



SECRETS OF SELF-MADE  
MILLIONAIRES

*There are 16 skills self-made millionaires have.*

*Each skill is learnable. If you're willing to take the time to first, follow this presentation, and second, spend the time you need assessing your skills and learning, you can become a self-made millionaire.*

*Success is not an accident.*

*It does not happen on its own.*

*To be successful, all you have to do is follow in the footsteps of successful people. They've already paved the path, you just have to drive down the road that's in front of you.*

*Brian Tracy is about to show you that road.*

*Brian Tracy is chairman and CEO of Brian Tracy International, a company specializing in the training and development of individuals and organizations. He is the best-selling author of more than 36 books, has written and produced more than 300 audio and video learning programs, and addresses more than 250,000 people each year.*

## **"If you don't have these qualities, the qualities are learnable."**

According to Brian Tracy, one of the most important elements of control you have over your life is this: You can pick an effect you want—a place you want to go, an outcome you seek, a goal you want to achieve—and you can find someone else who achieved that very same goal. From there, you just have to follow the path they took to get there.

In the presentation you're about to experience, you'll discover 16 skills self-made millionaires have.

The 16 skills or qualities are the path to self-made success you need to create your own fortune. These essential elements of success are 100 percent learnable and repeatable. As you listen you'll also learn:

- Ways to get off Someday Isle and move your life in the right direction.
- How to develop a sense of control and of coherence in life.
- The 20-idea "mindstorming" method to find your self-purpose.
- And much more!

Start listening now, take notes, access your skill level for each of the 16 skills Tracy will share, and get on the proven path to self-made success.

## Secrets of Self-Made Millionaires

Using the outline below, write down each of the 16 learnable skills or qualities self-made millionaires have. Under each skill, rank your own understanding and mastery of the skill on a scale of 1 to 10.

Skill #1: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #2: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #3: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #4: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #5: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #6: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #7: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #8: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #9: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #10: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #11: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #12: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #13: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #14: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #15: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

Skill #16: \_\_\_\_\_

1 2 3 4 5 6 7 8 9 10

## Secrets of Self-Made Millionaires

Do you have a dream list? The first skill on your list of skills should be “dream big dreams.” Use the space below to make your “dream list.”

Follow Brian Tracy’s instructions provided at 11:30 in the presentation to complete your list.

Notes: