

Introduction preview...

It's easy to assume that the world owes us a life. When we're faced with hardship, it's so much easier to sit back, and wait for others to pull us through. If they don't we feel cheated. After all, the world let us down... or did it?

My experience tells me that the only thing we can count on to produce results is our own efforts. Waiting only makes for more waiting. I learned early that if I truly wanted something there would always be a price. Before the world was going to pay or give me anything, I had to give the world something first. How did I learn that? I sat back. I waited. I did nothing. I got nothing.

I learned my lesson.

No-deposit/no-return proves itself again and again every day. We can see it with the ex-con leaving prison, watching for the first easy dollar he can lay his hands on. We find proof on the city street where the single mom sits on the front steps, wondering how to scrape by until she gets her next welfare check. It's there in eyes of the addict who's lost track of everything but his next fix.

But it's also there in the other ex-con, the one who takes the first real job he can find, and then makes an honest effort to show off his brains and talent. It's there when the single mom bakes a birthday cake for a friend, then turns all the compliments into baking-for-profit. We see it when the addict puts down the pipe and goes back to school.

No-deposit/no-return can apply to everything, from the rent money to a diamond ring. I started learning this concept as a child, when my father worked to put food on our table and a roof over my head. I knew from the start that when I was old enough I would have to fend for myself. If I wanted pocket money I had to work to get it. Gaining a good education and ultimate success required something more: setting goals, learning skills, and then putting those skills to work. Success needed a program, especially in a house and a town where no one expected you to succeed. I grew up in the poorest city in America, a place where very few people talked about deposits, and few could even imagine ever getting a return.

I needed a positive attitude, and I had to grasp the principle: no-deposit/no-return. If you aren't willing to give, you won't get. If you refuse to listen and learn, you won't have anything to give. You have to make deposits if you want a return. The more worthwhile the goal, the more true this is. There are always obstacles, but if you've made your deposits, you can overcome them.

In this book I will show you how to make your dreams a reality. That doesn't mean it will be easy. Making the impossible possible is never easy. This book is a guide to hard work. It is a way to make that work pay off for you. It is a blueprint for your success. In the following chapters I will share my personal journey and I will show you how to make deposits so that you can get the return you want.

Here are just a few things you will learn:

- How to make deposits
- How to overcome fear
- How to get beyond mistakes of the past
- How to turn belief into currency
- How to negotiate your true worth
- How to overcome obstacles
- How to use your imagination
- How to think without limits
- How to position yourself for prosperity
- How to discipline yourself for success
- How to kick out the "buts" in your life

and much more

The idea that you must give in order to get shouldn't stop you; it should start you. Giving teaches the value of getting. Work makes the goal worthwhile. Look at the kid who inherits his dad's business. If the kid has never worked a day in his life, he'll probably run the company into the ground. But if dad had his son start in the stock room, and learn the business from the bottom up, then the son will be able to use what he's learned to create new ideas of his own. Most of us don't inherit a business, but the rule still applies: If a goal comes too easily, you should set your sights on a higher goal. If the reverse is true, and achieving your goal seems impossibly hard, that's when you must look inside yourself. Only there will you find the faith and self-confidence to get you through. Belief is your first investment in your future. If you believe in yourself, you will find a way.

Belief is the currency in the marketplace of impossible dreams. It's the spark that lights the fire—the source of the energy you need to start making deposits in your future. Belief can make the impossible happen. I know that because I've seen it in my own life, and in the lives of others. Belief can give a singer a voice worth hearing. Belief can turn someone with two left feet into a dancer. Belief can fire up the dream that powers a complete education. Belief can help the high school or college graduate use that education to reach their dreams. Belief can turn a person with nothing into an entrepreneur. Belief comes before money, credit or education. Even if you start out with nothing, belief will get you there.