and be with you for the long haul.
- <u>Job/Business</u> When you talk about your job or business, you are sharing how you make a living with someone, which is important for potential mates to know. Only you can decide what type of career you want to have, i.e. are you someone who should be their own boss or do you work better with a partner or on a team?
- <u>School</u> When you can chat about college and other schooling you have had, you are letting people know that you are an educated professional. There are many successful businesses selling products related to schooling, such as tutoring services, mentoring, or publishing educational textbooks.
- <u>Beliefs</u> If you share your beliefs on how to be successful, you are giving someone a chance to see if you are similar or not. If you wanted a business based on beliefs, you could write a book about manifesting dreams or create a product that helps others succeed in reaching their goals.
- <u>Fitness/Health</u> By talking about exercise, diet and nutrition, you can get an idea of how healthy another person is. If you are wild about fitness, you could sell diet plans, exercise systems, supplements or open a fitness center.

• <u>Finances</u> – When you share your ideas about investments, savings and income, it shows someone how you handle money. Many businesses have made a good profit by creating investment services and financial products for those who want help with their money.

Asking for the Money Date

There comes a time when you'll want to ask a person out on a date or ask someone you've been with for awhile to marry you. Timing and the right strategy is important to get your desired results.

It's the same in business when you want to sell your product to a first time buyer. You have to be aware and sensitive to your customer's needs and where they are at, remembering that you are building a relationship with them step by step. Below is a list of tips to help you create your end result:

- <u>Friendship</u> You could develop a friendship with someone before you ask them out on a date and then develop a relationship slowly over time. It's a great way to develop trust and forms very strong bonds between two people. In business, you can start your marketing with the people closest to you. After they have success with your product, they can spread the word to their friends, and on and on it goes.
- <u>Cues</u> Look for positive cues that the person you are interested in is likely going to say "yes" to a date. The same is true when you are going to propose marriage. You can usually feel if someone is attracted or loves you. Pay attention to their body language and tone of voice. In a business relationship, you could do market research and surveys with your costumers to find out what kind of products and services they are interested in buying.
- <u>Gifts</u> Gifts should be given from the heart with no strings attached. Sometimes the gifts given in a relationship are a symbol of love and often commitment, while other times it's just a little reminder that you are thinking about them. In business, giving your prospects a free gift to remind them that you appreciate them can go a long way. You'll never lose by giving something away. If people like your product, they'll be back for more.
- Environment Asking someone on a date or for their hand in marriage should take place in the perfect environment. For example, someone on a date in the middle of a busy work day might not be the best idea. Create a calm and confident moment for yourself before you ask anyone anything important. In the business world, you should be aware of the right time and environment to discuss certain financial topics.
- <u>Traditional</u> You could be very traditional when asking a person out on a date or if you are proposing. Some traditions never get old, like asking a father's permission for marriage. Traditional advertising like newspapers, magazines, flyers, word of mouth and direct mail still work well in spreading the word about your product or company.

- <u>Creativity</u> Get creative when you ask a person on a date or to spend the rest of your life with them. For example, you could propose while skydiving or ask someone out with an airplane banner. In business, you can use creative advertising like social networking websites, viral freebie marketing and article marketing.
- <u>Friends</u> You could have one of your mutual friends talk to the person you want to date before you ask them out. They could give all the benefits of trying out a more serious relationship with you because they know you. In business, you could have joint venture partners or affiliate endorsements promote and sell your products to new prospects.
- <u>Be Indirect</u> Instead of asking someone for a date with someone directly, offer to teach them how to learn something new, like how to bowl. In business, you don't have to make it sound like you are asking for the sale right away. For example, you could offer a free trial or membership to get potential costumers familiar with you and at a later time promote a product or service.
- <u>Installments</u> Most long-term commitments don't happen all at once, they are created in little steps for a period of time. People start with dating and then change to living together to finally marriage, taking little steps at a time. In business, you could offer a payment plan for your costumers, instead of asking for the full amount of the sale up-front.

Types of Money Making Dates

There are many different kinds and types of dates you can go on with your significant other. Get creative in where you spend time with someone you care about and try to surprise them with moments they will cherish. In your business relationships you can also offer customers things that are related to your dating or romantic world to create a connection. Below is a list of ideas to help stimulate your creativity:

- <u>Sports</u> Go to a sporting event together. It could be a baseball, football, hockey, basketball, volleyball or hockey event. You could offer a team hat or game tickets to anyone who signs up for a trial of your website membership.
- <u>Games</u> Play a game together. It could be a board game, card game or a video game.
 You could offer free video games on your website that is related to your product that will interest them to buy it.
- <u>Nature</u> Enjoy nature together. Take a walk in the forest, a swim in the ocean, hike up
 to the mountains or look at the stars to relax you and remind you of happy moments. In
 your business, you could use a nature scene on your website to relax your customers and
 influence them to buy your product.
- <u>Trips</u> Go on a short trip together. It could be going to a resort, taking a cruise, staying in a beautiful hotel or just checking out a local hotspot. As a business, you could offer customers a travel discount if they purchase a ticket to your live event.
- <u>Entertainment</u> You could go to a movie, the theater, a comedy club or a concert together. On your business website, you could offer free entertainment tickets to new members to help promote your product.
- <u>Food</u> Enjoy a nice meal with your significant other. It could be at a restaurant, bar, coffee cafe, home or even a picnic. As a business owner, you could give your customers coupons to a popular restaurant if they order your product or service.
- <u>Class</u> Learn something together. It could be an educational class, personal training, museum tour, lecture or a seminar. Your business could offer customers a free newsletter or teleseminar to make money or increase your opt-in list.
- <u>Projects</u> Make something together. It could be creating art work, repainting a room, or even fixing a broken object. You could allow customers to customize their product before they order it from you, i.e. "made to order."
- <u>Holidays</u> Spend a holiday together. It could be a family member's birthday, a Christmas party, watching fireworks or visiting a haunted house for Halloween. In your business, you could hold a product sale or offer discounts for different holidays.

- <u>Shopping</u> Go shopping together. Spend time out in the retail world with each other and purchase something fun for you both. In your business, you could give your customers a bonus gift certificate that can be redeemed at your website.
- <u>Charity</u> Do some charity work together, like volunteering at a shelter or even helping out a friend in need. In your business, you could donate a portion of your profits to a charity so people know what they are buying is for a good cause.
- <u>Inexpensive Dates</u> Dates that cost little or no money, like a picnic in the park. You could offer your visitors or customers products that are very inexpensive or free to try and connect them to your priced products or services.
- Expensive Dates Dates that cost you a lot of money, like a trip to Europe. You could
 make your high priced product sound like a bargain by dividing up the price, offering
 some bonuses and giving a strong guarantee to your costumers.
- Group Dates A group date is when you are out with a group of other people who are all dating each other. As a business, you could sell your product cheaper per unit if costumers order a large quantity. You can move a lot of product by offering it wholesale or at a bulk price.
- <u>First Dates</u> Your very first date with someone can often make you feel nervous. First time buyers are usually nervous too, so offering a bonus gift is a way to remove their worries.
- <u>Surprise Date</u> Surprise your date with a mystery night out. You could give your customers a surprise bonus with their product to persuade them to order from you again.
- <u>Double Date</u> It's fun to go out on a date with another couple. In a business sense, you could offer your prospects a buy-one-get-one-free offer that they can share with a friend.
- <u>Theme Dates</u> This is when you go on a date where the theme dictates what you'll be doing and even wearing. You could use this idea on your website to persuade people to check out what you have to offer. For example, you could use a detective theme in order to sell a product that includes secret strategies.
- <u>Last Minute Dates</u> Try going on spontaneous dates with your loved one. In your business relationships, you could add a last minute bonus to your product offer. Place it at the bottom of your sales or order page so costumers will have one last chance to spontaneously buy.

Keeping the Money Coming in

One of the keys to keeping a relationship together is to communicate. We live in an age where corresponding and staying connected can be instantaneous. There are many ways to communicate and not all of it is verbal, especially in the business world where you keep in touch with many new forms of technology from websites to Twitter. With business or with romance, you need to communicate regularly to have a long term, successful business or relationship.

Here are some examples of the many ways we communicate to each other and how you can relate this to your business plan:

- <u>Mail</u> You can use handwritten letters, greeting cards, newsletters, magazines, postcards, or flowers to send an expression to someone. In your business, you can use direct sales letters to entice new or potential customers.
- <u>E-mail</u> These days, everyone uses e-mails, electronic greeting cards, newsletters, websites and links to connect to each other. In a business, you can create a website or an e-mail list to sell your products anywhere in the world.
- <u>Body Language</u> People respond to body language, so little things like a smile, a pat on the back or holding hands communicates a lot. In your business world, remember to convey confidence and respect to others with positive body language; you never know who you'll meet.
- <u>Be Present</u> Being present and available for your significant other communicates to them that they are important to you. You can use this type of "be here now" approach to make potential customers feel comfortable in purchasing your products or services.
- <u>Cell Phone/Mobile Phone</u> With cell phones, you can be in touch with people any time, any where. This is especially helpful in the business world to stay connected with employees or business associates. No time is lost!
- <u>Instant Messages/Chat Rooms</u> You can chat with them live via text, send links, use smiley emotions or text abbreviations. If you have a business, you can add a 24/7 chat room to your website to give your visitors instant customer service, which can be the difference between a sale and no sale.
- Notes Everyone loves to get little notes of love and encouragement. You can leave
 them for someone on their refrigerator, car or on their pillow, etc. You can use this "note"
 idea by publishing ads on your website to earn extra profits, affiliate commissions and
 pay-per-click commissions.

- <u>Internet</u> We all use the internet to communicate around the world instantly. These days almost everyone uses the internet to find a business or product. The more ways you can be found on the web, the better.
- <u>Forums/Message Boards</u> You can post messages, pictures, videos and invite others to join in your conversations. This can be very helpful in business to keep people returning to your website and seeing your product ads.
- <u>Live Events</u> There's nothing like time spent together to communicate in person. You can hold live events to sell your products in person or hold a seminar promoting your business.

Romantic Money Making Tips

Relationships can sometimes get dull and too routine. Many times people get lazy or take their loving relationships for granted. We all need to be more creative, romantic and regularly show our significant others how much we love them.

The same can be said for your business because you need to remind your customers that you care about them to keep them as loyal and long-term customers.

Here are some examples of how to bring freshness to a relationship -- romantic, business, or otherwise:

- <u>Flowers</u> Sending beautiful flowers to your significant other can happily surprise them. You can use beautiful eye catching website graphics to show your prospects your business' professionalism.
- <u>Candy</u> Give your spouse, girl/boyfriend some candy or chocolate to show them that you are sweet on them. You can also give your customers free gifts every now and again to show them that they are appreciated.
- <u>Love Letters</u> It's touching when someone takes the time to write a letter expressing their love and gratitude. In your business, it's a wonderful gesture to send your customers appreciation letters that makes them feel valued and appreciated.
- <u>Poems/Quotes</u> Some people use poems or quotes to express their feelings to their significant other. You can use famous or expert quotations on your website or mission statement to attract prospects to your product or service.
- Music Pick a song that has the positive emotions you feel about your significant other and play it for them. You can also use persuasive lyrics on your sales letter, like metaphors, analogies and comparisons to influence your prospects to buy from you.
- <u>Greeting Card</u> We often send holiday cards to our nearest and dearest wishing them a happy holiday. Sending your customers greeting cards that include your ads or holiday sales messages is a good way to connect to them during a busy time of the year.
- Movie Most of us have a favorite movie that we like to share with our significant person. You could also add digital uploads to your website, like video testimonials and product demonstrations to influence costumers to buy your product or service.

- Affection Show your spouse, girl/boyfriend affection in public like holding hands, hugging and occasional kissing. You can also advertise your product or service to the public by sending out creative press releases.
- <u>Notes</u> Leave your significant other small notes, romantic poems or other things to find when you are away. The business equivalent is placing small ads on your website that pay you commissions or pay-per-click advertising revenue for displaying them.
- <u>Electronic Messages</u> Send your spouse, girl/boyfriend romantic electronic messages like texts, e-mails, IM's, or e-cards. You could send prospects periodic updates about your new products via email or free newsletter.
- <u>Small Gift</u> Give your significant other a small gift like a stuffed animal or piece of jewelry to show that you are thinking of them. You could also give your customers small gifts with their product that has your advertising or logo on it.
- <u>Picture</u> Give your spouse, girl/boyfriend a romantic picture to show how you feel about them. In the business world, you can also use pictures, graphics and other visuals to enhance your sales letter or website.

Long Term Money Relationships

When you're in a long-term relationship or marriage, people often get lazy and neglect the things that made their relationship special in the beginning. Often it's because their feelings are different than they were in the "honeymoon" phase and they begin to take their significant other for granted. This can lead to partner problems and break-ups.

Businesses have the same challenge with their customers, subscribers, affiliates and joint venture partners. Companies should make sure they offer a consistent and well-maintained connection to their customers in order to keep their business for the long haul.

- <u>Practice Romance</u> You need to keep doing romantic things, even after there is less romance in your life. Many couples make the mistake of not being romantic with each other after they have been together for a long time, especially married couples. You can bring back the magic of those first days by making an effort to do romantic things for your significant other. Businesses can also keep it new by regularly introducing new products and services to their customers. Don't be predictable, practice spontaneity.
- <u>Time Together</u> Try balancing your time so you have time together to appreciate and enjoy each other's company. It's important for those we love to know that you will always make time for them. Business owners should also offer time with costumers at live events like seminars, luncheons or workshops, to have a personal moment with them.
- <u>Touch Often</u> You need to make an effort to touch your significant other many times a day to remind them that you love them. Of course, it doesn't have to be sexual in nature. It could be a hug, taking their hand or a pat on the back. Businesses should also use as many ways as possible to reach out and touch their customers, like social networking, email, phone, websites and direct mail.
- <u>Deep Conversation</u> After being together for a long time, most couples talk about chores, children, school, or work. Try keeping your conversations with your significant other new and fresh by talking about your dreams or your goals. In a business sense, this means keeping in good contact with your costumers and their needs. By talking to them and getting to know their desires, you can create a product or service that meets their needs.
- Spontaneity Change up your daily or weekend routines so your relationship keeps newness to it. Take your significant other on an unplanned weekend getaway or something else that surprises them to keep the spark alive. Businesses can also surprise their customers every now and again with fabulous promotions, contests or new products to draw customers' attention and keep from becoming predictable.

- <u>Date Night</u> When people are very busy in their professional life, it's helpful to keep connected to your significant other by having a once per week date night. This is time that you both commit to spend together and gives you the opportunity to get caught up with each other, re-establishing your bond. Businesses should understand that it's easier to get a current customer to buy a product than a new prospect. By keeping connected to your costumers and reminding them you appreciate their business, you can be assured that most of them will continue to buy your services.
- Express We should all learn how to specifically express our romantic and loving feelings from the heart. It's good to say "I love you" a lot, but also show it with loving gestures and actions every day. Businesses should express their sales messages in multiple ways like articles, tips and other content, so customers are reminded of the wide range of products they offer.
- Best Friends You need to remember that your significant other is also your best friend so you should always treat them like one. You should help them stay motivated in their dreams and support them as they follow their ambitions. Businesses can also motivate their customers to have better lives and reach their goals by introducing products that can assist them. By treating your customers like you would a friend, you are creating a win/win buying environment.
- Respect It's important to understand that your significant other is also a separate person too. You need to respect their privacy, time, work, hobbies and interests. There may be a situation where you have to work at getting along with their family, friends, co-workers or ex's. Allow them the respect of having a life besides and before you. Businesses also need to respect their customer's privacy, making sure they can securely order products and not allowing their private information to be made available to anyone.
- Nothing's Perfect You need to remember that any relationship is hard work and requires a lot. You have to make personal sacrifices, take on extra responsibilities and lose some freedom when you are committed to someone. Nothing is perfect, especially relationships. They are an ebb and flow of feelings, some days feeling like a romance novel and other times like a bad dream. The rewards are in having someone you trust by your side and having love and support. Owning a business is the same. It's a hard and often difficult process that will eventually lead you to long-term financial success and stability.

Solving Your Money Problems

In any relationship there will be problems, misunderstandings and disagreements. Learning how to communicate and make up is very important to a successful, long-term relationship. Businesses also have relationship problems with their prospects, customers and employees that need to be worked through.

Below are some examples of how to reconnect after a romantic or business relationship has experienced challenges:

- Apologies You could of course say a simple "I'm sorry" which is a good start. You could apologize through a hand written letter, card or even an email. If it's a customer who isn't satisfied, you could personally contact them as the owner of your business, making them feel important and special.
- <u>Gifts</u> You could give your significant other a special gift that will persuade them to give you another chance. If a customer is unhappy with their purchase, you can give them a refund and a freebie for at least trying out your product. This better ensures that they may still order your other products in the future.
- <u>Counseling</u> You could offer to pay for relationship or marriage counseling so you can
 work out the problems with a neutral third party. If you are having difficulty with any
 aspect of your business, you could hire a consultant, coach or trainer to help remedy your
 issues.
- <u>Positive Changes</u> You could decide to change any bad habits if they are a source of your relationship problems. Show your significant other that you are committed to changing and give them proof by getting help. In a business sense, if your profits are low, you'll need to really look at where you are responsible. Eliminate any overspending or unnecessary expenses.
- Compromise There is always room for both sides to compromise. If you both search for common ground, you often find that you have more keeping your together than apart. It's no help being selfish or letting your pride or ego get in the way. If a customer isn't to be happy with the refund you gave them, you could offer them a discount coupon or a free membership and see if that satisfies them. Everyone wins this way: you keep a costumer and they feel that they've gotten their money's worth.
- No Attacking The quickest way to damage a long-term relationship is to cross the line into name calling or attacking the other person. Learn to communicate with your significant other like a grown up and work things out in a loving and mature way. If you are negotiating a business deal and you feel taken advantage of, keep your head about you. Maintain everyone's respect by remaining calm and logical.

- Forget the Past It's a good idea to forget about negative experiences in the past and move forward to solve current relationship problems. It doesn't fix anything to bring up past mistakes and arguments unless it's absolutely necessary to move through the disagreement. Try to keep focused on the positive things about your relationship. If you have had difficulty in a business situation in the past, don't dwell on it. Most successful entrepreneurs are mostly focused on the present and future.
- Space Sometimes we all need some space to process and think things through. It's good to allow people their time and space and what usually happens is that both people find that they end up missing each other. If your business sales are slow you shouldn't just pound your prospects with ad after ad. Take some calculated time away and you'll be surprised at how many costumers begin to miss you. When you finally do return you have their full attention and desire for your services.
- <u>Honesty</u> You need to admit and confess your mistakes if you did something wrong and take responsibility for any negative actions that affected the relationship. Don't blame someone out of pride and be as honest as you can in all romantic relationships. The same is true in business. You may make money by being dishonest but it will eventually come back to bite you. If you give honesty in your business dealings, you'll mostly get that in return.
- <u>Privacy</u> It's a good idea to keep your relationship problems to yourself and not get friends and family involved because they usually aren't neutral. They can also say and do things to make the relationship problems even worse. In the business world you should try to keep any problems or concerns about your company to yourself and not let your competition know that you are going through a difficult time.
- Patience You should try to have patience with your significant other's negative words or comments because they usually aren't intending it in a personal way, even though it can seem that way. We all get stressed out and say things we don't mean, so in relationships it's a good idea to pick your battles. Just breathe and stay logical so you can be the one who helps solve the problem that is causing the disagreement. In the business world, patience is also a virtue. It comes in very handy when you are dealing with unhappy costumers or a disgruntled employee. Becoming successful also doesn't often happen overnight; patience is needed for the long journey.

Conclusion

Some people fear making money in the same way they fear asking someone out for that first date. I hope that this information gives you some confidence in your abilities and shows you that attracting money and a loving companion can be quite similar. Neither is easy but both are very possible.

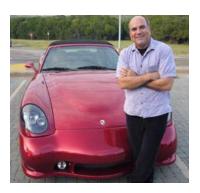
In any relationship, hard work and focus are necessary. Any attraction, romantic or otherwise, also requires trust, loyalty and patience to become an intimate working union. Use what you know about love and friendship and apply it to your business practices. You'll be happily surprised by the connections and long term satisfaction you will receive back.

And remember that what you give to others comes back to you. Whether in business or in love you should offer only kind, supportive and positive intentions to any relationship. This ensures that your business and your love life have a chance to grow into its highest and most successful form.

CATALOG OF PRODUCTS

BY DR. JOE VITALE

"Give me 4 hours and I'll show you how to ATTRACT A NEW CAR (or anything else you can imagine) using my 5-step easy system! I've attracted 7 new cars so far and now I'm teaching others how to manifest them! Want to be next?"



Would you like a brand new car despite your credit, your work status, or the amount of money you have in the bank?

Would you like to practically MAGICALLY MANIFEST IT?

Recently, 1,000 people called in from all over the world to listen to an unusual four-part teleseminar series I hosted called *How to Attract a New Car*.

And the results were amazing. (Now you will have the opportunity to listen in on this riveting set of tele-seminars yourself).

You have to stop and wonder...

- How can everyday average people like you and me actually attract new cars?
 - How can a person get a Bentley (worth \$250,000) for only \$5,000?
- How can someone with no credit and no cash drive off with a brand new car?
- How can someone terrified of cars and car salesmen get over it in just days?
 - How can I go from poverty to having BMW build a new car for me?
 - How is all this possible?

Find out for yourself!

To learn more and order today, go to...

www.attractanewcar.com www.MiraclesCoaching.com

What stage of awakening are you in?



Why did Albert Einstein say - "No problem can be solved from the same level of consciousness that created it"? Because the only way to make all your problems disappear is to transcend them. (But how?)

Popular bestselling author and star of the hit movie "The Secret," Dr. Joe Vitale will take you on a magical journey through the four stages of awakening. Dr. Vitale will instruct you on the pitfalls and practices of each stage and will finally lead you into the fourth and final stage of complete awakening - a place RARELY described before. In the downloadable *Awakening Course*, you will learn...

- What it means to be awakened and why it's so important
- How you can create your own awakened life filled with miracles
 - The steps to get out of the "victim" mentality
- Ways to TURN YOUR FEARS INTO CATALYSTS FOR SUCCESS
 - How to move beyond ego
 - 5 steps for attracting anything or anyone into your life
- The missing secret for making the Law of Attraction work every time
 - HOW THE UNIVERSE WORKS (the real truth)
 - Cleaning and clearing methods allowing miracles
- New perspectives on money, role models, and the power of your unconscious
 - How to re-state complaints into positive life-changing intentions
 - The role gratitude plays in attracting what you want in your life
 - How to co-create with the Divine
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Listen to this - "The Secret to Attracting Money!"



The potential to attract money and create abundant wealth doesn't reside in your job, your circumstances, or even the economy. **It resides within YOU**. Your mind is equipped with the NATURAL ability to **attract as MUCH money as you want and need** — at anytime, anyplace, in any financial climate, without struggle. **You just have to know how to trigger it.**

In this life-changing "abundance" program, self-made multimillionaire and "The Secret" co-star, Dr. Joe Vitale, shows you how to tap into the awesome force of the Law of Attraction, and focus it like a laser for one purpose -- attracting more money into your life.

Dr. Vitale will show you empowering new thought processes that will open the floodgates to UNLIMITED MONEY AND WEALTH. You'll also learn how to:

- Attract money in any economy using a PROVEN 5-step economy-proof formula
 - Reprogram your mind to start attracting money right away
- Avoid the lies, myths, and media conspiracies that will keep you in a state of "victimhood" and "poverty consciousness"
- Uncover compelling new reasons for wanting money that **will amplify your money-attraction powers**, allowing you to attract money & wealth easier and much faster than you can imagine
 - Utilize Dr. Vitale's proven tips, insights and resources to help you attract money at lightning speed
- Create business and entrepreneurial opportunities, while doing what you love -- by following a detailed, step-by-step plan

And so much more!

The Secret to Attracting Money comes with 6 CDs, 2 Bonus CDs, DVD, and interactive workbook. To learn more and order today, go to...

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Why haven't YOU attracted all the money you want? What's the real secret to removing hidden inner blocks so you can <u>have more money ASAP?</u>



"At last! - You can now start clearing the unconscious limiting beliefs that have prevented your attracting all the money you desire!"

The *Clearing MONEY Audio*TM is a BREAKTHROUGH IN PERSONAL GROWTH. It contains original music by Pat O'Bryan (an accomplished musician with several CDs released) and original statements by Dr. Joe Vitale, a certified hypnotherapist and "master belief cleanser."

The combination of spoken commands and original music, combined with some high-tech binaural sounds [Milagro VFTM], creates a unique audio that speaks to your unconscious mind. The music is easy listening, relaxing, and de-stressing. You can play it while you work, drive, rest, exercise or even sleep. You can listen to it once a day, once every few days, or whenever you feel inspired to play it.

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Like you, I hear about so many health products and read so many claims that most of it becomes a blur. And most of it isn't more than hype, anyway. So I'm as skeptical as anyone when it comes to the ''latest thing,'' especially in the world of health...



...But I keep an open mind, keep researching, take a handful of proven products myself, and stay hopeful that one day I'll find a new product that actually does what the marketing for it claims.

After all, I'm 55 now and want to take even better care of myself.

I currently take *a lot* of health products. (See some at www.mrfire.com/hypnotic-products/nutrition.html) But I thought you might be interested in one of the newer products that I take. I'm only offering this as information, for you to review yourself.

If you (or someone you know) is interested in better health and/or anti-aging, this might be of real value. It might even be a life-saver. It might even be the Fountain of Youth.

It's called Youth Juice.

Why is it so special?

Youth Juice currently yields the highest ORAC value of *any* product on the market (12,350 per serving). In the world of anti-aging medicine, highest ORAC translates to highest anti-aging effects.

But what does that actually mean?

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ORAC means *Oxygen Radical Absorbance Capacity*. The average ORAC intake for humans is approximately 1,600 per day. Even those who consume 4 to 5 servings of fruits and vegetables per day - and who does *that*? - only obtain around 2,000 ORAC.

Yet scientists at the USDA-ARS Human Nutrition Research Center on Aging at Tufts University now recommend a daily consumption of antioxidant nutrients between 3,000 to 5,000 ORAC.

Obviously, we're not getting enough of it.

But remember, Youth Juice currently yields the highest ORAC value of any product on the market - 12,350 per serving!

Now maybe you can sense why I am getting more excited about this product. Youth Juice is a drink made of 100% pure organic berries and sea vegetables. It tastes like a rich fruit juice. You drink 3 ounces in the morning. That's it.

It contains 7 important antioxidant-loaded and cancer-fighting berries (raspberries, blueberries, blackberries, black elderberries, blackcurrant berries, boysenberries, and cranberries).

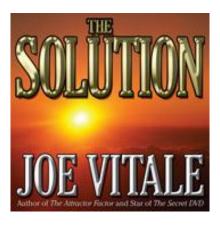
It also contains 3 immune-enhancing and detoxifying sea vegetables (fucoidan, rockweed, and ulva).

Rather than pretend I know what I'm talking about (I'm not a medical doctor, remember, though I am a member of the American Academy of Anti-Aging Medicine), just visit the site below for more information.

Again, I feel this is essential to good health. I take it myself. Get more details at:

http://ourworldnetwork.com/mrfire

What is *The Solution* to all Problems?



Dr. Joe Vitale goes beyond feel good pep talks to reveal the real solution to attracting miracles in EVERY area of your life and transcending your problems.

Inspiring, enlightening and mind expanding, Dr. Vitale's *The Solution* involves a proven step-by-step methodology to quickly get you out of what he calls "Victimhood."

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- How to break free from victim mentality so you can get on with your life
- How to release limiting beliefs about money and relationships once and for all
 - How to release fear and find courage in every area of your life
- How to go from goal "setting" to goal "getting" faster than you can imagine
- Three time-tested ways to ATTRACT MIRACLES in every area of your life
- The four-step path to true spiritual awakening
 Three words that are guaranteed to change your life (and the planet) forever

Discover *The Solution* today!

To learn more and order today, you can purchase at either iTunes or Audible.com below...

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"What Would Happen if 8,185 People Held an Intention for You Personally?"



FACT: 23 scientific studies PROVE that when groups of people meditate, the crime and violence in their area goes down

AND the wealth, peace, and prosperity goes up.

I'm creating a community of people to do just that - hold your intention (whatever it may be) FOR you - The combined energy of this number will virtually guarantee your results!

Think of what this would mean to your life, your family, your city, state and even the planet!

Read on to discover how to join this movement TODAY!

What kind of miracle are you looking for?

Whether it's love, healing, money, or anything else, wouldn't it be easier if you had help? Of course it would.

And that is the inspiration behind *The Attract Miracles Community*.

You get access to other members who can help you attract miracles -- guided meditations to help you ATTRACT MIRACLES FASTER than ever -- personalized answers to your questions -- new audio or video presentation every month -- access to my "Miracles Library" of digital books -- inspiring videos -- AND MUCH MORE!

You'll also get instant access to many of my courses, seminar audios & videos (and MORE will be added each month) including: *Zero Limits I* Audio Program, *Zero Limits II* Audio Program, *Breakthrough Manifestation Weekend I* Audio Program, *Breakthrough Manifestation Weekend II* Audio Program, *Miracles Weekend in San Diego* Video Program and my exclusive *AAA Plan to Attracting Wealth* program.

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Activate the full power of the Law of Attraction using the critical "missing piece" that empowers you to automatically and consistently get what you want!



According to Dr. Joe Vitale, it's one thing to know what the Law of Attraction is. But if you want to put the power of this incredible natural force to work for you in a positive and consistent way, you MUST understand something else...the "Missing Secret" that will bring it all together for you. In this wise, warm, and ultimately life-changing program, Joe Vitale uncovers what this missing component is, and shows you how to use it to attract wealth, health, success, happiness, love, and more into your life - quickly, consistently, and automatically.

In these 12 sessions you'll discover how to:

- Turn ANY desire into reality, using the PROVEN 5-step Attractor Factor Process
- Stop attracting what you don't want, by identifying and eliminating the subconscious beliefs that are bringing negative experiences into your life right now
 - Remove all your limitations and start living and achieving at a level you never imagined possible before, using the revolutionary Self-Identity Ho'oponopono Process
- Begin to instantaneously HEAL injury, illness, disconnects, and more, using 4 simple phrases
- Attract positive outcomes into the lives of others no matter how far away they are or how difficult their challenges may be

And so much more!

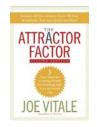
The Missing Secret comes with 6 CDs, Install and Transcend The Secret DVD, The Missing Secret Interactive Progress Guide and Thought Vibration book.

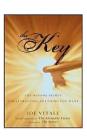
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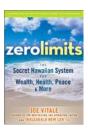
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Be sure to pick up these other titles from Dr. Joe Vitale











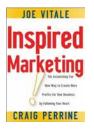
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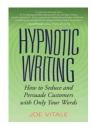
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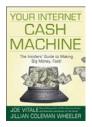
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Life's Missing Instruction <u>Manual</u>

Seven Lost Secrets of Success



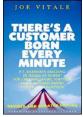






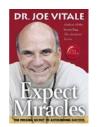
Inspired Marketing

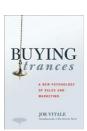
Your Internet **Hypnotic Writing Cash Machine** Meet & Grow Rich











There's A **Customer Born Every Minute**

Spiritual Marketing

Expect Miracles

Buying Trances

ALL AVAILABLE AT

amazon.com

About the Author

Dr. Joe Vitale is the author of far too many books to mention here. Here are just a few of them:

He wrote the bestseller, *The Attractor Factor: 5 Easy Steps for Creating Wealth (or anything else) from the inside out.* It became a #1 bestseller twice, even beating the latest Harry Potter book.

He also wrote *Life's Missing Instruction Manual: The Guidebook You Should Have Been Given at Birth.* It, too, became a #1 bestseller and was picked up by WalMart.

Joe also wrote *Hypnotic Writing* and *Buying Trances: A New Psychology of Sales and Marketing*. Besides all of his books, Joe also recorded the #1 best-selling Nightingale-Conant audioprogram, *The Power of Outrageous Marketing*.

Joe's marketing methods have made people millionaires. He's been involved with every aspect of marketing, from traditional direct mail to publicity to infomercials. He is the president of Hypnotic Marketing, Inc. and is the world's first hypnotic writer. He created a home-study course called "Hypnotic Selling Secrets" -- and made \$450,000 in 3 days selling it online.

He's being called "The Buddha of the Internet" and, after his huge weight loss, "The Charles Atlas of the Internet."

Known for his outrageous publicity stunts, Joe received local and national media attention from the likes of The New York Post for "The World's First Canine Concert" (http://www.canineconcert.com/) in order to promote his bestselling book: There's a Customer Born Every Minute - P.T. Barnum's Secrets to Business Success book.

Joe is also one of the stars in the hit movie The Secret (http://thesecret.tv/). He was seen on Larry King Live on November 16, 2006 and March 8, 2007.

On March 6, 2007, Joe was interviewed on ExtraTV to talk about "Hollywood's Latest Craze: 'The Secret.'" On November 19, 2007, he was a guest on CNBC's "The Big Idea" with Donny Deutsch: http://blog.mrfire.com/ (11/20/07 post).

He was also featured in Newsweek's March 5, 2007 issue, story titled: "Decoding 'The Secret." He was a Keynote Speaker at the prestigious National Speakers Association Convention in San Diego, CA in July, 2007.

In addition to "The Secret," Dr. Vitale has been featured in the following films: "Try it on Everything," "The Opus," "Leap!" and "The Compass." Also, coming soon to a theatre near you: "Breaking through the Barriers" and "The Meta-Secret."

Dr. Vitale discovered that there is a "missing secret" to success. He says many people do everything right but still don't get great results. Why not? He says there are counter-intentions www.MiraclesCoaching.com

you need to clear. He's created several ways to do just that, from his new Miracles Coaching program (www.MiraclesCoaching.com), to the incredible method explained in his book, Zero Limits.

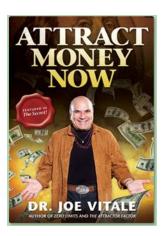
Dr. Vitale's style is inspiring and informative. He doesn't speak so much as to inspire. His mission is to help you achieve your dreams.

For access of Dr. Vitale's marketing expertise, sign up for his complimentary newsletter "News You Can Use!" at his main website at www.mrfire.com

For thoughts, news, riffs and reviews by Dr. Joe Vitale ("Mr. Fire!") about marketing, publicity, selling, hypnosis, copywriting, books, fitness, metaphysics and anything else he cares to comment on, including healing, humor and the Internet, be sure to visit his blog at:

http://blog.mrfire.com/

Also, have you picked up your copy of my newly released book, *Attract Money Now*? It's FREE! (If you don't have it, you're going to want to get it.)



You can sign up and get it here at...

http://www.attractmoneynow.com

and remember, it's FREE!

To contact the author of this book, please e-mail <u>Suzanne@mrfire.com</u> or visit his website at: www.mrfire.com

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