



**LOOKING FOR**  
**UFO's**  
**IN BUSINESS**

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# Looking for UFO's in Business

## Have you ever seen a UFO?

I have, in fact I have seen a ton of UFOs. Before you close this report thinking that I am crazy, let me tell you that there are plenty of people who believe in UFOs.

What is a UFO? It is an unidentified flying object. What I want to introduce you to in this report is the idea that you need to start seeing a different kind of UFO. What I'm talking about is Unidentified Financial Opportunities. That's right; UFOs are also Unidentified Financial Opportunities.

How many UFOs have you seen? If you haven't seen any, then you need to put on your UFO glasses and start to spot these things because they could take your business to a completely different level.

One of the things that you can do to help you to spot unidentified financial opportunities is to understand that success is achieved by building on strengths and not by correcting weaknesses. This doesn't mean that you just put off your weaknesses. If you want to build up a company or build up a huge amount of success, you have to focus on your strengths, and you have to build those instead of chasing around trying to correct everything that you see is wrong.

## Example:

Abraham Lincoln, when he was working with General Ulysses Grant, used to always get these reports on how General Grant was a drunkard. He was said to be a very heavy drinker. But Lincoln knew that General Grant was amazing when it came to winning battles. He knew that winning battles was Grant's strength.

Lincoln's view on this was straightforward...As long as being a drunkard was not interfering with Grant's strength in winning battles, Lincoln wasn't going to do anything about it

So, for the most part, Lincoln ignored it.



If he had chased behind General Grant to try to get him to correct all these other things that didn't really impact or even apply to what it was he was doing, it would have been wasting time. General Grant's strength was in winning battles and he was doing a great job.

I'm not saying that business is about ignoring all the different weaknesses you have. What I am saying is that when it comes to building success just focusing on everything that's wrong, everything that's missing, everything that's empty, and everything that's weak won't bring you success.



# What Are The Three Positions?

You have to be able to identify your strengths. Let's use a football team as an example. They get a new player. He's huge. The problem is that this guy can't run the ball; he can't actually do much of anything. He can't pass the ball. This guy is however unbelievable when it comes to blocking.



## What is the coach going to do with this guy?

Is he going to focus on trying to get this guy to learn how to carry the ball and run with the ball? No. He is going to focus on his amazing strength when it comes to blocking and he will put him in the front line.

The coach is not going to spend time and resources trying to create something out of this guy. It may be possible to do but it is easier to spend the time and resources maximizing and mobilizing the strength that he has already identified.

Do you think this is the best option?

Here's an example from my own personal life. In 2003, I never used to go out and travel and speak or do any of those particular things. I simultaneously had two different offers come in, literally back to back. Willy Crawford asked me to come speak and Armand Morin asked me to come speak, but I had never done this before.

I used to be a rapper on stage and I toured around the United States and Canada, but that was different. That was on stage, loud music and just having a blast, but I hadn't done public speaking or seminars or workshops.



So for me, that was a huge step. Although it looked like a huge opportunity, I was afraid; I didn't know what to speak on. I was thinking to myself, these guys want me to come out and speak, but speak on what.

Long story short, I went out and I did it. I was a mess for the most part, at least as far as I'm concerned, but I also met people that I ended up becoming great friends with at that time.

This opened up another opportunity and I realized that I had strength in this area. I was good at doing seminars and actually at public speaking. I used to minimize this strength because I had low self esteem. I started to look at everything that was wrong with me speaking in public.

I was looking at all my weaknesses and the experience that I didn't have. I wasn't looking at my strengths and I hated when people asked me to come and speak because I just didn't want to do it.

That was early on, but then I began to recognize that I had a strength in speaking and that I should maximize on it. That was the beginning and my wife and I began travelling all around the world. We travelled to South Africa, Indonesia, India, Thailand, Singapore, Malaysia, Dubai, Hong Kong, China, Japan, all over. Australia, Melbourne, Brisbane, Sydney, all over the United States, the U.K.

We ended up having over 505,000 people in our primary coaching program.

Those opportunities would not have been possible if I hadn't recognized my strength and started to build on it.

# We all have strengths and weaknesses.

What you need to do is find your strengths. Make a list of your top ten strengths. They can be general strengths. Now you need to look at your relative strengths and how these strengths relate to what it is you want to accomplish. Who is it you want to serve, and what is it that you ultimately want to get to.



In a bid to keep this simple what I want you to do is make a list of your five or ten top strengths and then look at how you go about operating your business or building an extra income right now. Then ask yourself, how many of these strengths are showing up in the activities you perform.

How many of your strengths are you leaning towards or are you highlighting and displaying in everything it is you're doing to grow your business?"

For many people, not all of their strengths show up. For some people, none of their strengths show up. It can be amazing to see that you are operating in an area that's not even your strength.

One of the things that we do when we open up our events is play this really big card game. What the game is designed to do is to show people their strengths and how their brain works. It also shows how their brain is designed specifically, and then what happens is they have this huge revelation.

What happens when this is done with big companies is that they realize that they have people operating

in the wrong areas. They are trying to force people to adapt to certain things instead of learning towards their strengths.

Ask yourself, have you adapted? Instead of looking at what your strengths are and then maximizing those and mobilizing those, have you tried to take it all on and adapt to do all these different things? Have you tried to adapt to do things that you really shouldn't be doing that somebody else should be doing?

While you're in the process of distraction, adapting and trying to do these things that you shouldn't be doing or leaning to things that are more weaknesses or maybe neutral, everything starts to suffer. You need to be focusing on your strengths. You will find that some of your biggest unidentified financial opportunities start to appear the moment you start to focus and appreciate the strengths that you have.

When you evaluate and do a quick assessment on yourself you will be able to see whether you have been operating towards your strengths or if you have been in this adaptive phase trying to adapt to do all the things that are not really your strengths but more of your weaknesses. Focusing on these things is choking off your ability to really perform and succeed.



What you need to do is make a list of your top five or ten strengths and then ask yourself how many of these are actually showing up in your business activities.

How many are showing up in your business processes? How many are showing up in how you go about operating your business and building your income.

You can also do a quick relative strength check too. What that means is take a look at those strengths you have already identified and see how relative they are to what it is you want to accomplish? Are they magnified? Or, are they minimized?

What we're doing is we're doing a reality check of how our strengths relate to what it is we're looking to accomplish. How do our strengths relate to the areas that we're going to be looking to compete in?

Checking relative strengths on the backend is great because it can give you the feedback that is needed so that you can make the adjustments necessary to move forward to where you want to go.

Success is achieved by building on strengths not correcting weaknesses.



## If You Are Sick And Tired Of Struggling To Make A Living, This Internet Millionaire Will Personaly Hand You Everthing You Need To Start Making Real Money On The Right Away

The economy is still in a shambles and experts warn the worst is yet to come. The government bailed at the banks and the auto companies but no one bailed out the little guy...except for one Internet marketer.



It's a huge leap from the mean streets of Washington D.C. to Buckingham Palace, but Stephen Pierce was recently invited for dinner by Prince Charles.

He's been featured on major television news programs and speaks to packed houses around the world. He preaches a very unique message...

### This Is The Best Time To Get Rich

This may be the toughest time in history to get a job. Homeowners are forced to walk away from their homes in the face of foreclosure. And the commercial real estate market is about to go down the toilet as well. Yet for many, life has never been better.

You see there is one sector of the economy that gets stronger every year. It's doing business on the Internet. And it seems everyone – from the big players to 80-year-old grandmothers – is getting in on the action. It seems the Internet has never heard the word recession.

Amazon.com was started in someone's garage. Today, it rakes in \$19,000,000,000 a year – that's

19 BILLION dollars. Stephen Pierce is people, it seems so daunting. That's why Stephen Pierce's **MRMI Super Cash System** has been so popular worldwide.

### Live The Life Of Your Dreams!

**YES!** You come home to automated cash each day.

**YES!** You can go on a vacation whenever you want.

**YES!** You can work from home or from any location in the world with an Internet connection (even the beach).

**YES!** You can pay off any lingering debt that is eating away at your life.

**YES!** You can drive a new car every year for the rest of your life.

**YES!** Your Internet business can become your own personal ATM machine.

**YES!** You will be free of your J.O.B. and bosses that drive you crazy.

**YES!** You can do this in just 60 minutes a day.

**NO!** This is not a job.

**NO!** You don't have to have any experience at all.

**NO!** It won't take you months (or even weeks) to get started.

### Super Cash Success Stories

Stephen is a popular motivational speaker and knows what to say to get people to take action. That's why his system is getting great results like these:

"I made more money than I thought I would in 11 months simply selling a \$29.95 information product on the Internet working from home. By following Stephen's teachings, I have been able to retire my wife, travel with the family, and enjoy the good life." – **Greg Cesar**

"I ended up with tons of sales in 21 days.

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**Claim Your \$4,276 Internet Income System Today for Just \$1 And You Get:**

- A 70 minute streaming video presentation of "Real Money, Real Fast." This dynamic presentation will get you moving. You also get the audio version too.
- The 7 Steps to Success Worksheet. Just fill in the blanks and you're on your way.
- 12 Instant Income machines with Private Label rights. These are income machines in the "go" position. You just add traffic and keep 100% of the income.
- 12 Ready-To-Earn Google Cash Creators. Just add traffic and Google will send you a check every month. Nothing could be easier.
- ...And much more!

Stephen believes in the power of the Make Real Money On The Internet In 7 Steps Super Cash System so much that's he's letting you claim his entire \$4,276 Internet Income System today for ONLY \$1.

**Click Here Now To Claim Your \$4,276 Internet Income System Today For...**

**ONLY \$1**

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# Identifying UFOs Worksheet

Thinking about the three positions in the context of your business, consider the questions that follow:

**1. Are there any UFOs that could benefit your business?**

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**2. Are you focusing on your weaknesses?**

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**3. Have you made a list of your strengths?**

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# Identifying UFOs Worksheet

**4. What strengths are relative to your business?**

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**5. How can you use your skills to maximize your business?**

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**6. Can your strengths be used to bring you closer to your goal?**

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# Identifying UFOs Worksheet

**7. List the strengths that you can build on that will be relative to your business.**

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**8. What is the top strength that you can maximize on to bring you more UFOs?**

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**9. Have you evaluated your business in terms of strengths and weaknesses and what are the results?**

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# Identifying UFOs Worksheet

10. Are you spending your time and resources on weaknesses?

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