

100K BUCKS A YEAR



By **Dennis Becker**



Disclaimer and Copyright Notification:

Copyright © 2015 by Dennis Becker.

The contents are based on the author's personal experience and research. Your results may vary, and will be based on your individual situation and motivation. There are no guarantees concerning the level of success you may experience. Each individual's success depends on his or her background, dedication, desire and motivation.

NOTE: Some of the recommendations in this report might contain affiliate links. If you click on the link(s) and purchase such a product based on my review and/or recommendation, I will receive a referral commission. Whether I receive a commission or not will not have any effect on the purchase price of the product. Additionally I am sometimes offered a complimentary product to review. My decision to promote these products is based on my own satisfaction with the products. I do not recommend crap, and any review I make will be based on my own experiences, which are not typical. You could do better, you could do worse, you could do nothing at all, and that is totally out of my control.

We make every effort to ensure that we accurately represent our products and services. There is no guarantee that your results will match examples published in this report.

Some links may change or even not work for many reasons beyond the control of the author and distributors. They cannot guarantee or otherwise be responsible for what you might find when you click through to sites not under the control of the publisher of this report.

About Me:



Dennis Becker began his Internet marketing career in 1998 by selling on eBay while still running a full time retail business. Beginning in 2002, he became interested in Internet marketing, and spent 3 years trying virtually everything with dismal results.

One day, frustrated and beat, but unwilling to quit, he devised a new strategy to simplify the entire process, starting with a mindset makeover. That strategy changed his life, and he wrote about it in the classic “5 Bucks a Day” book, available at Amazon, or through a link in the resources section.

He also opened an “Insiders Club” in 2007 to help Internet marketers achieve their first \$1000/day of profits by following proven, sometimes little-appreciated, business models to receive amazing results.

Contents

Introduction	7
The Dream of Earning 6-figures a Year	10
6-Figures a Year Is Achievable	11
My Story Isn't So Different From Yours	12
There Are No Gatekeepers.....	12
Let the Possibilities Give You Wings.....	14
Get Out of the Rat Race	14
What's the Secret To Earning 6-Figures a Year?	17
What's Standing In Your Way?	18
All You Need Is an Internet Connection and an Entrepreneurial Spirit	20
Can You Achieve 6-Figures If you've had No Success?	22
Can You Reach 6-Figures If You've Had Some Success?	26
Things You're Dealing with Can Hold You Back	28
Childhood Issues Can Hold You Back	28
Realize What You Fear.....	29
The 80/20 Principle Applies Here.....	29
Do You Think Success Is For Other People?	30
You're Different from People Who Will Never Be Successful.....	30
When it's The Fault of the Method... ..	32
Choose the Right Methods.....	33
There Are Many Viable 6-Figure Business Models	33
Choose Work That's in Line with Who You Are	36
Assessing Your Business and Mindset History	38
Setting Goals for Earning 6-Figures a Year.....	41
Breaking the Numbers Down	44
Figuring Your Reason Why You Want To Earn 6-Figures.....	47
Visualize Your Life As a 6-figure Earner	49
Study Successful 6-Figure Earners	52

Real Success Starts Now.....	55
Now It's Time to Choose Your Way Forward	57
Ways to Boost Your Chances of Success.....	59
How to Choose the Right Business Model for You	61
Choosing Your Niche, Brand, and More.....	63
An Overview of the Methods.....	67
Making 6-figures a Year with Info Products.....	70
Quick Step-By-Step.....	73
6-Figure Booster	74
Making 6-figures a Year with Affiliate Marketing.....	75
Quick Step-By-Step.....	77
6-Figure Booster	78
Making 6-figures a Year With List Marketing	79
Quick Step-By-Step.....	82
6-Figure Booster	83
Making 6-figures a Year with Freelancing	84
Quick Step-By-Step.....	85
6-Figure Booster	86
Making 6-figures a Year with Passive Income Streams	87
Quick Step-By-Step.....	90
6-Figure Booster	90
Make 6-figures a Year with Offline Consulting	91
Quick Step-By-Step.....	92
6-Figure Booster	93
More Ways to Earn 6-figures a Year	94
Combining Methods to Make Even More.....	96
More on Scaling up Your Business	98
You Are Going to Succeed at This	102
What to Do If Your Mindset Falts along the Way.....	104

Your 6-figures in a Year Schedule 106
You've Earned It! 6-figures in a Year 107
Want More? Here Are Some Resources: 108

Introduction

How do you define success?

To many, it's something that's not easily quantified.

A dictionary definition is "the accomplishment of an aim or purpose", but what aim, what purpose?

Another definition is "the attainment of popularity or profit".

So while one can certainly be a success without profit, we typically think of ourselves as successful if we do reach a level of profit that makes us able to satisfy the needs of ourselves, our family, and the causes that we hold dear to us.

For some, it's a matter of numbers, and unfortunately there can be an outward appearance that someone's a success, when in actuality the person is far from it.

That being said, for the purpose of this book, I want to define a number as a way to quantify financial success.

\$100,000 earnings in a year.

Or 6-figures.

Or 100K bucks.

And I know, not all will agree, but that number has been a dividing point for many who want to compare their earnings with those of other so-called successful people.

When I was struggling to make ends meet, a 6-figure income was so far away, it might as well have been the moon. I was deep in debt. There were years when my income on my tax return was negative, because my business expenses exceeded by income, and I was able to achieve that because I financed the expenses on credit cards.

I kept trying things, failing, trying more things... until one day I sat down and decided to simplify things.

Slowly but surely, using my simple strategy, I was able to get my income into positive territory, begin to pay down my debt, and feel better about myself.

I wrote about it, and called my first book “5 Bucks a Day” because my goal was to create passive income streams that earned \$5/day, using simple projects that might typically take a week to complete.

At that pace, my goal was to complete 52 5 buck a day projects in a year, which would bring an income of \$260 per day after those 52 projects were complete.

The book was so successful that I came to be known as the 5 Buck Guy, and many have told me that the book changed their lives.

After stacking \$5/day income streams for a while, there were many days when I was earning as much as \$1000 per day, and I decided to teach my methods inside a forum which I named “Earn 1K a Day” because I realized that the ability to earn \$1000 in a single day was a breakthrough for me, and I wanted others to experience it also.

I’ve written other books, and this one also has an easy to remember number attached... 100K Bucks a Year.

In the book, I’ll typically refer to 100K bucks as 6-figures, because I’ve found that people become impressed with 6-figure earners.

It’s not a be-all, end-all, of course.

Perhaps you don’t want or need to be a 6-figure earner. Perhaps you’ll be happier working less and having more quality time with your family. Perhaps your aspirations are higher. Perhaps you have your sights set on a 7-figure annual income.

Regardless, I think the tips in this book will help you achieve your financial goals over the course of the longer term. Not just \$5 in a single day. Not even \$1000 in a day, but \$100,000 in a calendar year.

If you can get there, and stay there, you'll have established an income base for yourself.

Will that make you a success? Maybe. Maybe not. It's up to you to make the definition.

Best wishes on your journey, which begins now...

The Dream of Earning 6-figures a Year

Picture this...

You want to earn an income of 6-figures a year. This figure, you imagine, would completely change your life. You wouldn't have to worry about money any more. You'd be happier, less stressed, and better able to do the things you want to do. This figure would mean the difference between becoming a success story and becoming just another failure. At least, that's how you feel about it right now.

You dream about making this your reality. Maybe you've even tried to make it happen before by buying into different methods, business plans, and “make money” products (what we often call “bright shiny objects” or BSO's).

Unfortunately, it hasn't happened for you yet. You're frustrated and tired of being in the same place you've always been in. Still, you dream. You wonder, "what if?"

You're tired of that dream because it seems so untouchable, so different from the life you're living now. You're ready to actually make it happen. You know it's possible to earn 6 figures with your own business—you know you're not being unreasonable by dreaming about this. There are people all over the world who have started their own businesses, from home, and who earn a six-figure income... Or more. Many of them remind you of yourself...and what do they have that you don't have?

You wonder... if they can do it, why can't you? The answer is... you can.

You don't want to just dream about this, you want this to become real. You're ready and willing to work hard to truly transform your life. You only have one life to live, so it may as well be exactly the life you want. It means so much to you to be happy, fulfilled, and well taken care of—not to mention the satisfaction you'll get from giving your family a better life.

It would be such a weight off of your shoulders to not have to worry about money, or your future, or the future of your family. It's so important to you to clear all of your debts to live a debt free life, and a 6 figure income could certainly make that happen.

Earning 6 figures a year would enable you to take amazing vacations at the drop of a hat, save up for your children's college fund, put away for your retirement, and live without financial worries altogether. Even just thinking about it feels so right, so good. This is your life, and you're ready to claim it.

6-Figures a Year Is Achievable

I'm here to tell you what you already know-- 6 figures a year is achievable. You just have to believe in yourself and pay attention to the principles I share with you in this book. One of the most important things you should know is that it doesn't take a special person to make this happen. It doesn't matter who you are or what your circumstances are right now, you can make this work, if you're willing to work it.

You don't have to buy into expensive systems and business plans (in fact, you can get started for zero dollars, in many cases). It's time to end the cycle of buying products and plans and never really implementing them. Take action and work on your mindset and anything is possible.

Yes, I just said a word that some people cringe at... the idea that mindset is responsible for success. Please, just give me a chance to explain, and I think that by the end of the book, you'll not only agree with me, but you'll be better positioned for the success that you deserve, and that you want... you do want that, right?

No, I'm not going to talk about mumbo jumbo, or law of attraction, whether or not you or I believe in either of those factors. Again, bear with me, you'll be glad you did.

You don't have to do anything tricky to earn 6 figures a year or build anyone's business but your own. This doesn't have anything to do with MLM, or begging people for money, or selling "dreams" to your friends and family, or anything like that.

This is about building a *real* business – a business you can be proud of. This is about building a six-figure annual income business that makes you happy. You'll be able to wake up each morning and smile because you know you'll be doing the

kind of work you want to do. It's an amazing life. I know, because I live it. And as you'll find out, I started in a very similar place to the one you're in right now, actually maybe even a far darker place.

My Story Isn't So Different From Yours

There are so many people out there who have made this happen for themselves. I'm lucky to be one of them. It wasn't that long ago that I was deep in debt with my offline business and didn't know what I was going to do next.

A series of circumstances led me to online business. I worked hard to change my mindset. I worked hard to put time-tested principles into action so I could start earning. And it worked.

That was several years ago now and I'm proud to say that I've helped many others achieve what I've achieved. I've been able to build my income to levels I wouldn't have dared to dream about before I allowed myself to do what it took. I was holding myself back before, but working on my business in this way has completely changed my life.

It's not just me, by any stretch of the imagination. There are so many people out there who are earning 6-figure incomes on their own terms, some quietly and some shouting it from the rooftops. They're working from home, or from their own office, and have the business they've always dreamed of having. They're living life on their own terms and stopping at nothing to live their ideal life, forever.

There Are No Gatekeepers

If you've lived your life working "typical" jobs, then you're probably tired of hearing the word "no." You're tired of people telling you what you can and can't do, dictating your income, lifestyle, and level of happiness. That all ends now.

Before we really start, let me just say one important thing. Some people love being a small cog in a big wheel. Some people like to be told what to do, to do mundane jobs for not enough pay. They like to work their 7 or 8 hours a day with very little security that they'll be working next week, and very little pay, because they're afraid of being bold, and creating their own paycheck.

At one point in my life, that was me. I had a secure job, and I could go home at the end of the day to my family and watch television and play with my young son, and go on a vacation for 2 weeks each year if I could afford it.

But suddenly I decided that I wanted more, that I deserved more, that my family deserved a better standard of living than my relatively low salary gave us. I decided to become an entrepreneur and create my own destiny.

Not everyone wants that, and if you don't, that's fine too. I suspect that since you're reading this book that you want more than what you're currently getting, but think of a world without people who work for the companies, cook and serve in the restaurants, deliver mail and packages and stock shelves in the department stores and grocery stores, work the cash registers, handle customer service phone calls, build automobiles and cell phones and computers and all the thousands of jobs that, if they went unfilled, would make this world a much sadder place.

So the point is, some people are happy being told what to do, when to do it, and how to do it, and have no control beyond doing what they're told.

And others want to be in control of their own lives, with no limits placed on their ultimate success and income.

Which are you?

When you decide to take control of your life to start earning a 6-figure or higher annual income, there's no one to tell you that you can't do this. There's no one to tell you that you can only earn a certain low income every year. I'm here to tell you that you can write your own paycheck. You can decide what you earn every year. You can decide to do the kind of work you love—work that fulfills you.

You just have to believe that you can make it happen. You have to buck the trend most people follow of working for someone else on someone else's terms, marking earnings hour per hour, dollar per dollar.

You're ready to get out of debt and have more money in your bank account. You want your future to be stable, completely unshakable. The burden of having

more month at the end of the money lifted forever. Believe me, I know as well as anyone what it can be like to have worries about money – to feel the pressure of debt weighing on you.

Let the Possibilities Give You Wings

Maybe this is the first time you've ever considered the possibility of starting your own business to earn at least 6-figures per year. If that's the case, then I'm glad you found this book early on. Consider yourself lucky...not because it's a book I've written, but because it signals that you're ready to open up your mindset and take massive action, stopping at nothing until you're earning a solid 6-figure income each year.

If you're like many people, then the chances are good that this isn't your first time trying to earn 6-figures per year. Don't let that deter you—the past is in the past. Maybe you've been spinning your wheels for years and still haven't had success. You feel you're banging your head against the wall, desperate for some kind of breakthrough. I'm hopeful that this book will be your breakthrough. The possibilities are there, so let that motivate you and carry you through to success.

Get Out of the Rat Race

If you currently work for someone else in a job you despise, then it's time for you to get out of the rat race. You don't have to wake up early in the morning, commute to work, and receive a paycheck that's way too small. Ditch your boss and leave on your own terms. Feel the freedom that comes from liberating yourself from the chains of living a “normal” life with a “normal” job.

When you decide that you're going to start your own business and make 6 figures a year, you can work where you want, when you want. You can work hard to receive the kind of paycheck you want to receive. There is literally nothing holding you back from making this happen. If you're making 6-figures a year from your own business, then there's no reason you have to stay in a job you hate. There's no reason you can't decide when you work, where you work, and how much money you want to earn every month and year.

If you feel like you're trying and failing to make this happen, starting and stopping, what you're about to read will help you with that. I'll say it again—the

past is in the past. It doesn't matter what mistakes you've made or how many times you've tried and failed before. I'm here to help you get into the right mindset so you can take the right steps to successfully start your own business and earn 6-figures a year.

It really is that simple. You need a mindset of success and you need to take the right steps to make it happen. Put your head down and focus, pushing past the downs, concentrating on the ups, and reaching the top of that mountain refreshed, invigorated, and living the life you want.

Again, you don't want this to be your dream – you want this to be your reality. It's time to make it happen. You're pumped up and excited. You feel your heart pounding because you know that you're on the right path.

Before we dig into the “do this, then that” 6 figure business plans, we're going to talk about mindset issues. What most people don't realize is that very successful people have a different mindset. They have a mindset of success instead of a mindset of scarcity and failure. That's what you need to have. This is truly the first step and it's what's going to help you make big changes in your life, no matter how long you've been dreaming of this.

Don't skip past the mindset stuff, no matter how much you might be tempted to do so. Get the mindset right and everything else will fall into place. I've spent a lot of money, time, research, and testing and tracking to figure out how to help people develop a mindset of success so I can help as many people be successful as possible, and I'm proud to present what I've discovered to you here today.

This is what most people who try to teach you to earn an income online leave out. It's not that their methods don't work. I'm willing to bet you have dozens of workable business plans and methods on your hard drive right now. But it's the mindset piece that's missing. No worries, because I'm going to give you both—the mindset plans and the business plans.

In fact, you might already have the business plans available to you, but they haven't worked because of what's missing as far as proper mindset.

My own success came at a very dark place in my life, when I stepped back, inventoried my skills, and said to myself that I was certain that I already knew

enough to be successful, I just had to approach things a tiny bit differently than I had been in the past.

Why am I so confident that the book you're reading right now can open up doors for you and help you earn 6 figures a year? It's because this is the formula you need. Mindset and solid plans. Adjust your mindset, grab success, and take action without stopping. That's it—that's what you have to do.

What's the Secret To Earning 6-Figures a Year?

There are so many books, systems, and products out there that promise to tell you the "secret" of earning 6-figures a year. They sell promise after promise and gimmick after gimmick. You may have bought into some of these gimmicks – I know I have. It makes me shudder to think of the money I've wasted on tricks and gimmicks, the illusion of what these marketers were presenting to me shattered.

What you may not realize is that *most* of the systems you've bought into actually would have worked... if you'd had the right mindset. I believe most marketers, product creators, and business coaches do have good plans and intentions. And their plans would have worked for you if you'd believed in your success and had the right mindset, were motivated enough to follow through, and hadn't gotten distracted by other bright shiny objects.

Mindset is the key word right there. The true secret to success is having the right mindset. The answer is having a mindset of success and the determination to stop at nothing to get what you want.

Mindset isn't the sexiest topic when it comes to the dream of earning a 6 figure income, but believe it or not it's the most important topic. Most people are willing to buy a "fast money" or "easy button" product, but fewer are willing to buy a product or method they really need – one that helps them with their mindset.

In fact, that's why I've decided to combine moneymaking information with mindset information in the book that's in front of you. It's my hope that you'll pay attention to the mindset information because it is what you need to achieve 6-figures per year.

A poor mindset tells you that you can't do this. A poor mindset allows you to skip from business model to business model, never actually completing anything. You get excited at first but switch to the next bright shiny object very soon after. A poor mindset tells you that you will always fail – that the people who have succeeded are better than you. A poor mindset lies to you.

This mindset is what allows you to spin your wheels for years, never getting anywhere. A poor mindset keeps you in a dead-end job, with debt and depression as your daily reality.

But, you can change that. You can focus on success and completely flip your mindset around. You don't have to stay stuck where you are right now. You can and will succeed if you work hard on changing your mindset.

What's Standing In Your Way?

One of the first things you should do is figure out what's standing in your way. What has held you back from success before? Maybe you feared failure. It's hard to try something new because you don't know if it's going to work out. It's easier to give up than to try and fail, right? Actually, no—that's the wrong mindset. It's better to try new things each time, using each mistake or setback as a learning experience so you can do bigger and better next time.

I've taught for years, and truly believe, that failure is your friend. If you're not failing often enough, it means that you aren't trying enough, not challenging yourself enough, not pushing through the edges of the box that you're in.

What you have to know is that everyone makes mistakes – it's just that successful people turn their mistakes into profit. They analyze their mistakes and use what they learn to move forward in bigger and better ways.

You might also be dealing with the fear of success. It might seem strange to think about it that way, but it's often more comfortable to stay stuck where you are right now than it is to try something different. The fact is that when you start earning 6-figures a year, your whole life will change.

Change is scary, even if it's good change. Change is scary even if things are not ideal in your life right now, and even if things are downright terrible for you right now. It might be the case that you are self-sabotaging because it's just more comfortable that way—it's what you're used to. It's okay to dream about living a better life but turning that into a reality seems foreign to you; uncomfortable.

Take a look at your actions and your patterns and figure out if this is the case for you. Are you self-sabotaging? Do you start to pull back the moment you start to see a little more success?

Work on yourself to figure out what's holding you back. Brainstorm, journal, and meditate on this. If you don't know what your specific issues are, then it's going to be difficult for you to move forward. It can be liberating to identify and let go of these things. The simple act of identifying the fear of failure or the fear of success can help you move forward. It's freeing—a huge weight off of your shoulders to know what's really going on. You can work through these issues and finally develop a mindset of success.

Many people dream of earning this kind of money but you're actually going to achieve it. Again, it's not because they can't, it's because they don't have the right mindset. That's not going to be a problem for you. Unfortunately, it will remain a problem for most people.

Most people don't take the right steps, no matter how simple those steps are, to earn 6-figures a year. And I know you might have trouble believing this right now, but it really is simple to earn 6-figures a year. You have to put one foot in front of the other, work on your business step-by-step, and remain consistent.

You have to be willing to keep going, even when your earnings are small at first. But if you keep going, your earnings will increase and even at some point start to snowball. You have to have a mindset that empowers you to keep going, to tweak your strategy, and to follow in the footsteps of those who have been successful before you. You're not "most people" anymore because you'll have a success mindset.

You can't jump from one thing to the next anymore. That's self-sabotaging behavior. It doesn't matter how great the next "amazing" business model that lands in your inbox is. You have to stay with the one you've chosen until you've been successful with it. That will be so much easier for you to do once you know you're on the right track.

If you're of the mindset that your success is inevitable and know you're on the right path, it will be so much easier for you to follow through with your plans. You'll be building a real business – one you care about and that is in line with who

you are as a businessperson. It will be in line with your passions while earning you a solid income—you'll be making a difference in your life and in the lives of others.

Always remember that the people who currently earn 6-figures a year with their own businesses aren't any better or smarter than you. Many of them got started with worse circumstances than you are in right now.

It's self-sabotaging behavior to believe that there are barriers in your path that will stop you from succeeding. Sure, there may be many barriers, but one step at a time, incrementally, you can blast past those barriers and those roadblocks.

If you were driving down a road on the way to a party, and you saw a part of the road barricaded, and a sign that said “detour”, would you just turn around and go back home? Probably not, right? You'd take the detour and soon be back on the route to your destination.

Eliminate the excuses and be real and honest with yourself. You don't need much money to start, you don't need better-than-average smarts, you don't need a ton of experience, and you don't need anything you don't have right now.

All You Need Is an Internet Connection and an Entrepreneurial Spirit

If you have an Internet connection and the entrepreneurial spirit, you've already stacked the odds in your favor. The fact that you're reading this right now tells me that you do want to be an entrepreneur and that you're ready to make it happen. Honestly, this life isn't for everyone, despite how lucrative it is – but it's for you. You do want this. You wouldn't be here reading this otherwise.

Successful people think differently and that's the path you're on now. You're ready to march to the beat of your own drummer as a 6-figure entrepreneur. Follow the right steps, work on your mindset, and study the habits of those who are successful. You can absorb their mindset, using it to fuel the fire of your own.

Throughout this book, we're going to work on the right steps in addition to the mindset piece, as I mentioned earlier. The chances are good that you already

have the right steps at your disposal, but I'm going to share the basics with you. That's really all you need.

You don't need anything fancy. You don't need a pushbutton solution. What you need is a true, workable business solution to reach 6-figures per year. This doesn't have to take very long; you don't have to work from sun up to sun down. You just need the right mindset and some simple steps to follow and that's the honest truth.

Follow through with this. Take a deep look at yourself and determine what you need to work on related to your mindset. Consider which skills you should brush up on if necessary. Study those who are successful, pay attention to the principles I share in this book, and you can have a total mindset shift and ultimately reach the 6-figure level per year.

Can You Achieve 6-Figures If you've had No Success?

There are some reading this who have tried really hard to earn 6-figures a year (or any amount at all) before and haven't succeeded. It can be really discouraging if you find yourself starting and stopping all the time with no success to speak of. It can be even more discouraging if you've truly worked hard and have taken action but still haven't seen the kind of results you want to see.

Take heart – it's likely that with some shifts to your mindset and some changes to your strategy, you can make this happen. It doesn't matter if you're brand new to this or you've been spinning your wheels for years. If you're dedicated to this and take action you can absolutely reach 6 figures.

Have you earned any money at all from your online efforts? If you have, then you'll be happy to know something that inspired me when I was first starting and struggling. It was the idea that if you can earn just one dollar, you can earn a million dollars, if you just stay on the path that you're on, and scale up from there.

If you are one who's been attempting to earn online for years now, be honest with yourself about how hard you have tried to make this work. Have you stuck with a workable business plan or have you constantly shifted gears and tried business model after business model? It might be that all you need to do is follow something, anything, through to completion. It might be that you should unsubscribe from marketing email lists and focus until you've worked a business plan through to 6-figure success.

I often talk and preach and nag about people buying bright shiny objects, and now is a good time to discuss them. Bright shiny objects (BSO's) are sometimes distractions from the path you're on.

I say sometimes because sometimes what might be a BSO for one person might be essential information for you, and vice versa.

For example, if you are a novice in writing sales copy, and that's what you really need to do now in order to make your product as appealing as possible to your

target audience, then yes, you should spend time either in learning how to write sales copy that converts well, or find someone to do it for you.

So in that case, learning everything you can about that topic is not a BSO for you, it's core training. So too might be a course in email marketing, or product creation, or social marketing, or Facebook ads.

And I might be a little biased because I've written so much about it, but I think that regular reminders about personal development and mindset topics are absolutely essential to keep your mental compass pointed in the right direction. I totally believe that you can never improve your mindset "too much".

But the problem is that some people get carried away, and are constantly in learning and experimenting mode, rather than in "doing" mode, and often it's a way to procrastinate in doing the things you need to do in order to reach your goals.

If that's been your pattern, take heart in what I'm about to tell you.

The past is the past—that has no bearing on if you'll succeed in the future. You have a bright future ahead of you, if you want it bad enough. Sometimes, a little desperation is a good thing because it can help spur you to action. You're fed up with being fed up. You're willing to push through this time because you're tired of being in the "no success" category.

Maybe you've given up too soon in the past. It might be the case that you start out really strong when you get it in your mind to start a new business plan, but you tend to get discouraged when those earnings don't come in as quickly as you wanted. You give up right before you're about to reach the top of that mountain. It's a bad pattern and it's one you have to work to break.

The actual steps to earning 6-figures a year are actually really simple. But mindset gets in the way. Consistency and the lack thereof gets in the way. You start and stop with nothing to show but seemingly endless frustration.

I see far too many people give up on something just because they think it's taking too long, that they're destined to fail once again, and they think that taking

another path just because they noticed a BSO from someone that said that someone else succeeded with that new path or tactic.

At some point, you really need to tell yourself that you already know enough to be a success, and maybe, hopefully, that day is now. Only you can truly, deep down inside you, know the answer to that question.

If you've had no success at all, this book is definitely for you. This book is for you whether you've tried to earn 6-figures a year before or not. Dust yourself off and move forward, refreshed and more motivated than ever before.

Again, maybe it's the case that you're totally brand-new to this and this is the first time you're even considering earning money with your own business. That's just fine – and you can consider yourself lucky that you're coming across the information in your hands pretty early on in your journey. You're going to save yourself a lot of time and frustration and you can see success much more quickly than most people. I want nothing more than for you to become a major success story.

By following the method I'm outlining in this book, you're going to finally move past the planning and dreaming stage and into the true implementation stage. There will be no more starting and stopping, starting and stopping, and getting frustrated because you just don't know where to put your focus.

I want to caution you, though, that you won't get anywhere if you only *read* this book and never implement its suggestions. Don't let this be another bright, shiny object that sits on your hard drive doing nothing at all. Yes, even this book could be a bright shiny object if you just read it, or part of it, and then do nothing else beyond the reading part.

Let this be the book that helps you change your life. Again, it's my sincerest wish for that to happen. I've dedicated my life to helping others find true success—it's one of the reasons why I do this. It's what helps motivate me.

You have to implement this in order for it to work. Do you believe reaching 6-figures is possible? Believe it, work it, and follow through even when the going gets tough. Push and keep on pushing and you'll instantly set yourself apart from those who don't want it bad enough.

I'm telling you that it is absolutely possible for you to earn 6-figures a year with your own business. I am living proof, as are the many people I've worked with over the years. I want you to be next.

Can You Reach 6-Figures If You've Had Some Success?

If you've had some success, no matter how minimal, this is also for you. Maybe it's the case that you're ready for more and you want to increase your earnings. You're tired of the modest success and you want to reach the next level. You have a definite head start – it shouldn't be that difficult for you to ramp things up to earn 6-figures a year with some additional mindset work and focus.

You are ready to get to the next level. You're tired of having a little bit of money coming in here or there. You're ready to quit your day job. You're ready to finally bust through that earnings cap you think you're stuck at. The only limits that are there are the ones you've set for yourself. Remember that—you're the only one standing in your way.

One thing to consider is whether you are self-sabotaging as we talked about earlier. Why is it that you haven't reached that next level yet? I've worked with many people who have reached a certain income level, but then they start to back off just as they're seeing some success. It's like they're too scared to keep pushing because they don't think they deserve it.

Again, it might be that fear of failure creeping back in. More likely in the situation where you're already earning at least *some* money, it's the fear of success. In any case, it's your fear that's putting a cap on your earnings. The reality is that you can earn more and you deserve to earn more.

It might be your mindset telling you that you don't "deserve" to earn this amount of money. The vision you have of yourself as a businessperson and the view you have of your worthiness might be telling you that you only deserve to earn the level of money you're currently earning.

You're frustrated with this and you might not even realize it's happening. You just know you're not satisfied with your earnings and level of success – you want to earn 6-figures, or much more.

You're tired of people who are newer to online business zooming by you in earnings, success, and recognition. You wonder what they have that you don't have. You're frustrated.

It's time to end that. It's time to find your success, finally and forever. Follow what you find here in this book and you can have great results. You can finally get into the right mindset to earn the level of income you deserve to earn... that you're destined to earn. You create your own destiny and design your own life, after all.

Things You're Dealing with Can Hold You Back

We're going to spend a lot of time talking about mindset barriers because it's so important for you to have a full understanding of this so you can push past it. It's important for you to know what you're up against and what's actually holding you back. If you know what's held you back and what's prevented you from finding success in the past, then you'll be better able to move forward.

You might be ready to jump ahead to the actual business section of this book so you can work the steps. If you start working the steps right away, you reason, then you can find success much more quickly.

That's just not the way it works. If you jump right into the steps, you're going to run into the same mistakes and problems you had before. You're going to frustrate yourself all over again because you still won't have the right mindset.

I urge you to consider the things you're dealing with that are holding you back. Spend at least a little bit of time (and preferably a lot of time) dealing with your mindset. Brainstorm what's holding you back. Brainstorm what you need to do to overcome the obstacles that are in your life. Brainstorm what you need to do to overcome the obstacles that are in your mind.

You're quite possibly dealing with the fear of success, in addition to, or instead of, the fear of failure. Success means change. Success might also be scary – if you've never lived life in a six-figure income household, even as a child, then you might not even have a clear picture of what that looks like in reality (that's something you're going to work on and fix).

Childhood Issues Can Hold You Back

In fact, the money issues you dealt with in childhood and the things you were told about money can absolutely affect the success (or lack of success) you're having right now. If you have a poor money sense or you saw your parents really struggle with money, then you might believe that that's what you deserve also. It's hard to understand what you never had. It's hard to believe that you can attract a 6-figure income because you don't have a reference point for that.

That's one of the reasons I'm going to have you study and absorb the habits of highly successful people so you can bust through that mindset barrier.

You're probably also dealing with the fear of failure. What if you try this and it doesn't work? What if you work really hard and you don't earn anything at all? What if you work really hard but life gets in the way or you have some other kind of obstacle that stops you? None of that stuff matters if you're determined enough, but it's still something to deal with and prepare yourself for. In the beginning, you have to arm yourself against anything that can happen and any obstacle that might pop up.

Realize What You Fear

It can help to brainstorm the things you're scared of. Brainstorm the worst that can happen if you try and fail. I hope you realize that if you try and fail, you'll still be better off than you are today. That's because you will have learned from your mistakes and you'll know what to try next time.

Remember, a failure is still a step taken. It won't immediately signal a success, but it adds to your store of experience, and that's always good, even if not pleasant. It means that you've tried, and now you can try again after tweaking or changing the part of that experience that caused the failure, so you're closer to where you want to be. It's just a detour.

That's one of the main differences that separate successful people from those who aren't as successful. Successful people know how to learn from their mistakes/experiences and use what they learn to do better next time.

Successful people view failure as a step in the right direction. It means they've tried something and know what to try differently next time. It means they know what direction *not* to go in. It's a simple fact that you will fail sometimes. You'll try certain promotions that won't work out. You'll try certain projects that won't work out. You'll try entire business plans that won't work out.

The 80/20 Principle Applies Here

The 80/20 principle absolutely applies to business. Just 20% of the things you try will lead to 80% of your positive results. That means that the vast majority of the

things you try won't lead to the vast majority of your success. Understand that failure is expected and accepted. It's not true failure, anyway... it's simply a learning experience you can use to earn more the next time around. It's a small bump in the road that can actually send you in a new and better direction, if you have the right mindset about it.

People with a poor mindset let failure hold them back and stop them altogether. You can't do that if you want to earn 6-figures a year. You have to learn how to work your "failure." Don't view it as a failure – view it as a learning opportunity. It's just a simple mistake that can help you do better next time.

Do You Think Success Is For Other People?

It might also be the case that you think success is for other people. You think it's great that so many other people have been able to start their own businesses from home and reach 6-figures a year.

You get inspired by them for a little while—everyone loves a great success story. That emotional high you feel after reading one carries you through for a short time. But when it comes time to actually let that inspiration spur you into action and to keep on going, you hold yourself back. You think there must be something better about those people because you can't quite seem to make it your reality.

Or maybe you just think about the end of their journey. It's easy to think that successful people hold some sort of untouchable magic. You think they had instant success, even if you know on an intellectual level that they didn't. You have to realize that they started from a similar place as you. They had their ups and downs. They had their doubts. It was probably a much longer journey than you realize. But they pushed through and found success anyway.

Success *isn't* for other people – success is for you. You have to believe that. Let that fact change your mindset. You are destined to become a highly successful person.

You're Different from People Who Will Never Be Successful

It's a big problem if you don't truly see yourself as successful. Or, maybe you go through periods where you really believe that you can become successful, but then reality sets in as you start to put the work in. Change the way you see yourself so this doesn't happen.

You're already different from the people who will never become successful. You're different because you're reading this right now, you're ready to become a 6-figure entrepreneur, and you realize that you need to work on your mindset and you're determined to do it. You're done chasing the dream and you're ready to seize the reality.

As I mentioned earlier, there are many people out there who are not cut out for the entrepreneurial lifestyle. But you are. That means you can really write your own ticket in life.

Another fact is that it's so much easier to just live the life the way you've been living it already. It's comfortable where you are, even if it's not ideal. You might think you're desperate but you're nowhere near desperate enough if you aren't willing to change your mindset and stop at nothing until you earn 6-figures.

But, if you have a big enough Reason Why and solid enough goals, then you can become comfortable with that more successful lifestyle. It will become normal for you and you'll wonder what in the world your problem was that you weren't earning 6-figures before. You'll become easily comfortable with earning 6-figures. It's just being able to visualize yourself in that position and make it happen.

Remember – the number one thing holding you back is mindset. Change your mindset and figure out what it is that's holding you back. Only you can answer that for yourself.

If you have a poor relationship with money and believe you're supposed to be low-earning, it's your self-belief that put you in that state. But there's more than enough wealth out there for you... You do deserve to earn more and you can make that happen.

You also might have gotten the idea, perhaps from early experiences or hearing your parents or other family members talk, that people making that kind of money are perhaps evil in some way. You might even have been told that their

acquisition of wealth isn't fair to others, as if their money detracts from the ability of others to earn equal or greater money.

Nothing could be further from the truth. You should realize that, in most cases, the ability to acquire "new money" as opposed to sources like inheritances, comes from the ability to provide value to others. So therefore if you are earning 6-figure amounts annually, or even 7- or 8-figure amounts or more, it's because you're providing equivalent or higher value (often much higher value) that you're receiving in payment, not because you're in any way evil.

Even the saying "money is the root of all evil" as popularly quoted is actually a fallacy, the correct quote is actually "the love of money is the root of all kinds of evil", which comes from the Bible. That quote is explained well here:

<http://www.gotquestions.org/love-money-root-evil.html>

(or you can search for other references to that misquote on your favorite search engine)... The point is that money, and possession of legally acquired money is not evil, and those who earn money by giving value in exchange for money are especially not evil... quite the contrary.

So therefore, if that thought is anywhere in your mindset that high earners are in any way "bad", then you can now banish that thought from your mindset once and for all.

When it's The Fault of the Method...

This is less common, but perhaps one of the reasons you may have had trouble earning in the past is because you were trying to use a method that wasn't viable. Maybe it was too much work for too little pay. Or, maybe you were chasing the stuff that wasn't really going to make you money.

Unfortunately, there many people in the marketing world who are ready and willing to sell you the easy button. They'll tell you that you can earn 6-figures with the push of a button, but that's not true. This is when it's the fault of the method. Don't allow anyone to lead you astray—be smart about the business methods you pursue. Tear down the curtain so you can see what's behind it—you only want what's real.

Choose the Right Methods

If you want a real, sustainable six-figure business, you're going to have to put the work in. You have to make sure the model you pursue is solid and unshakable. Once you get things going, you truly can earn a great passive income or an income that earns you an incredible figure for every hour you put in—whatever you decide to focus on.

You have to use the right methods. You have to use methods that will earn for you now and a decade from now. Don't chase things that are here today, gone tomorrow. Build a real business. You're in this for the long term, right, not just for a little quick cash?

Maybe you've always started and stopped to chase the next big thing. The fact is that the Internet has opened up incredible opportunities. There are dozens upon dozens of ways you can shape your business to earn 6-figures a year. There's definitely a business model out there that will work for you, you just have to find it and focus on it.

There Are Many Viable 6-Figure Business Models

The trouble can be that there are so many choices. There's not just one business model that will work for you, there are many business models that will work for you. Humans have trouble with choice sometimes. There are so many choices out there that it can be hard for you to stick with one thing.

If I could possibly write a book and say “do this and the riches will follow”, I'd definitely have a lot of readers, wouldn't I? But then that method would quickly become saturated and stop working.

That's one reason why chasing bright shiny objects is so frustrating. There are people out there who get something to work, maybe make \$1,000 in a week, and think “hey, if it worked for me, it will work for everybody I can reach”, and they write about it, sell it, and it doesn't work for others... or it's based on methods that work today to take advantage of loopholes in Google or Facebook or Twitter or whatever, and when they see what people are starting to do, they plug the holes.

So that's why you really need to think long and hard about which business model you'll focus on.

And then do just that (focus).

Maybe it's been your pattern that you start with one thing and maybe see a little bit of success, but then a bright shiny object comes along and you switch gears. You start and stop projects, never finishing anything at all. That's a huge problem and you'll likely never reach 6-figures if you repeat history.

You need to focus.

Sure, it's wonderful that there are all these opportunities out there. But at the same time, it can be overwhelming. It's hard to focus. Many people have told me that while they didn't have attention and focus issues before they started working for themselves online, they do now. There are so many distractions in business and online in general.

The thing is, when you're working for a company, you probably have someone telling you exactly what to do. You might be just a small cog in a large wheel, and your boss will tell you what to do today, this week, this project, whatever. You won't have to worry about all the other things that are going on that are being done by others.

But if you're working for yourself, at least in the beginning, you probably have to do everything, and that can get overwhelming. So in any given day, there might be several things that need to get done, and you might think they all need to get done right now.

You still need to focus, on one thing at a time, after prioritizing your tasks.

That's something you have to work on. If you have the right mindset and stay dedicated to one surefire business model until you are successful with it, you still need to take it one step at a time. So it's time to put the blinders on. It's time to choose something and follow it through with it until you have achieved the six-figure lifestyle you want to achieve.

Just be prepared for the fact that it might seem overwhelming at first, but if you focus, it won't be a problem... trust me.

Choose Work That's in Line with Who You Are

Let's talk about the marketers who are willing to sell you all kinds of business models, no matter how good of a fit they are for you. The fact is that it's not their fault that you're not successful—they're doing what works for them. Most of them are good people, selling methods they've found to be workable. As a business person, it's important to know what a good choice is for you and what a bad choice is for you. Take responsibility. Don't chase the next big thing, especially if it's not in line with who you are and what you want out of life.

It's important to consider what you're good at and what your preferences are. If you choose a business model that's in line with who you are, what you want, and where your talents lie, you'll be a lot more likely to follow through with it. You'll also be a lot happier and more fulfilled.

I've also mentioned that you're going to have to put in a lot of hard work at the beginning. It's not hard work in that it's impossible. It can even be fun if you enjoy what you're doing. But it is work and you have to be willing to do it.

If you want to earn 6-figures a year with your own business from home, then it makes sense to choose something you enjoy doing. You should wake up with a smile on your face. If you feel good about the work you're doing, it won't feel like work at all. You'll look forward to it and that will help increase your motivation, follow-through, and earnings.

Consider the business models you've tried in the past. Think about the ones you've considered trying in the past. What do you tend to gravitate toward, and why? Have you been more likely to chase bright shiny objects or have you really paid attention to what's right for you? Not the models that are getting all the buzz, but the models that truly have the potential to change your life.

Here's a question I find helps people focus on this – if money was no object, what kind of work would you do anyway because you enjoy it so much?

Your answer to this question can be incredibly revealing. Your answer to this can help you figure out exactly which business model you should choose. Choose the right business model, one you would do for free if money was no object, and you'll certainly be on the right path.

As you read through the methods I'm about to share with you, consider this – if you enjoy it, are good at it, and feel fulfilled by it, it might be perfect for you. It will help you follow through, even when the going gets tough. That's a fact that can change your life.

Choose the right business model and everything related to your business will be so much easier. It will feel like everything has just clicked into what it's supposed to be. This is a very freeing feeling. If you're doing the right thing, you'll find that your earnings climb steadily and that the work seems easy.

As you read through the business models I'm going to present to you, you might be immediately pulled in one direction or another. Follow that feeling. Pay attention to what your gut is telling you. We often ignore our instincts, which is very detrimental to entrepreneurs. Follow your instincts and follow what's proven to be successful.

Develop a plan you're excited about based on what you read here in this book. Choose something you know you'll be good at and that you'll enjoy waking up to do every morning. Choose something you know has the potential to earn 6-figures – something that's proven by other entrepreneurs. Something you would do for free if money was no object because you enjoy it so much. This is a huge piece of the puzzle and will help you find your success.

Assessing Your Business and Mindset History

I've talked already about the impact your past can have on your current state and level of motivation. It's important to take a look at the things you've done and felt in the past so that you can use that information to move forward and do better in the future.

If you're brand-new to business, then it might be time to analyze your past relationship with money. Think about the jobs you liked and didn't like. Think about how it felt to earn more or less at a job. You may have noticed that working harder doesn't necessarily correlate with how much you earn. That's something that's very much true when you start your own business. Work smarter, not harder. Choosing your own income doesn't necessarily mean that you'll be working harder. In many cases, this business will give you the freedom to work as hard as you want, when you want.

Also, consider that there are certain jobs that have shaped who you are. There are certain jobs you'll always hold dear. That feeling is something to pay attention to—it can help you make the decision of what you want to do today.

There are also certain jobs you've hated – that absolutely weren't worth the money. You don't want to hate what you do. Life is too short. If you're currently in a job you hate, that should light a fire under to make this happen, fast.

If you've dabbled with your own business before, consider what's worked for you and what hasn't worked for you. If you're one of the ones who saw a small or modest amount of success before, consider what that was that helped you have the small success. It might be the case that you can just multiply your efforts to finally reach 6-figures.

It might be that you've already built up assets through past efforts that you can use to reach the next level much more quickly. Maybe you already have a small list, a website, a blog, content you've written, or something else you can use today. Never discount the things you've already done and the things you've already learned because those things can help you reach 6-figures much more quickly. You don't necessarily have to start from scratch.

I know my audience pretty well, and so I know that many reading this are serial entrepreneurs. They started and stopped and tried so many different things. I absolutely fit into that category myself. It's a good thing – it means you have the right spirit to make this happen. It will just take some adjustment and mindset boosting so the pieces finally fit together.

One part of being a serial entrepreneur is that you should be aware that failure is OK. You shouldn't give up just because past efforts didn't meet your expectations or goals. I'm sure if you did have past failures that you learned from them. I had plenty of failures, and I learned plenty. So there should be no shame and there should be no giving up.

You have to use what you've already learned to your benefit. You have to look at your mistakes so you know what to do better next time. You have to be willing to look at what did work for you and figure out how to scale it up. Use the pieces of what you've already accomplished to reach the level you want to reach much more quickly. Take inventory of what you have and use it all.

A big part of assessing your past has to be looking at the mindset issues that have held you back. You might see yourself in the discussion of the fear of success and the fear of failure. You might realize that you have trouble visualizing yourself living the six-figure lifestyle. You might realize that you have a fear of change, even if that change is a very good thing.

You might realize that you, deep down, feel that success is for other people. These are the things that absolutely must be addressed before you can move on. Otherwise, you'll find yourself right back where you started.

As part of assessing your past and wondering why you haven't been as successful as you want to be, consider how many buy buttons of your own you truly have up on the web. Many people whine and complain about not making enough money – but when asked whether they are actually selling anything, many people realize that they aren't.

How many opportunities have you given people to hand you money? Do you have income funnels set up, earning for you 24 hours a day, seven days a week? Do you have systems in place that will actually earn for you?

Maybe you've just downloaded and bought different business models and tried things a little bit here and there. But have you actually followed these projects through to completion? Again, do you actually have buy buttons up on the web?

Take stock of what you've done. What you find will probably be revealing and you'll most likely find holes in what you've been doing. That's a good thing-- these are things you can quickly fix. These are things you can do better next time.

You'll get out of this what you put into it. You have to follow through and keep on pushing until you find success. Stop at nothing until you've reached 6-figures a year, but then don't stop there either, as that's only a starting point for you as far as possibilities..

Test and track, try different things, and follow in the footsteps of success. Get those buy buttons up and make sure there are plenty of opportunities for people to hand you money. If you take the right steps, it will happen.

Bright shiny objects are a huge problem. If you've started and stopped many times in the past, and find yourself buying product after product without finishing projects you've started, then this is likely a problem for you. We've talked already about the fact that there are so many wonderful ways you can make money online. This can be distracting. You have to try one thing and follow through with it until it's earning for you, or at least until you realize that it's not going to work, that it's one of those failures that will contribute to your future experience. That and a solid long-term business plan will help you reach 6 figures a year.

It can be very revealing and also very freeing to analyze your past and think about what you've done right and haven't done right. It can be exciting and encouraging to take stock of the assets you've built up. Take notes on what you find, Journal about your feelings, and use all of this as fodder for boosting your mindset so you can reach 6-figures a year. It's your time if you truly want it to be. You can reach 6-figures a year if you're willing to do anything it takes to make it happen.

Setting Goals for Earning 6-Figures a Year

Along with developing a mindset of success, setting goals is one of the most important things you can do for your success. Very successful people set goals—they know exactly where they're headed and they don't doubt that they are going to achieve what they want to achieve. They set their goals and then do the things they need to do to reach those goals.

You can't really get started if you don't know you're aiming for. Many people say they want to "earn more money" but what does that really mean? That's not enough information. It's so vague that you can never hope to achieve it. There's no endpoint or target there.

When you set goals, you have something solid to work toward. Your mind actually does a lot of the work for you when you set specific goals – both consciously and subconsciously. The more specific your goals are, the more tangible and achievable they become.

Again, one of the biggest mistakes many people make when they set goals is that they aren't specific enough. They say they want to earn more money, pay off their debt, and live better, but they don't set specific deadlines and numbers, nor do they figure out their Reason Why. They want to earn a good income and be happy. Again, what does that mean?

The more specific you are, the better. You should set specific numbers of what you want to earn and by when. You can and should set several goals along the way in your journey. For example, how much do you want to be earning a month after you get started with your new 6-figure business plan? How much do you want to be earning six months from now after you implement your 6-figure a year business plan?

By design, this book does some of the work of setting goals for you. You picked up this book because you already know you want to be earning 6-figures within a year. In the next section, we'll break the numbers down as a way of getting motivated about what these figures mean when you break them down per year, week, month, and day.

Very few people set goals and that's why very few people will ever earn 6-figures with their own business. This is often what sets very successful people apart from those who aren't as successful. Successful people tend to set specific goals and revisit them often. Hopefully, this fact is now drilled into your head.

Not only do successful people set goals, but they are very specific with their goals. The word "specific" is the key here. It's a huge missing piece that I can't repeat enough. Now you have a head start – you now have the goal of earning 6-figures within a year. This is very measurable and achievable. You've won half the battle already by having this as a goal because now you have something to work toward.

I urge you to write your goals down—don't just think them in your head. There's something amazing that happens when you write your goals down and revisit them often. Revisit them when you wake up and before you go to bed. Make very specific plans and to-do lists related to these goals.

Break your goals down on a month-by-month level. Break them down on a week-by-week level. Become very intimate with your goals and keep them at the top of your mind at all times and you'll have a much better chance of achieving them.

Of course, you have to know how you're going to achieve your goals. After you've broken them down, you can kind of reverse engineer the concept to align your business models and to-do lists with your goals. What, exactly, will it take for you to earn 6-figures in a year? What, exactly, should you be doing every day to add up to the income you'll need for the month?

Take some time to brainstorm what you want your goals to be, beyond the 6-figure in a year goal that's in the title and concept of this book. Think long term as well as short-term. Consider the business models you want to use to help you achieve your goals.

Then, set some very specific to-do lists and schedules for yourself. Know exactly what you want to achieve so you can have a mindset of success. Every day, revisit your goals and know what you should be doing and what should be on your to-do list so you can reach those goals.

Every day should take you at least one step closer to your goal, that should be the driving motivation in your mind.

Remember to make sure that you break it all down so you know what to do day-to-day. There's no room for being vague. It's easy to put off what you should be doing until the next day, or the next month, or the next year. You incorrectly figure that you'll always have time to achieve your goals and that you'd rather start later. Actually, you should be taking daily action to achieve your goals, starting now. Today is the time.

Daily action adds up to big things. If you take daily action and align those actions with your goals, you'll be much more likely to achieve them.

You're going to earn 6-figures within a year. How's that going to happen? Figure it out, get motivated, and achieve.

Breaking the Numbers Down

It can be really motivating to break the numbers down—it makes them seem so much more achievable. You want to earn 6-figures within a year. What does that mean month-to-month? What does that mean week-to-week? What does that mean day-to-day?

You already know that 6-figures is at least \$100,000 in a year. Does that figure seem big or small to you right now? I promise that as you get started with this and as you start earning, that number will seem small compared to the infinite possibilities. In fact, you'll probably want to set your sights on a higher number, the closer you get to it.

It's breaking through that barrier for the first time that's difficult. You have to adjust your mindset way, way up so that this number seems not only achievable to you, but small to you. Soon enough, you'll be working on earning \$250,000 in a year, or \$1 million in a year, and up.

But for now, focus on this first step. Break the numbers down until they seem so achievable that you can't help but succeed. If anything ever seems scary to you, whether it's a potential income figure, project, task, business model, or goal... just break it down.

If you've never earned 6-figures in a year, then this number might seem astronomical. But when you break it down, it seems so easy.

6-figures in a year is around \$8,334 in earnings every month. Does that number still seem large?

Let's break it down even further. Remember, the more you break it down, the more achievable it becomes. Until you have a mindset of success and are used to earning 6-figures in a year, this amount might seem too large to achieve. It's not, but let's break it down even more.

\$8,334 in a Month Is Just \$2,085 in a Week. That's pretty achievable, but it might still seem large if you're not used to earning that amount in a week. Let's break it down even further.

\$100,000 in a year is just \$274 per day. Have you ever earned that in a day? You may have done so if you've been an entrepreneur or have worked online at all in the past. But, maybe the days you've earned that amount have been few and far between. What can you do to make sure that happens every day?

Let's break it down even further. \$274 in a day is 17 people paying you \$17 per day. You can make that happen, right?

Or, you can break it down as 40 people paying you \$7 in a day. That seems even more likely.

Or 3 people buying a \$97 product.

What if you set up a promotion that reached 40 people a day who were willing to pay \$7 for whatever it was you are selling? If you're in the right market with passionate buyers, it doesn't seem so difficult.

Or, something even more achievable might be finding 10 people in a day who will pay you \$30 each. Pretty much anyone with an entrepreneurial spirit can wrap their mind around this figure. It doesn't seem that hard at all to reach 10 people a day. It doesn't seem that difficult to imagine yourself selling something to those people for \$30—especially if it's something they desperately want and that will improve their life.

Do you see how achievable this is? Break the numbers down however you'd like as a way of motivating yourself. Take notes on this. Put different figures into your calculator until you smile because you finally believe you can do it. Figure out a combination of figures that seems achievable and motivating for you.

Start by making a plan to make this happen once. And then find a way to keep repeating that plan. At first you might not be able to do it every day, but once you get that first success, you'll grow from there, you'll have bigger days, and then your average days will start to approach and exceed the figure you set your sights on.

Reverse engineer what it will take for you to achieve what you want to achieve. Are you going to do it by selling your own products? Are you going to do it by

selling or promoting physical products? Are you going to do it by promoting products as an affiliate? What are you going to do to make it happen?

The smaller numbers are easier to grasp on a mindset level. As humans, it's so much easier for us to think day-by-day, smaller figure by smaller figure. A year seems so far off. But, earning 6-figures in a year doesn't seem so far off if you can break your numbers down. Getting 10 people to hand over \$30 in a day doesn't seem that hard at all. Rinse, repeat and make it happen every day, and you're earning 6-figures. Easy, right? It can be.

After you've done this exercise and you get to the point where you're ready to choose your business model, project how you're going to get those 10 people to pay you \$30 a day or however you want the numbers to shake out.

Break the numbers down and make it easy on yourself. Then, break down the daily to-do's on your list so you can get it done. Make this level of earning inevitable.

Figuring Your Reason Why You Want To Earn 6-Figures

One of the most important things you can do on your path to success is figure out your Reason Why. Why are you in business? Why are you driven to try to earn 6-figures in a year, or more?

You might think it's all about the money. That's what it seems like, and the title of this book might add to the reasons why it seems that way. I think most people would like the opportunity to earn more money, so why don't they do it? They don't do it because they don't think beyond the money. They don't have a driving force that's bigger and better than money.

The opportunity to earn more is here in front of you... But it's always been here in front of you, at least for most of the time the Internet has been in your household.

But what is it about here and now that makes you driven to achieve this?

It's easy, once again, to say you just want the money. But you should really dig deep and figure out what it is that really drives you. It's *more* than money, even if you don't fully realize it right now.

Money doesn't buy happiness, but it can buy things that can make you happy. Or it can allow you to buy things for your family, or contribute to society in ways that make other people happy, which makes you happy.

What's more important to you than money? What's your dream lifestyle? What do you want more than anything else in the world? What's more important to you than anything in the world?

You have to figure out what matters most to you and what's a strong enough motivator to keep you going even when the going gets tough.

Figuring out your Reason Why means figuring out your life's purpose. What's going to drive you? What's going to motivate you? If you know your Reason Why,

you'll be a lot more likely to reach that 6-figure a year mark simply because your Reason Why has naturally driven you to that point.

There's a reason you're reading this here and now. There's a reason that you're reading this right now instead of chasing after the latest bright shiny object. It's because you're on a different level than most people—you're finally ready. You're ready to change your mindset. You're ready to actually earn 6-figures in a year instead of just dreaming about it.

Do some brainstorming and journaling to figure out your Reason Why. Think about your family, passions, interests, and the reason you feel you're on this earth.

Once you've figured it out, it will probably be such a relief. You'll be motivated and driven and ready to achieve.

Visualize Your Life As a 6-figure Earner

Throughout this book, I've mentioned that it might be hard for you to visualize yourself earning 6-figures in a year because you don't have a reference point for it. If you've never earned this much in a year, then it might seem almost impossible. If you have earned that much in a year and you're trying to get back to that point, it will be easier for you because you *do* have a reference point for it.

Who will you be as a person when you're a 6-figure earner? The answer is that you'll be the same person – you'll just be less stressed, possibly less depressed, things will be easier for you, and you'll be able to concentrate on the things that really matter in life. Again, they say that money can't buy happiness, but it sure can eliminate some of the things that get you down. It sure can make it easier to explore your passions and fulfill what you think is your life's purpose.

Next, I'm going to share something with you that will help you see yourself as a 6-figure earner even if you never have been before. It's visualization.

Visualization is a very important strategy for success. If you visualize your success and your new lifestyle, your chances of real-life success will dramatically improve.

Visualization paves the way for your brain (the sub-conscious part) and mindset to accept this as your eventual reality. If you work on visualizing yourself working hard, working successfully, and watching the money roll in, then it will be so much easier for you to achieve that in your real life. It's a huge part of shifting your mindset and turning your dreams into reality.

This is what successful sports stars and entrepreneurs do. They visualize their success, based on their goals. They practice this regularly. I think you'll find that this is an extremely valuable activity for you to do as well.

Not sure how to do it? The good news is that there's no right or wrong way to visualize. It can be as simple as closing your eyes and creating a movie in your mind of your success. See yourself successfully completing projects. Visualize your bank balance rising as you work hard. Set aside time to do this every day.

In addition to visualizing in your mind, I highly recommend that you create some visual aids for yourself. Put them in a prominent place where you can look at them every day—put them in a place where they'll inspire you.

For example, you can create a mind movie or vision board. A mind movie is just a movie you create that contains pictures, images, and video, featuring the kind of life you want to live. You'll watch this video over and over again, every day, until the images of success are burned in your mind. This will help to make your success inevitable.

A vision board is just a poster board, bulletin board, or whatever you want it to be. You'll fill this board with pictures, images, quotes, and text of the life you want to have. Fill it with things that inspire you and give you an instant mindset boost whenever you look at them. Put this board in a prominent place where you see it constantly.

If you've read my original book, *5 Bucks a Day*, you'll remember how I just put a simple little Post-it note on my printer with a number which was the amount of income I intended to earn per day. Every time I looked at my printer, which was often because it was right beside my computer monitor, I saw that number, and even if I didn't pay much attention to it, my mind did, and it knew what it meant, and it became like a GPS device, seeking out that number as a goal.

When I reached that goal, I took down that note and replaced it with one with a higher number.

It's easy to dismiss visualization and creating mindset-boosting visual aids as something that doesn't work or something that's a nice idea but that you don't actually implement. However, I highly recommend that you make this a daily practice. It will dramatically improve your mindset and your chances of success. You'll probably start to see the benefits right away. It's another piece of priming your brain to see yourself as a 6-figure earner.

Visualize your life as a 6-figure earner. Try your best to involve all of your senses in your visions and as you look at your visual aids. What do the pieces of your success look like, sound like, and feel like? What are the scents you smell (on your well-deserved vacation, for instance) and emotions you feel (as you pay off your debt balance, for instance)? Picture, sense, and feel these things as you

visualize. Practice this regularly and really take it seriously, and you will absolutely be able to change your mindset.

It won't happen overnight, but trust me, it will happen to you like it did to me.

Study Successful 6-Figure Earners

Success leaves clues. This is one of my favorite quotes because I've found that it's so true. When you study successful people, you not only get the benefit of being able to study the path they've been on so you can reach success more quickly, but you also get to feed off of their positive, success-driven mindset.

People who are already successful shouldn't be viewed as "other" people. They shouldn't be viewed as people who got lucky. They should be viewed as people who started out much like you started out and who have worked and stopped at nothing to become successful.

These people can inspire you simply because they are an example of stopping at nothing to achieve what you want. You can learn a lot from their journey and from where they are today.

That brings up an important point – don't just pay attention to where they are now. Pay attention to their journey as a whole. The chances are good that they didn't have any advantages in the beginning that you don't have. Maybe they even started off in a worse position.

If you look at their journey from start to finish, you'll see that they started out much like you. You'll see what they did. What worked for them and didn't work for them. You'll see that they kept going even when it seemed difficult.

One of the big mistakes people make when they look at the success stories of successful 6-figure earners is that they only look at where those people are today. It's easy to imagine that these people were instant successes. It's easy to feel like a failure because they're successful and you're not. These people aren't instant success stories, though. And there's nothing that makes them better than you. With time, you can meet or exceed their level of success.

Look at successful people and their ups and downs. Everyone makes mistakes. Everyone has good days and bad days. At some point, everyone takes a longer journey than they need to, to go from point A to point B. Take a look at their journey, including the ups and downs and mistakes.

I highly recommend that you take notes on the successful people you find. Let them inspire you and boost your mindset. This can help you whenever you feel stuck or down about your own journey.

One suggestion is to consider hiring a successful person you admire as your coach or mentor. They can help you achieve success much more quickly. There's something about accountability and one-on-one help that boosts your mindset, helps you stay focused, and helps you take the right steps to achieve.

There's also something to be said for surrounding yourself with successful people. If someone in your life is telling you that you can't earn 6-figures with your own business, think you're silly to try, are negative about your goals, or they are dragging you down and make you feel unmotivated, then it's time to separate yourself from those people. At the very least, put up a mindset barrier against their negativity. If you can, separate yourself from them until you are sure that you will not be swayed by their negative opinion.

Those people are just negative or don't have an entrepreneurial spirit like you have. Not everyone is ready for it. But you are. So guard yourself against the negativity of the people who aren't—this isn't for everyone. It is for you.

As you study successful people, remind yourself that your path won't be exactly like theirs. You have a unique skill set and mindset. Learn from them, but make sure you stay true to who you are what you're good at. Combine your passions with business models that are proven to work. Do your best to seek out experts who have taken steps similar to what you want to take.

This is one of the great things about the Internet. Many successful people are very open about what worked and didn't work for them online. You can find success stories via blog posts, podcasts, videos, interviews, webinars, articles, and more, given by people who are earning 6-figures (or more) and who have been successful with their chosen business model.

Do your best to seek out these success stories on a regular basis because they can be extremely motivating. Absorb their success, adopt their mindset, and pay attention to what worked and didn't work for them.

Whenever you're feeling down, remind yourself that successful people went through similar periods. These people also had their ups and downs. But they persevered and came out on top, just like you're going to do.

Real Success Starts Now

I'm so excited for you because I know this journey is going to be a wonderful one for you. We live in an incredibly lucky time. The web offers incredible chances for entrepreneurs. Embrace this luck – remind yourself that you are in a very lucky position in the history of the world. It wasn't always this possible. It wasn't always this easy.

It wasn't always the case you could start your own business with such little (or zero) investment or that it could happen so fast. Sure, there was always space for entrepreneurs, but it wasn't until very recently that the doors opened wide.

When I opened my first business, it took a large investment, and a large commitment. That's no longer the case if you create an online business. This is a great time to be an entrepreneur.

Now, you can literally start a very successful 6-figure business, starting from zero dollars. You can harness the power of the web to earn more, faster.

There's nothing standing in your way. As long as you have an Internet connection, you can start your own business to become a 6-figure earner. Let that sink in for a moment. But just a moment... because now it's time to make it happen.

There are more benefits to starting modern web business as well. With a web business, you don't have to worry about things like inventory, overhead, and staff. It completely depends on your business model as to the specifics, but these days, truly anyone with an Internet connection can be successful.

The web removes all barriers. If you have the right mindset and a great business strategy, you can succeed. If you set goals that are important to you and figure out your Reason Why, you can succeed beyond your wildest dreams.

Unfortunately, not everyone is primed to take advantage of this opportunity. Some people will always be spinning their wheels. Some people will always be chasing the next bright shiny object.

But that's not you. You're ready for real success. You're reading this right now because you're tired of playing at earning money with your own business. You're ready to really make it happen.

Maybe you've been inspired by the success stories you've read. Maybe you're just desperate to earn extra money and you've been searching for a way to do it. Finally, you've found it. Maybe you're just ready to live the life of your own dreams. It's probably a combination of all of those things.

Starting your own business can definitely be the way you do all of that. You can earn 6-figures a year if you stay focused and motivated. You'll start small and quickly build up to a full time, and then 6-figure, income. And then you can continue to scale up from there.

The fact that you're even considering this right now makes you one of the luckiest and savviest people in the entire world. It's not all down to luck, though. You have to make your own success. You have to make your life what you want it to be. You only get one life, so you may as well shape it into exactly what you want.

Now It's Time to Choose Your Way Forward

Hopefully, you're in a much better place mindset wise now than you were when you started reading this book. But don't expect to snap your fingers and instantly transform your mindset. This is something that happens over time.

Now, you're at least in a mindset where you're ready to do the things you need to do to succeed. You're ready to choose your way forward.

I've mentioned that part of this is mindset and part of this is business strategy. Get excited as you read through the business models I'm going to share with you very soon. Then you'll have the mindset and the strategy.

You're going to choose one of these business models and follow it through until you're earning 6-figures with it. You're going to get those buy buttons on the web. It doesn't matter if you're brand-new to this or if you've been trying to start a successful business online for a while, this is the way to do it.

Remember that you're choosing just one business model for now. Don't try anything else until you're successfully earning with one business model. It's so important to see your projects through to completion instead of starting and stopping and having dozens of half-finished projects on your hard drive. Finish what you start. That's one of the biggest "secrets" there is.

But before I present to you some suggested business models, keep in mind that there are many others that will work also. If you already have chosen a different business model to begin succeeding with, that's OK. You can do that instead. But I suggest reading through these in the book so you'll get an idea about how to structure your business and start moving towards your initial 6-figure year.

Plus, you might find that one of the business models in this book will help you with your own. You'll understand more about what I mean as you finish this book.

You can eventually combine methods – for example, you can earn a lot more if you have a list you market affiliate products and your own products to. But when you just get started, maybe you're just going to focus on affiliate products. Or, maybe you're going to focus on creating your own products.

Note that I've purposefully included business models that can be easily combined when the time comes. And building a list is always going to be the most important focus of them all.

The important thing is that you build a real business. You don't want to rely on something that might be here today and gone tomorrow. So many of the business models I see sold to the Internet marketing crowd are things that are gimmicky and that won't work for the long term.

The things I'm presenting to you today *will* work for the long term. Hopefully, your gut tells you to go in one direction or another and to finish what you start until you're earning from it. As you build a real business and a real presence online, you can easily add in the other strategies to catapult your success to the stars.

Ways to Boost Your Chances of Success

Before we go too much further, I want to make sure we have a little recap of the things you need to do to be successful before you get started and all throughout this process. These are the things that can and will prime you for success.

Remember to work on your mindset. I can't stress this enough. In fact, it's probably the case that I could've written an entire mindset book and left you to your own devices as far as the business plan and you would've still been successful. But, most people want to be fed a six-figure a year how-to method and don't think about mindset even though it so important. And now you see how important it is and you're ready for it.

Another point is not to go this alone. Working for yourself can be isolating. It's much better to surround yourself with like-minded thinkers and people who are on the same level as you and above.

I have an excellent, free Facebook group called The IM Inside Track that might be a good source for you. There are many people there who are in exactly the same position you're in. Many of them will have read the same book you're reading right now, so you can all help each other and lift each other up.

Another thing you can do is join or start a mastermind group. This is a great decision because it's a group of like-minded thinkers who are on the fast track to success. Find the right group or form one yourself. It can really boost your chances of success to work so closely with a group of people on mindset, motivation, and strategy. You can lift each other up even when the path seems difficult.

Yet another thing you can do to boost your chances of success is get an accountability partner. This is someone who helps check in on you daily, or however often you've decided. You'll check in on them as well. This can be in person, by telephone or instant messaging (Skype or Facebook, for example) or by email. You'll hold each other accountable to your goals and to the steps you're supposed to be taking to succeed. You'll cheer each other on, and push a little or give a little advice when things slow down. You won't have to pay for an accountability partner because you'll typically both be benefitting from this.

I've already mentioned that you can hire a mentor or coach. This is someone who has already found the success you want to find—they can help you reach your goals faster. This is a step up from an accountability partner. A mentor or coach can help you avoid mistakes because you can learn from the mistakes they've made and take the right steps. They can also help hold you accountable and teach you things that would take you a long time to learn yourself. The right mentor or coach might cost a fair amount of money, but they can help you achieve 6-figures more quickly.

One thing to remember about a coach or mentor is you're still responsible for your own success. They're there for guidance, but they can't and won't do the work for you. Be sure to acknowledge that you're in charge, and that they're there as a guide, and you should do well.

In fact, a mentor is not always someone that you'll need to pay for. I've had mentors in the past and they didn't even know it. I followed what they did and learned from it. I've been told that I've been a mentor to others also. Yes, you might be paying them something because you might be buying their products to see what they've written recently and keep up with what they're doing, but that's not the same as paying someone to guide you.

The point is that you can really boost your chances of success if you involve other people in your success. Declare your intentions and your goals loudly and proudly—doing that alone can help you hold yourself accountable.

Surround yourself by like-minded thinkers. Ignore or stay away from anyone who is negative about your chances of success. Right now, you want to adopt a success mindset and surround yourself with people who share that mindset and who encourage you at every step.

Find people who are on your level as well as above your level. Make a conscious effort to surround yourself with them. Do whatever you can to help others as much as you're being helped. You'll learn a lot from helping others as well, because they might ask questions that you don't know the answer to, so your research for the answer will help you both.

Don't isolate yourself – get help, be held accountable and help hold other people accountable. Consider getting a mentor or coach who's already achieved the success you want to achieve.

How to Choose the Right Business Model for You

I'm going to present you with several different business models that can all possibly lead to 6-figures a year. When you first get started, make sure you choose just one that you follow through with until you're earning money with it.

Some of these methods do overlap—that's by design. It's so you can stack and add on spokes to your business that will help you earn more. For instance, I always recommend you build a list with just about everything you do. It's slightly different, though, when you focus on list building and list marketing as your main business method.

Consider your goals and talents and what you find yourself being pulled toward. Read through the list of business models I give you and then mull the decision over for just a little while. Hopefully, your gut is pulling you in one direction or another.

Also, consider what you feel most confident about. You have a particular skill set that might lend well to one business model over another. If it's easier for you to earn and do, you'll be more likely to follow through.

Consider what you're most inspired to do. What do you see yourself doing every single day, happily? What do you think has the greatest chance of leading to a six-figure income?

Remember that you can add other business models and plans as you scale your business up. In fact, that's highly recommended. Eventually, you should have an excellent list you're marketing to, your own products, products you promote as an affiliate, and more. Once you're successful, you might consider adding a coaching service and gathering high-paying clients as well.

Again, I've purposefully chosen to include business models that can be easily stacked to grow your income even higher. I've also purposely chosen business

models that are evergreen – not things that are just trendy and here today gone tomorrow.

These are things you can start today that will bring you success for many years to come. This isn't about earning fast cash, though you'll probably start to earn quickly if you focus. This is about building a sustainable business that will earn you 6-figures a year, in other words a real Internet-based business where you dominate a particular niche as an expert.

It's time to get excited, follow through with the steps, and find your success very quickly. Work on your mindset and work these steps every single day. The small things you do every day will add up to something huge as time goes by. In fact, another thing to keep in mind (mindset) is that time will go by anyway whether or not you do these things, so it will benefit you greatly if you're moving forward as that time goes by.

I also want to mention that you don't have to work from sun up to sun down to make this happen. In some cases, you can work on your business just a few hours a day and still see success very quickly. That's what running your business online with tons of concentrated effort and focus can help you do.

However, you might feel the excitement and hope that makes you want to work hard in order to achieve your goals much quicker. That's OK, just don't work so much that your support group around you (family and friends) start to withdraw their support for your dreams. And don't work so much that you burn out from stress and lack of sleep. You'll have to find a balance, and that will vary from one person to the next.

You'll put in most of the work up front and then reap the rewards, working fewer hours and earning more over time. That's not just a dream-- that can be your reality.

Choosing Your Niche, Brand, and More

One thing you have to do no matter which business model you choose is figure out who your target audience is. That's called your niche. Since you're in this for the long term, you aren't just going to try dozens of different, trendy niches over time.

You're going to choose something you can earn money with a year from now and 10 years from now. You're going to choose a target audience who is ready and willing to spend a lot of money with you. You are going to develop a brand that stands out in a crowded field of other marketers and brands.

Over time, you might serve this audience as an affiliate marketer, product creator, list marketer, and so on. That's exactly what I do within my niche—business mindset, strategy, and motivation. Eventually, you'll have a presence on social media, your own blog, and everywhere else your audience is.

You'll want the people in your niche to recognize your name and your brand, because wherever they go, there you are. Maybe you'll have written one or more books on the subject of your niche. Maybe you'll be in some of the same forums they're in. Maybe you'll have a podcast that they've subscribed to on iTunes or through your blog's feed. Maybe you'll have a Facebook page that they follow, or a Twitter account. Building those assets won't happen overnight, but that's what you want to accomplish.

But it all starts with choosing your niche in the first place. Then, you'll develop a presence in that niche with your chosen business model. You'll make sure that you're choosing something that has great potential to help you earn 6-figures in a year. And most importantly, you want to choose a niche that you're not going to become bored with as you develop all the different types of content, and more, that I mentioned above.

Focus on markets where there is already a range of products and services being sold – from low-end products to very high-end products. You want to feel fairly certain that other marketers who are similar to you have been able to earn six-figure incomes within the niche, that they've blazed a trail for you.

If there are many products being sold in a niche that means there's money being spent. There's no sense in choosing a niche where people aren't used to spending money. You want to choose something that's very popular and that has people who are willing to spend.

Ideally, you won't go for something that has so much competition that it will take a lot of time, effort, and capital to make any impact at all. At this stage of the game, you want to choose a subset of a niche so you can start earning very quickly.

There are many smaller niches out there within the more general niches where you can easily earn a 6-figure income without dealing with all the competition that comes along with some of the more general niches. Eventually, you can expand into the more general niche space, but for now it's time to focus.

Start brainstorming about the niches you might want to try. What are you knowledgeable about? Consider what you already know and have experience with and it will be a lot easier for you to get started. Consider small business, online marketing, parenting, weight loss and fitness, relationships and dating, sports, hobbies, teaching and training, and so on. What do you already have expertise in? Then, find a profitable angle or sub-niche for whatever you choose.

Consider what you're passionate about. Passion will carry you through on its own. You definitely need a niche where people are spending money as well. But it definitely helps if you're passionate about what you're doing because you'll be a lot more motivated to follow through. If you absolutely despise the niche you choose, you won't be motivated to keep going no matter how much is being spent. You'll be much more likely to give up early on.

For example, if you decide that golfing is a great niche (it is), but you totally fall asleep at the thought of it, your lack of passion for the sport will make it very difficult for you to succeed and it will be very tough for you to convince others that you're an authority on the topic that they should listen to or follow.

To get other ideas, follow the trail of the business model you want. If you plan to sell info products, take a look at the info product market places like ClickBank.com and Nanacast.com to see what the top sellers are. Consider whether you can see yourself entering any of those niches.

If you plan to be an affiliate marketer, consider whether you want to promote digital products or physical products. Then, think about the marketing possibilities and whether or not what you'll choose to promote gives you plenty of options in the low-end and high-end categories, and will for years to come. Consider whether new products are being released consistently in the category and what their price ranges are.

Always follow the trail of what's selling, the trail of money, no matter what you do. You have to follow the money. You can't choose a niche that you like, even if it's popular, if people aren't used to spending money in it. You'll just be banging your head against the wall, not getting anywhere.

After you've chosen your niche, work to develop your brand. What sets you apart? What's going to unify everything you do? For me, I have the “5 Buck Guy” brand because my first book was titled “5 Bucks a Day”, and I started building a brand around that concept and strategy.

This unifies everything I do in online business and helps me stand out in an otherwise crowded marketplace – the mindset and entrepreneur niche.

Think about a specific angle you can take within your niche to help you stand out. Then, consider how you want to brand yourself and how you want to be remembered in people's minds. My goal is to always help make things easy for people and help them realize that they can succeed if they dedicate themselves and start with simple basic concepts and strategies, rather than try to chase get rich quick schemes. The 5 Buck Guy brand presents that in people's minds in my niche and they remember it.

Do some brainstorming and make some decisions about this now. You're going to start with your chosen business model and develop it under your brand. Eventually, you'll branch out and use additional business models under the same brand.

What you do with one business model will build the other. You'll build a presence and eventually you'll be everywhere the people in your niche are. Everywhere the people in your niche are spending money, you'll have buy buttons.

Don't spread your efforts if you're looking to earn 6-figures a year. Don't enter one niche as an info product marketer and another niche as an affiliate marketer—at least not until you've achieved with one niche. Sure, you can earn some money doing that, but you may as well combine your efforts over time so you can achieve faster and better.

Again, note that there will be some overlap as you explore the six-figure methods I'm going to present to you. For example, you'll definitely want to build a list whether you sell info products, focus on list marketing, or sell affiliate products. If you're focusing on building a list, then you need something to promote – most likely as an affiliate at first, but eventually your own products as well (though many have succeeded without their own products).

It's where you put your focus that's important, but the methods work hand-in-hand. And eventually, you'll have your hand in most of the methods I present to you, if not all. Stack your efforts, build up your brand, and you can quickly reach 6-figures a year.

An Overview of the Methods

I'm going to present several different paths to you. Each of these methods can work quite well on their own. When you eventually combine the methods, you can definitely earn a lot more money over time – well beyond your initial goal of 6-figures a year. But you have to focus and you have to stick with it. You have to become the go-to expert in your niche and you have to have a lot of buy buttons out there.

The first model we'll talk about is making 6-figures a year with info products. Info products are digital products that help people in some important way. They might be written ebooks, like the one you're reading right now, or video, audio, membership courses, and so on.

If you're focusing on info products, then you'll probably be focused on helping people solve their problems or something else they're desperate for.

The next model we'll talk about is affiliate marketing. Affiliate marketing is appealing because you're promoting other people's products and you don't have to deal with some of the things that go into selling products for yourself. This can be easier when you're first starting out. When you're an affiliate marketer, you can leverage the exposure the actual product seller has.

Next, we'll talk about making 6-figures with list marketing. This is one of the most important models and strategies, and I definitely recommend that you focus on building a list with everything you do. Build a list if you're an info product creator or affiliate marketer or freelancer. If you're an info product marketer, build a list. If you are an affiliate marketer, build a list. Again, you can concentrate on list marketing as the main focus, which is a fantastic way to get started in any niche. Or, it can just be something you add-on for now. When I talk about focus, this is the stand out. Build a list from the beginning with every business model.

Then, we'll talk about making 6-figures a year with freelancing. I include this because it's one of the fastest ways to earn and gain your confidence in the beginning. There are many businesses and individuals out there who hire freelancers for a variety of tasks. You can become a premium freelancer offering a great menu of services to quickly build up to a six-figure income. This is often a

nice way for people who are just starting out to get some money coming in very quickly.

Next, we'll talk about making 6-figures a year with passive income streams. This one's a bit different, because it's not a business model on its own, rather a mindset and a strategy for the potential of mostly hands-off earnings in the long term. If you don't want to have to trade your time for money, then this is what you want to do. You can develop passive income streams that come in even if you're not working. You'll get buy buttons out there that will earn for you 24 hours a day, 7 days a week.

We'll also talk about making 6-figures a year with offline consulting. If you learn your way around Internet marketing, you can help a variety of offline, physical businesses develop their presence online. Physical businesses are used to paying well for advertising and other things they need for exposure. You can set yourself up really nicely and earn 6-figures a year by helping businesses achieve in the online space, which is so important for every business out there.

Then, we'll talk about a few more ways to earn 6-figures a year to just round out the list and provide plenty of options. These additional methods are included to show you that there's no limit to the methods and opportunities out there. It doesn't matter who you are or where your talents lie, there is a strategy for you.

Again, it's not the exact methods that are important, it's the mindset. You have to be able to stick with one thing until you see success with it. Then, you can stack your efforts to get more buy buttons out there and earn an even higher income.

Finally, we'll talk about combining methods to make even more and scaling up. You have your sights set on earning at least 6-figures a year right now, but you can quickly move your goals up as you start to achieve. Once you reach 6-figures, then you'll be astonished at how quickly your income can grow beyond what you dream about right now.

And again, as I mentioned before, these methods aren't all there are. There are plenty of others as well, and if you prefer something that you're already good at, then by all means, do that (and possibly mix in one of these as well to round it out more profitably).

Making 6-figures a Year with Info Products

One of the first business models I recommend is creating and selling your own info products. This model is fantastic because you get to help people with their problems that they are desperate to have solved.

Essentially, you are educating and inspiring people with products you create and sell. These products can be written ebooks, audio courses, video courses, membership products, or a combination of any of the above. The chances are good that if you've been in the Internet Marketing space for any length of time at all, you've bought info products. In fact, this book is an info product.

Now, you're going to be on the other end of that. You've bought them, so you know they're lucrative.

When you focus on creating info products for others, you'll research niches where people are desperate to have a particular problem solved. You'll make sure the people of the niche are used to buying products for small amounts of money as well as high amounts of money. You want a range of opportunity there.

You'll sell these products yourself, building recognition and a list in the niche. In addition to that, you'll get affiliates to promote your products for you – this can make some of the earning hands-off for you. They'll automatically get a percentage of the sale, and you'll get the rest.

If you focus on getting affiliates to promote for you who have their own lists and audience, you can quickly make sales even if you're brand new to the niche.

Before you get started with this model, I highly recommend that you study those who are successful selling info products. Visit sites like ClickBank.com, JVZoo, and Nanacast.com to see what products people are selling. Pay attention to the best sellers in all niches. ClickBank.com probably has the most products in a variety of niches. You can also get a feel for what's selling and where by getting on niche lists yourself to see what people are promoting.

Take a look at the most prolific info product marketers and investigate their following online. Why is it that they're successful? Part of it probably is that they

do have affiliates promoting for them and they work to build their list at the same time.

It actually doesn't take that much to get started with this business model. In fact, you can write a short, yet very helpful, product and start selling it as soon as today...if you're motivated enough and have the right strategy. I highly recommend you get affiliates lined up first, then create a one-problem, one-solution book, with a possible upsell to personal help or a more in depth course. Since you're new, give affiliates a large cut of the profits so they'll be more motivated to help you. This is worth it if you have it set up so that every person who buys from you (which is every person who buys from these established affiliate lists) gets added to your own list.

Your list is a huge asset you can capitalize on down the road. It will be so much easier for you to get sales of your new products when you have your own list of buyers. You'll notice that I'm prolific and have released many books over time. I also have a fantastic list in my niche which allows me to make pretty easy sales from my established list of buyers. Rinse and repeat your way to a 6-figure income.

One thing you should do before you get started working on your info product is predict what it will take for you to get to 6-figures with this model. What kind of info products should you sell? What are the most profitable topics within your niche that you can tackle? You really have to get to know the people in your audience before you choose a specific topic for your info product.

Remember – you want to tap into people's emotions and problems they are desperate to have solved. You want to choose a niche or specific topic that's already proven to be a winner. Try to be as specific as possible and target a smaller subset of your overall niche. It will be easier for you to start making sales that way.

Once you've done some research by looking into the people of your niche and what they need and want and are willing to pay for, and you've broken down what other marketers have done to earn 6-figures with their info products, it's time to plan your own first info product.

You can create any type of info product you want. If you enjoy writing, you probably want to create a written product. If you dislike writing, then you might want to do a video or audio course. Again, take a look at the other products on the market so you can make your decision as to what will sell that's in line with your skills.

Then, you need to make an outline for yourself, no matter what type of product you're going to create. This helps you stay organized to make sure you hit on all the important points.

Then, you need to make a schedule for yourself and stick to it. Work on your info product a little bit each day and it will be done before you know it.

You also have to pay attention to other details to get your product up and selling. For instance, you should write a sales page or outsource its creation. You also have to choose what platform you're going to use to sell the product. You might use something like Nanacast, ClickBank, or JVZoo. Choose the one that looks like it has the most active affiliates for your topic and that you feel the most comfortable using.

You'll also want to hook the sales of your product up to a list. This is a buyers' list where you can send product updates as well as promote products you come out with in the future. Eventually, you might promote affiliate products to this list. When you build a list via your info products, you're building a list that has proven buyers on it and that's a hugely valuable asset.

You'll drive traffic to your sales page and get JV partners and affiliates on board. It's important to develop relationships with affiliates and potential partners so they'll promote for you. If you have a good relationship with successful people in this niche, they'll be more likely to promote for you, which will help you get the exposure you need to be successful.

This exposure helps you build your list and sell products. You'll rinse and repeat by releasing additional products over time.

You'll test and track your sales page and your list marketing and tweak until you improve your conversions. You'll make sure you're developing a relationship with the people on your list so they come to trust you and buy everything you release.

It will get much easier to make sales over time as you develop relationships with both affiliates and your buyers.

Pay attention to what other successful info product marketers are doing so you can scale up and earn more money. Part of this is done by releasing new products, making sure you treat the people on your list well, and continuing to develop relationships with affiliates and JV partners.

Hopefully, this overview has helped you get a head start on creating info products. Follow in the footsteps of success, and feel free to investigate my list of info products and how I market them to get a feel for what you might want to do.

It's not that difficult to create info products. And it's not that difficult to reach out to affiliates and potential JV partners. You just have to do it. You have to do it and do whatever it takes to make it happen.

If you release a lot of info products and get those buy buttons up there, with lots of affiliate traffic coming in and continue to build your list, you can reach 6-figures a year before you know it.

Quick Step-By-Step

1. Choose your niche
2. Take notes on successful info products
3. Choose one problem you can focus on, that you're sure will sell well
4. Investigate or write about the solution (you're creating a quick one-problem, one solution product for your audience)
5. Get to know potential JV partners and affiliates
6. Show them what you're working on and create a great deal for them to promote your product
7. Create or hire out a sales page for people to buy from
8. Use a sales platform like ClickBank or JVZoo or Warrior Plus or Nanacast to manage your affiliates and product sales
9. Hook all product sales up to a mailing list (Aweber and GetResponse are popular options)
10. Get your product up for sale
11. Get more affiliates on board and encourage them to promote

12. Rinse and repeat with more products, upsells, and more as you become more comfortable

6-Figure Booster

Sell at least 10 products a day for \$30. Work your way back—how will you get to that point by selling your own info products?

If you're stuck at any point along the way, search for the answer. You might have info product how-to books on your hard drive. Figure it out. The hard part is writing or creating the info product. Then the next challenge is developing relationships and getting people to promote. But, you can do it. You can earn 6-figures by creating and selling your own info products.

Making 6-figures a Year with Affiliate Marketing

If you don't feel ready to create your own products, you can get your start by marketing the products other people have created. Affiliate marketing is a great path because you get to make sales on other people's products. You can break into your chosen niche and learn the ropes while earning money at the same time. Eventually, you might be ready to create and sell your own products but this can be a lot less intimidating (not that product creation is difficult, mind you, but some people face “writer’s block” in the beginning). And it’s a great way to build up to a 6-figure income.

Before you get started, it's important to study those who are successful with this model. Who are the heavy hitting affiliates in the niche you're interested in? Reverse engineer their success. How do they build their list they market to? What does their blog or website look like? How do they make use of social media? It's most likely the case that you can find high earning affiliates in several places on the web (their own blog or website, Facebook, Twitter, an email list, paid ads, and so on) because they've worked hard to build their brand and their list so they’re found all over the web for their topic.

Join their lists and pay attention to how they market. Most likely, they do reviews and overviews of the products they promote. They pre-sell and get their audience excited and ready to buy before they even see the sales page. Their job (and your job) as an affiliate is to get people off the fence so they go on to buy the product and you get a commission.

I mentioned already that list marketing plays into every single one of these business models in one way or another. You want to build a list with everything you do. As an affiliate marketer, having a list allows you to easily promote products to a highly targeted audience. You can get to a point where you can send out a single email and earn a full time, 6-figure income without doing anything else. It takes effort to get to that point but it’s certainly not out of the question—especially when you eventually start to build your list up by releasing your own info products as well.

There are many different ways you can get started as an affiliate marketer. You can promote info products or physical products. You can get started by setting up

a squeeze page to build a list, giving something away for free, and getting targeted names on an email list that you then market affiliate products to.

Or, you can start out with a blog or website. Write content people in your niche will be interested in. Promote affiliate offers right on your website or put an opt-in form in several places on your website. Entice people to join your list by offering them something free (it can be a free ebook, helpful checklist, discount code, etc.) and then you can develop a relationship with them and make affiliate sales.

Affiliate marketing is basic. You get a link and drive traffic to a particular product. You can become an Amazon affiliate to promote physical products. It's probably even easier and more lucrative in the long term for you to become an affiliate for info products through sites like ClickBank, JVZoo, and Nanacast... then you can eventually sell your own products to the list and audience you build up.

There is no right or wrong way to do this. You can promote physical products or digital products (or both) and earn six figures as long as you stay focused. You can become a 6-figure earner by promoting Amazon products. You can become a 6-figure earner by promoting ClickBank products. Figure out what will work for the niche you want to enter and will be most likely to lead to long-term profits.

In addition to studying those who are already successful with this model, take the time to predict what it will take to get to 6-figures. Remember – all it really takes is 10 people giving you \$30 a day. Can you sell a \$30 info product and get at least 10 people to buy every day? I think you can – so develop a plan to make that happen. Get traffic and pre-sell that traffic so they are eager to buy the product you're promoting.

One of the most important things you can do is find products that will convert well to your audience. Think about what they really need and want. Consider which products are already selling very well among that group and have the most likely chance of being successful.

Whether you promote products on your website or blog or focus on having a squeeze page to build a list and market through autoresponder promotion, you'll need to drive traffic.

You can drive traffic by becoming very active in your niche on social media. You can also use things like article marketing and search engine optimization to get found and known in your niche.

Some affiliate marketers focus on getting sales right from their website while other affiliate marketers put their energy into getting those potential buyers on a list before they try to promote affiliate products to them. No matter which direction you choose, it's all about building up your presence over time on the web creating a funnel of some kind that drives people to your affiliate links.

Or, you might ramp up your efforts and achieve more quickly by using paid traffic methods instead of free traffic methods. For example, you can drive people to your squeeze page or websites via Google AdWords. Or, you can use Facebook ads to drive people to a targeted Facebook page or squeeze page to develop a relationship with readers and then promote products to them.

No matter how you drive traffic, focus on building trust with your audience so people don't hesitate to buy from you.

Try to set up as many hands-off affiliate marketing funnels as possible. Write autoresponder emails that sell affiliate products. Build up content on your blog or website that promotes affiliate products.

People should be able to find your affiliate links in many places all over the web. You should promote a variety of products. You should be building a list as an affiliate marketer so you can send out affiliate links for recommended products whenever you want to.

You can definitely earn 6-figures as an affiliate marketer. You just have to create your plan for success. You have to figure out what people in your niche need and want and then deliver it to them in the form of product recommendations.

Quick Step-By-Step

1. Choose your niche
2. Take notes on successful affiliate marketers who you believe earn at least 6-figures a year in your niche

3. Take notes on products you believe you can successfully promote as an affiliate
4. Choose how you'll promote- I recommend you focus on building a list and then pre-selling people on affiliate products you promote through your list
5. Set up your affiliate marketing list funnel. Sign up to Aweber (or similar). Give something for free away on the squeeze page you set up
6. Work to get traffic to your squeeze page via free methods (article marketing, social media marketing, videos, podcasts, etc. Get traffic to that squeeze page in any way you can) and paid methods (Facebook ads, Google AdWords, etc.)
7. Write a welcome email and other autoresponder emails to start developing a relationship with the people who sign up for your list
8. Schedule emails that promote products the people who've signed up for your list will be interested in
9. Only promote products you truly believe will help the people on your list. Don't just blindly recommend something. You should be familiar with the product and/or the creator before recommending it.
10. Continue marketing and building your list with the thought that you'll fill your autoresponder so it works to make sales on autopilot for you—you can even schedule in a few posts per week for the whole year, all giving quality information as well as promoting products
11. This gives you time to create more targeted squeeze pages, build traffic, and build relationships with product creators
12. Rinse and repeat your way to 6 figures

6-Figure Booster

Sell at least 10 products a day as an affiliate for \$30. Work your way back from that figure—how will you get to the 6-figure point as an affiliate?

If you're stuck at any point along the way, search for the answer. You might have affiliate marketing how-to books on your hard drive. Figure it out. The hard part is getting started in a new niche and starting to build that affiliate list. You can do it. You can arrange special deals with product creators and arrange joint ventures, increasing your affiliate income all the while.

Believe in yourself and focus and you can earn 6-figures a year as an affiliate.

Making 6-figures a Year With List Marketing

In my opinion, this is the most important model because it's something you should be doing with every business model you choose. In this case, though, you're going to focus on list marketing first and foremost. You're going to put nearly every ounce of your marketing and business energy into building a list in your niche.

This model is important because it's insurance for your business. It doesn't matter if Facebook goes down or Google goes down or you don't rank well on any of the search engines. If you have a list, then you have it made, forever.

It doesn't matter if you're an affiliate marketer, info product creator, freelancer, offline business consultant, offline business owner, coach, or Kindle publisher, having a list can help you get to 6-figures a year, or well beyond that number.

That's because it's your own targeted list. In fact, it's really one of your most important business assets.

You have a relationship (or you will over time) with these people and you have control over when you email them. With everything you do, you should be building a list. If you're on social media as a way to market, for example, you should be using it to build a list. If you have a website, you should be using it to build a list. If you pay for ads, you should be sending them to a squeeze page to build a list.

From there, you can promote products. You can quickly become a heavy hitter in your niche if you have a responsive list that trusts you, your products, and your recommendations.

Before I go further, I want to give you an example of what can happen if you ignore this advice, a personal example.

When I was just starting out, I was driving traffic to affiliate niche sites using Google AdWords. I was profiting in several different niches, and life was good. For every dollar I was spending on clicks on my ads, I was making a much larger profit, so I wasn't concerned about anything beyond getting people to click on my ads.

However, one day Google decided to make things tougher. At first, it was like the “wild wild west” and if you were willing to pay for clicks, they’d gladly take your money. But one day they decided to implement what they called a “quality score” algorithm, which made it tougher to buy clicks at a profitable price.

I was able to work around the problem for several more months, but eventually it became more trouble than it was worth, and I discontinued that kind of advertising.

When I looked back at my history, I found that I had purchased from Google over 3.5 million clicks over the course of the time I was doing this. Those clicks on my ads sent people to a page where there were affiliate links, and when they clicked on those links and made a purchase, I received a commission.

However, there was nothing else on the pages. There were no optin forms to have people sign up for subsequent email messages. So they came and they went, never to be seen again.

If I would have captured even just 10% of the visitors onto an email list, that would be over 350,000 people that I could build a relationship with, and notify them when something else came along in the niche they were interested in.

For example, one big campaign that I was in was for a video gaming system, and the profit from each sale that I referred was \$30 or more. The buying period peaked during the holiday season of 2005, but in 2006 there were newer and better gaming systems which those same people might have been ready for... if I knew who they were.

If just a few hundred of the tens of thousands of people that visited my page went on to purchase a new gaming system later, that would have been worth over \$10,000 in commissions, and I could have repeated the promotions over and over again, month after month, year after year.

Instead, I let them get away, due to inexperience. Don’t be like that. Be sure to keep track of your visitors so that you can help them again in the future.

I urge you to study those who are successful with this model. How do they build their list? Which tools do they use? Really, all you need to get started is an account with a company like Aweber or GetResponse. There are other fancy tools out there that can help you easily develop squeeze pages and things like that, but start with the basics.

Then, figure out where you're going to put your opt in forms and squeeze pages. Remember that people won't sign up just for the heck of it, you'll need to do something to entice them. In many cases, this means giving something away for free on your website or blog, such as a report that they would otherwise pay for.

You should work to drive traffic to this squeeze page or optin form with free methods and paid methods. With every product you release, attach it to your list. With every affiliate promotion you do, make sure you get people to opt-in first. Consider the lifetime value of a site visitor... each person is worth so much more than a single click, product sale, or affiliate sale.

Take the time to predict what it will take for you to get to 6-figures with this model. Again, study those who are already successful so you can follow in their footsteps. Get all your ducks in a row and get started.

It can be as simple as putting up a squeeze page today, giving visitors some kind of freebie or incentive, and driving traffic to that squeeze page with everything you have in you, using paid and free methods. You can get this all started today, and it will set you up for success for any of the other business models you eventually want to attach yourself to. Honestly, if you give your all to building a list, you can every quickly reach 6-figures a year.

Eventually, you'll have great list marketing funnels set up and making sales for you day and night, even if you aren't actively working. Having a list means having a real business. You can schedule autoresponder follow-up messages to go out to new subscribers to give them great information and promote products, earning you money day and night even if you're not actively working.

That's what the successful marketers are referring to when they say they make money while they sleep, or while they're on vacation.

Consider what you should promote and how you want to make money as you decide on your path. Many list marketers promote affiliate products to start out with since it's often easier to promote something that already exists, but eventually you'll also want to create your own product(s) to market.

Consider which traffic method you want to use. If you want to focus on free methods of driving traffic, consider releasing helpful, related videos on YouTube, writing helpful articles and distributing them on the web, and creating a blog that has a high chance of ranking as you write and release more content. You can also record podcast episodes so that people can find you via iTunes or in a similar way. Get known in related niche communities and social media. Be present everywhere the people in your niche are present.

Consider paid methods of driving traffic to your squeeze page or opt-in form, such as using Google AdWords. You can quickly test the conversions of your squeeze page when you drive paid ads. That can help you figure out where you want to put your efforts when you work on free, automated traffic methods as well.

You can definitely reach 6-figures a year with list marketing. Build a list with everything you do, and you can literally write your own paycheck.

Quick Step-By-Step

1. Choose your niche
2. Take notes on successful list marketers who you believe earn at least 6-figures a year in your niche
3. Take notes on what will entice people in your niche to sign up for your list
4. Consider what you'll promote
5. Sign up with an autoresponder company like Aweber or GetResponse
6. Set up your squeeze page, giving away your freebie
7. Write an autoresponder series that helps develop a relationship with those who sign up for your list
8. Promote products as an affiliate (or your own products) occasionally through the autoresponder emails or broadcast emails you send
9. Drive traffic to your squeeze page- paid or free traffic
10. Work to get traffic to your squeeze page via free methods (article marketing, social media marketing, videos, podcasts, etc. Get traffic to

- that squeeze page in any way you can) and paid methods (Facebook ads, Google AdWords, etc.)
11. Test conversions and make tweaks to get more of your site visitors to sign up for your list
 12. Rinse and repeat your way to 6 figures

6-Figure Booster

Sell at least 10 products a day as an affiliate or product creator to your list for \$30 each (or however you want to make the numbers shake out). Work your way back from that figure—how will you get to the 6-figure point as an email list marketer?

If you're stuck at any point along the way, search for the answer. You might have list building and marketing how-to books on your hard drive. Figure it out. The hard part is getting started in a new niche and starting to build your list and become known.

You can do it. Believe in yourself and focus and you can earn 6-figures a year as an email marketer.

Making 6-figures a Year with Freelancing

This model is something you might want to consider if the other methods intimidate you right now. Freelancing is great because it allows you to dip your toes into marketing yourself on the web. It helps you use your skills and talents to earn money pretty much right away. This is great if you need to work your way up to a full time income quickly.

While you might have to wait for the money to start coming in for something like affiliate marketing, freelancing is faster cash. You get paid for a job you do, either upfront or after delivery (usually you'll at least get a partial deposit before starting the job). You can very quickly earn a full-time income as a freelancer if you have the right strategy in place and are willing to market yourself as the best freelancer to hire.

To increase your chances of success, study those who are successful with this model. What do they do that sets them apart? Why are they the freelancer that marketers and businesses turn to time and time again?

Consider what you might want to do as a freelancer. Maybe you enjoy writing and you're good at it – you can certainly offer your skills as a writer. Or maybe you are good with graphics – there are plenty of opportunities to create graphics for marketers and businesses.

You can do so many things as a freelancer, including becoming a virtual assistant, graphic designer for websites, book covers, etc., writer, copywriter, traffic generator or whatever it is you want to do. As long as there are successful freelancers with that talent or skill who are successfully earning 6-figures with what they do, you can absolutely become successful as well.

Project what it will take for you to get to 6-figures as a freelancer. Ideally, you'll specialize in a range of services, from the low end to the higher end. You should create packages for your clients, so they are more tempted to upgrade for larger orders.

Although you could do lots of simple, quick, and low-cost gigs on a site like Fiverr.com, you should work to become a premium freelancer, differentiating yourself in important ways from freelancers who don't charge as much. Make

sure that you become known for delivering results. Again, how can you set yourself apart and ensure you deliver fantastic results for your clients, every time?

Remember to build a list, even as a freelancer. You want to stay at the top of your client's minds at all times and become the person they come to time and time again. Build a list and you can drum up business whenever you want to.

Get long-term clients who really trust you. Work on word-of-mouth marketing and networking with other writers and you can quickly reach 6-figures a year with freelancing.

You can become a freelancer for the long term or use it as a stepping stone to something else. Remember that when you freelance, you only earn as much as you work. You might want to combine freelancing with one of the other business models, once you've established a full-time income with freelancing.

Freelancing can be excellent, profitable work and it can lead to a six-figure income quickly. Work hard on developing your presence where there's an area of demand and work to become the go-to person for your skill. Network with business people and hang out where they hang out online and offline so you get business.

People and businesses will hire you if they trust you and you've proven yourself to deliver. Focus on that and you can do quite well.

Quick Step-By-Step

1. Decide which services you'll offer
2. Study successful freelancers and determine what you can do to match or exceed their level of success
3. Develop a menu of services, from the low end to the high end
4. Network with other freelancers to learn and get possible overflow work
5. Set up a website offering your services
6. Set up a squeeze page (offering something enticing) to encourage potential clients to sign up
7. Get the word out—drive traffic from targeted sources to build your list

8. Offer a special launch offer to get early feedback and testimonials—this is part of develop trust among your audience
9. Offer additional services (upgrades) to the clients who hire you
10. Encourage word of mouth referrals—offer incentives to clients to pass your name along
11. Rinse and repeat and market yourself in any way you can

6-Figure Booster

Complete at least one project a day that's worth \$300 (or however you want to make the numbers shake out). Work your way back from the 6-figure a year figure—what can you offer to ensure you reach your target each day?

Businesses will hire you because they hope you can help them earn more than they've paid you. If you can deliver on this, you should have no problem getting orders that meet and exceed this amount.

If you're stuck at any point along the way, search for the answer. You might have freelancing business how-to books on your hard drive. Figure it out.

The hard part is getting started and getting your name out there as the freelancer to hire. You can do it if you differentiate and work hard to promote yourself as the best freelancer for the job, as well as get prior clients to refer their associates to you, and to leave you glowing testimonials.

Believe in yourself and focus and you can earn 6-figures a year as a freelancer. The great part is you can keep doing this for as long as you want to, accepting the clients you want to accept, and branch out to other things if and when you want to.

Making 6-figures a Year with Passive Income Streams

This is a fairly broad topic, so much so that I've written an entire book on the topic. But I can help you get started with this here and now as you consider different ways to reach 6-figures a year online.

Passive income is fantastic because the Internet makes it fairly easy to set up profitable sales funnels and automated methods that will have you earning money even in your sleep. While passive income is never truly set it and forget it forever, it really is true that you can set something up today that can earn money for you for years.

Consider what it will take for you to make 6-figures a year with passive income streams. Passive income is really the dream many people are looking for. They love the idea of being able to set something up once and earn from it for years to come. The fact is that it isn't a dream, it can turn into your 6-figure reality.

Again, let's get the idea out of the way right now that passive income streams are hands-off. Sure, they can earn for you 24/7 and become relatively hands-off after you set them up. But that doesn't mean you'll never attend to them again. Go into this with realistic expectations.

Remember, your income is based on the value you provide, and you shouldn't assume that you can provide value once and never again, and still have customers willing to pay you over and over.

Yes, you can do that to some degree with things like software products, but there's still support and upgrades and marketing and things like that to attend to.

And you can do that to some degree with Kindle publishing, but you still need to continue to write so that readers who love your style will be able to find more awesome books from you.

If you set up a passive income stream, you have to check in on it now every now and then. You have to update it once in a while. You have to continue to build

additional passive income streams so your income builds up to the 6-figure a year income level.

Consider which passive income streams you're most interested in. Maybe you love the idea of setting up passive list building funnels that earn for you day and night. I've mentioned already that your list can become wonderfully profitable and mostly-passive.

Or, maybe you love the idea of setting up niche affiliate websites that sell all day long. You can get these ranked in search engines like Google and/or run paid ads to them. Many people have been able to set up great niche affiliate websites and earn a full time, 6-figure income from them.

Perhaps you love the idea of creating your own info products and setting up sales funnels for them, getting affiliates to drive their targeted traffic to you so you earn 6-figures a year, mostly passively.

After you've chosen the exact passive income model you like the best, study those who are successful with this model. What have they done and how is it that they can earn 6-figures a year passively from the exact model they've chosen?

Take notes on what works and doesn't work. Predict what it will take for you to get to 6-figures with this model. Plan to build passive income stream after passive income stream – this is one instance where you'll probably need to stack your incomes to reach the income level you want.

Work on building up one passive income stream at a time. Get one up and earning and then rinse and repeat. Build passive income stream after passive income stream and the sky is the limit as far as your income is concerned. There's something amazing about earning money while you're sleeping, away on vacation, and so on.

This method combines many of the other methods I talk about in this book. Info product creation can become passive after you've created them, affiliate marketing can become passive after you set up your websites and lists, and list building can become passive after you set up your squeeze page funnels and autoresponder emails.

These methods can all work together over time, adding up to something amazing. Passive income takes hard work in the beginning, but it sure can be fantastic to go to sleep and wake up to a full-time income's worth of sales notifications. Or to take a weekend or a week down at the beach and still earn a lot more than most people earn at their day jobs. There's something to be said for not having your earnings attached to an hourly income—the work you do this hour can pay off years down the road, as I've mentioned.

Over the years, I've become semi-famous among the web marketing crowd for the 5 Bucks a Day Method. This is part of the brand I've built as the 5 Buck Guy. With this method, I have people focus on building up passive income streams that will help them earn 5 bucks a day very quickly. The idea is that they can then rinse and repeat with additional 5 buck a day income streams. Soon enough, you've built up to a full-time income.

This method helps people focus on smaller projects at a time. When combined, these projects add up to a great income. In fact, doing some number crunching, if you set up a \$5/day income stream every week, at the end of 52 weeks, you'll be earning \$260/day, which is getting close to a 6-figure annual income (it's actually \$94,900, but will continue to grow).

You can certainly try this method as a precursor to working up to 6-figures in a year. I think the book will help you with mindset and finding true success.

But if you want to make 6-figures fast, then you'll want to scale things up more quickly. You'll want to focus on higher earning income streams.

Focus on high earning affiliate marketing, info products, Kindle publishing, or whatever it is you want. Scale up to earn 6-figures. Study successful people and basically make it your obsession to set up passive income streams. Consider these your assets—put the work in now, do the hard work, and it can off for many years to com.

If you're interested in developing passive income streams, you can dip your toes into many different business models. Just make sure to finish complete projects so you can actually get things up and earning.

As always, you'll have better success if you focus your attention on dominating one niche with your passive income streams.

Quick Step-By-Step

1. Decide which niche you want to enter
2. Decide which passive income stream you'd like to focus on first—stick with it until you're successful earning with it (list marketing, affiliate website marketing, Kindle publishing, etc.)
3. Study people who are successfully earning passively in your niche
4. Set up your passive income stream
5. Rinse and repeat with an additional passive income stream
6. Keep going—completely passive income projects and focusing on those that take off for you
7. Do what you need to do to set up enough passive income projects to earn 6 figures a year
8. Stack your income from each model and method, rinse and repeat

6-Figure Booster

Set up passive income streams that will help you earn at least \$300 from 10 sales a day, or however you want to break the numbers down. If you set up enough passive income streams, you can see how easily this might be reached.

Remember to study those who are successful and popular in your niche. Notice how they cross promote their passive funnels and work to become known in your niche.

How is it that these people are able to earn even if they don't lift a finger that week? Follow in the footsteps of success and make sure that's your reality as well.

Rinse and repeat your way to success! Don't stop until you have at least 6-figures in earnings for the year, all from passive income streams in your niche.

Make 6-figures a Year with Offline Consulting

Offline consulting can be a very lucrative way to earn 6-figures a year. It can be fun and exciting to help offline businesses develop an online presence. That's what every business needs these days, and you can help them achieve that.

You can be the one who helps other businesses build their marketing list, optimize their websites, and earn more money. You can do everything you can to become very knowledgeable about Internet marketing and strategy. You'll be surprised to learn just how little most offline businesses know about web marketing—it won't take long for you to learn what you need to know to help these businesses become successful in the online space.

Businesses will hire you to coach them or implement the right steps to help them earn more money, connect with more customers, and develop a bigger presence on the web. An easy test of whether a business needs help is visiting their website to see if they are building a list at all. If they aren't, they need your help.

Offline businesses are often used to spending a lot of money to advertise. For example, if they have an advertisement in the local telephone directory, that means they are probably spending several hundred or more than a thousand dollars a month, and have committed that amount for the entire year. That means you can charge a nice sum in exchange for your services, because what you can do for them might yield them more customers per month than their other advertising does. You'll work hard to ensure they get a lot of value out of what you offer (help them build a great customer list and you're golden)—they'll want to shout your name from the rooftops.

In some cases, you can charge the same businesses every month for your services, as you provide help to them month after month. If you do a good job, they'll want to hire you for the long term and pay you monthly—even if you're just doing maintenance work for them on the work you've already done.

You just need to stack the income you make and work for a variety of businesses to reach the six-figure a year income. Remember – if you help companies make more money, they'll be willing to pay you very well.

Study those who are successful with this model. What exactly do they provide to other businesses with their offline consulting services? What do they do for these businesses every month? Maybe they maintain their website, help them build an email list so they can keep in touch with their prior customers, or help them with their social media presence. Maybe they help businesses that don't yet have an online presence at all.

Predict what it will take for you to get you to 6-figures a year with this model. How many businesses will you need to work for? Create your model and plans and work on getting to that level.

Maybe as a way of getting started, you could offer a simple service free to clients to get them interested in what you have to offer. This helps you get your foot in the door. Then, if you prove yourself with a small thing (such as getting an opt-in form up and active on their website) then they might be willing to upgrade to your higher end services. Do this for several businesses and you might easily reach the monthly and yearly income you're aiming for.

You can work to get clients who need your services, online and off. You can become the go-to web marketing person for your community, city, or town. Or, you can get clients from all over the world, right from the web. There are definitely companies out there who are looking for people who can provide these services to them. You can be that person, and you can earn 6-figures a year doing it.

Create a spread of services so you get interested clients at all levels. Create low end and high end upgrade packages, as well as monthly packages. Prove yourself, do well, and you can earn 6-figures a year as an offline consultant.

Quick Step-By-Step

1. Decide what you'll specialize in as an offline marketing consultant
2. Study those who are very successful with this model—what do they offer and how do they stand out from the crowd?
3. Develop your own marketing strategy
4. Consider offering a loss-leader, simple service to get your foot in the door with these clients (perhaps buying their domain name, setting up their

- initial blog, or even hosting services if they purchase some other package from you)
5. Take note of which businesses in your local area need a lot of help—offer your freebie service to them and then offer them a series of services and upgrades
 6. Consider how you can get clients to hire you monthly
 7. Rinse and repeat, stacking clients and monthly packages to reach your 6-figures a year

6-Figure Booster

Figure out what you can offer as an offline consultant to earn at least \$300 a day. Businesses will hire you because they'll earn more back than what you're paying them.

Focus on helping these businesses build a customer list, which is something many of them neglect to do. Prove your worth and many will be happy to hire you for additional services, and even monthly.

Rinse and repeat- get enough clients and build an in-demand reputation for what you do. So much so that you won't be able to take on all of the clients who want to hire you.

You can become a premium offline consultant to earn 6-figures a year, and it can happen quickly as long as you're willing to pound the pavement and deliver results.

If you get more clients than you can personally handle, or if the clients need services that you aren't comfortable providing because it's more technical, you can always find someone to outsource the extra work to for a portion of your fees, or for a finder's fee.

More Ways to Earn 6-figures a Year

This has been just a small sampling of the different ways you can earn 6-figures a year. I could write book after book—several thousand pages worth of all the possibilities. There are an incredible number of ways to make this happen. The chances are good that you have business models you've already downloaded to your hard drive that would work. If nothing here appeals to you, then choose one of those.

The point isn't that you have to follow my advice exactly. The point is that you have to choose something, study what's made others successful, and just do it. You have to learn by doing. You have to earn by doing.

As long as it's a proven method and you know, without a doubt, that if you work the method that you can earn 6-figures in a year, then go for it. Don't hesitate—just do it.

There are also new methods, new strategies, and new opportunities coming out all the time. For instance, the Kindle publishing opportunity is actually fairly new in relative terms. Even so, there are already an incredible number of authors who are earning 6-figures a year from doing it. If you're a writer or Kindle publishing appeals to you for another reason, there's no reason you can't make it work for you if you write and self-publish enough books.

Whatever it is, make it work and don't stop until it does. Don't give up and don't switch gears until you're been successful. The successful 6-figure earners aren't better or more special than you—they've just stuck with it and didn't stop.

Maybe you like the idea of earning 6-figures a year by running your membership site. I've done quite well with my Earn 1K A Day membership site over the years. You'll just have to create a lot of value month after month, but those consistent monthly payments that are automated really add up big time. Provide value and get people to stick around and you can earn a fantastic monthly income. I won't say that it's hands off because you have to put the value in for your members, but it's a lot of fun and it sure as heck beats having a dead-end day job.

Or, maybe you'd like to offer coaching services to help other people achieve. Perhaps you have been successful in business, in which case you can offer your

services as a coach. Or maybe you're successful with something else that people would want to hire a coach for, such as a specialized skill.

Coaching tends to be a higher end service and people are willing to pay handsomely if you can help them get results. You can very easily work up to a 6-figure income as a marketing coach or as a coach in whatever you're an expert on.

You can also reach 6-figures a year by running paid advertising to certain promotions—such as CPA offers or affiliate offers. Use paid advertising to build your list or promote products, and you can easily reach the level you need to reach to earn 6-figures a year.

The point is to choose a model you know can be successful for you now and in the long term. Do your homework, model your strategy after those who've already been successful, and stop at nothing until you have completed the steps you need to complete to start earning 6-figures a year.

You have everything you need to get started. Go back through the mindset stuff if you're struggling, feeling negative, or having doubts—that's what you really need. Don't hem and haw about the methods. Just figure it out and do it. Once you're successfully earning, you'll wonder why on earth it took you so long to get to this point. As I'm mentioned a few times, this isn't difficult stuff, you just have to have the right mindset.

Combining Methods to Make Even More

I've mentioned several times already that you can combine any of the methods you see here to scale your income up to make even more. Of course, you don't want to switch your focus until you're already successful with one method. Focus, focus, focus until successful. Don't start and stop, just keep going. Only then should you move on to something else.

For instance, don't put part of your focus on creating an info product, but never get it done, and then start setting up an affiliate promotion, but never get it done. Just get it done!

You have to get things done. Even if you aren't earning a full 6-figures from one method before you get started on another method, make sure you have full projects completed. For example, make sure you have that first info product up and selling, with affiliates promoting it, well on the way to earning you a great income before you try anything else. Adjust that sentence according to the method you've chosen.

You can stack different methods and different projects to earn 6 figures a year as long as you're completing projects and really working them until they earn.

When you're earning with one thing, you'll be more of an expert on that thing than most people out there. You can rinse and repeat, learn from your mistakes (and you *will* make them) and earn so much more next time. It's my hope that you're so inspired and so ready to change your life that a low 6-figure income soon seems small potatoes to you because you're a true action taker. I want you to not only study what works, but to figure out what works for you.

Tweak your methods over time to earn even more. Remember to build a list with everything you do. You should attach list marketing to the sales of your info products, affiliate promotions, freelance or consulting promotions, and so on. Everything.

Build your list and then it will be so much easier for you to become successful with any of the other business models your want to try. In fact, if you're stuck for what to do next, I highly recommend that you get started with list marketing as a

main focus. It's always a great choice, and never the wrong choice, for any profitable niche.

Eventually, as you build up a presence in your niche, you can make a great income promoting your own products and promoting products as an affiliate, or sell books on Kindle, offer coaching, or whatever it is you want to do.

Look for things that are natural add-ons to what you're already doing within your niche. When you combine methods, you can earn so much more. It becomes even easier once you have the overall umbrella of your brand to work under. You'll become well-known, you'll have a list, and you'll start to earn money at every turn.

You'll have a lot of buy buttons up on the web, earning for you 24/7. When you stick to the tried-and-true path, and make sure you complete projects, you can absolutely earn what you want to earn. You can earn 6-figures a year, or more.

Focus on a single, profitable niche and make it your mission to eventually be present *everywhere* the people in your niche are buying. If you can make that happen, a high income is inevitable.

More on Scaling up Your Business

Remember to always look for better ways of doing things. You'll make a lot of mistakes in the beginning and that's okay. As long as you follow tried-and-true methods and do your best, tweaking and tracking your results, you'll do well.

There's no perfect way to do things. Successful person A might have followed a different path than successful person B. It's not important that you're perfect, what's important is that you actually take action and follow through with your plans.

Once you have buy buttons up on the web and several projects out there that are earning money for you, you can find better ways of doing things. You'll know exactly what you need to do to earn more with everything you do. Your success, and income, will snowball like crazy—exceeding your wildest 6-figure dreams.

But that doesn't come without experience. You can read all the books and make money info-products you want, but the actual steps for success will come from your own experience.

Don't become a lifelong learner. Become a doer. Sure, you always want to learn new things from new people. But that's not all you should do... You have to take action. Even if the action you take right now is imperfect. Nothing is perfect and no one is perfect.

If you want to become a truly successful 6-figure earner, then you have to stop waiting for conditions to be perfect. You have to take daily action, even when you don't feel like it. And I promise, there will be times when you don't feel like it... at all. But the hard work will pay off. Perfection doesn't exist, the only thing that should exist in your mind is daily, consistent action. Put the blinders on and develop a one-track mind that will lead to your inevitable success.

If you took the money, success, and assets away from the most successful people on the planet, they will have re-earned their success in a heartbeat. Why is that? It's because they have a success mindset. Their brains literally will not accept that they'll be anything less than successful.

Remember that if you want to scale up quickly, start building a list right away. Do everything you can to get names on that list that you can market to, no matter which business model you choose to focus on at first. One of the best things you can do for yourself to quickly become a six-figure earner is to build a list. That's some of the best, high-earning advice I can give you. Sure, you can earn 6-figures even without a list, but it will take longer and probably won't last. Your list is your insurance for your success.

Your email list is also one of your most important business assets.

If you want to scale up very quickly, start to go for the higher end offers in your niche—as a product creator, affiliate, freelancer, or consultant. You'll need fewer customers to earn more. Stop thinking low-end and start thinking high-end.

Also, focus on providing quality at every turn. You're building a brand here and you want to become known as someone people can trust. You want to become known as the go-to person in your niche, no matter which specific business model you're focused on at the time. Provide quality and really help people and you'll stand apart from most of the other marketers out there.

Look for additional ways you can stand out in your niche. What are other brands or companies failing to do that people really want? Be unique with what you do and focus on the customer first.

Continue building your brand and presence online. Your brand should be everywhere your potential customers are. You should be at the top of their mind at all times. They should seek out the product you promote as an affiliate, the products you come out with yourself as a product creator, your Kindle books online, your memberships, and the coaching you offer.

Don't be afraid to get your buy buttons out there. Don't just dream about doing this. You have to actually take the plunge, even if it seems scary at first.

Continue to set bigger and better goals as you start to achieve. Your goal of earning 6-figures a year will soon seem small – you'll want to go higher and higher. Once you start earning, it can really snowball. You just have to take action and continue tweaking your strategy.

Also, don't be afraid to invest money in your business. Take a portion of what you earn and invest it back into your business. You can do things like purchase paid advertising, or you can start outsourcing mundane tasks that free up your own personal time for more creative tasks.

You can also do things like give 100% affiliate commissions when someone refers a new customer to you. If you have your email autoresponder set up properly, the initial sale you make to a customer, once they're on your list, is small compared to their lifetime value. So getting more affiliates to promote for you is can be very profitable, even if it seems like giving away all your hard work doesn't make sense.

Again, it's all a matter of mindset.

That will help you scale up much more quickly. Many people who are newer to business are scared to spend money and think they should be able to do everything for free. That's the wrong attitude to have.

You can absolutely get started for free and earn a 6-figure income from all free methods. But if you really want to scale up and hit the big leagues, then you need to be willing to invest in your business and in yourself. Paid advertising will generally help you find better results, much more quickly than free advertising. Combine methods and do everything you can to build your list and scale up. A person on your list is better than a single sale, every time.

Remember the 80/20 principle. Save yourself time and earn more by doing more of what earns you more money. You'll find that just a few of your tasks earn you the bulk of your income. So, focus on those things more and scale up on those things more.

Don't waste your time on what doesn't work. Also, don't waste your time when your time can be better spent on other things—learn when to let go.

You can hire people to do some of the more mundane tasks, leaving you wide open to work on the things that have higher earning potential. Suddenly, you can be the one hiring freelancers and others to do work for you, making you a high 6-figure earner in a more hands-off way.

You Are Going to Succeed at This

If you want to succeed, then you have to believe in yourself. You have to work hard on your mindset and move forward and take action even if you're scared of it right now. I promise you that consistent daily action will pay off.

I promise you that if you set goals and revisit them often, and visualize yourself as a 6-figure earner it will seem so easy to reach that point. The work you do today, and the next day, and every day will really pay off. You'll be able to find success much more quickly than you think.

You have to keep your goals in mind always. You have to make sure that your business plans are in line with your goals.

Choose a business model that works and that has proven success. Take notes on what other successful marketers are doing. Be willing to tweak your strategy along the way.

The methods I've presented here are evergreen. But that doesn't mean you shouldn't pay attention to new methods and opportunities. The web is a moving target. There will be opportunities for you to strike while the iron is hot. Develop a strong presence in your niche and you can easily take advantage of any opportunities that arise.

Keep in mind that perfection doesn't exist. There's no "right" time to get started. You just have to do it. Eliminate the excuses and get started, today. It's important—perhaps one of the most important decisions of your life. You can read all you want, but you're going to learn the most from actually doing.

If you want to succeed, you have to stop reading and learning and start actually doing. If you run into a roadblock or need an answer to a problem, then find the answer. There are countless videos on YouTube showing how to do things. There are countless sites on your favorite search engine as well.

Don't let silly things stop you—and most of the roadblocks are things you can easily find your way around if you find the answer or find someone to help you. That's where having a coach or even joining a free group of likeminded thinkers can really help you.

You're ready to succeed. You're ready to stop staying stuck in learning mode and enter into action mode. You're tired of having middling results or no results at all. You're ready to succeed, whether this is the first time you're trying to earn 6-figures or you've been trying for many years.

Be honest with yourself about what you're actually doing and what you need to do to earn 6-figures annually. How many buy buttons do you have out there? How many people are on your list?

It really boils down to the small daily tasks that add up to big things. You can easily earn 6-figures just from list marketing or just from any of the methods I've talked about here. You just have to do it. You have to break it down into manageable figures.

For instance, many marketers say that you can earn, on average, one dollar per month per list subscriber. So with less than 10,000 subscribers to your list, you can easily be earning 6-figures a year. Focus every ounce of your energy on getting that number of subscribers and you've more than got it made, if you build a relationship with the people on the list that ensures that they trust your opinions when you write to them.

Better yet, if you become well known and very trustworthy in your niche, you can earn that much with far fewer subscribers. This is just one example, but it's what you can focus on if you've reached the end of this and you're at all confused and feeling indecisive.

Again-- focus every ounce of everything you do on getting those 10,000 subscribers on your list and you'll have it made. You can promote your own products or products as an affiliate.

Just choose something and stick with it until you succeed. Consistent daily action – remember that. Revisit your goals, revisit your Reason Why, and visualize your success. Scale up, rinse and repeat, and follow in the footsteps of those who have been successful before you.

What to Do If Your Mindset Falters along the Way

Know that you will have ups and downs. The chances are good that you're feeling really good about this right now. You're really motivated and you can't see how you'll fail.

But, just as I can promise you that if you take daily consistent action that you'll succeed, I can also promise you that sometimes you'll be so frustrated that you'll feel like giving up. It will seem too tough. You'll run into a roadblock you don't feel like you can get around.

You have to keep your eye on the prize even when you're in the midst of those down moments. Find inspiration when you're feeling down. Get a boost from an accountability partner or coach when you're feeling down.

Research a way around these problems. Let nothing stand in your way. Find inspiration wherever you can.

It can really help if you create a schedule for yourself that you promise yourself you'll stick to no matter what. Map out your success in the short term and in the long term. You should know what you're supposed to be doing to build up your business at every turn. You need to take consistent action, making incremental progress almost every day.

Put your goals and deadlines on your calendar. Set reminders for yourself on your phone. Break up your tasks and your daily to-do's according to your goals and deadlines. Revisit them often. Adjust them as needed. And always keep your eye on the prize of earning 6-figures in a year.

It can definitely help if you prepare your to-do list every night for the following day. Never wake up without knowing what you're supposed to be doing that day. Then, get started on your most important task first thing so it always gets done. Manage your time well. Make sure you're taking steps every single day to achieve. Come rain or shine, you're working on taking baby steps and big steps forward.

In the beginning, make a list of what might go wrong and what might get you down before you get started. Brainstorm and come up with potential solutions

for every potential problem. If you're ever stuck, find the answer. Prepare yourself with answers.

There's always a way forward, no matter how impossible it might seem right now. Just keep chugging away. Just keep going. I promise you that success is right around the corner.

Listen to the success stories of others and allow those success stories to inspire you. Don't reinvent the wheel – just do what works and what has always worked.

Write your goals down over and over again until they are burned into your brain. Revisit your goals at the start of your day and at the end of your day. Make sure your daily to-do list is in line with your goals and that your daily actions will add up to long-term success.

Revisit your Reason Why. Why is it so important for you to earn 6-figures? You're ready to change your life. You have a bigger purpose. Let your 6-figure a month income allow you to achieve that purpose.

Your 6-figures in a Year Schedule

Create a schedule for yourself here and now and vow to stick to it. Put your goals and deadlines on the calendar. Know what you're doing at every turn.

As I've mentioned, prepare your to-do list every night, based on your calendar. Never wake up without knowing what you're supposed to be doing. Make sure that everything on your to-do list adds up to something big in the long term.

Have an idea of what you'll be working on every day, week, month, in six months, and in a year.

What will your business be and what will it look like? How will you grow your business over time? What will your presence in your niche look like a year from now? Develop a business plan. Make sure that your Reason Why, purpose, and goals are built into that business plan.

Stay on track so you can meet your 6-figure income on the path you've projected for yourself. Don't let anything stop you. Move forward, always.

You've Earned It! 6-figures in a Year

You've earned the chance to work for this. You now have a mindset of success and it's something you're working on every single day. You've chosen a surefire path to success.

You're ready— you're a different person and in a different place than you were in before you read this book. It doesn't matter if you've tried and failed before, now's the time that you're going to succeed.

You're ready to achieve what many people won't even try. You're not willing to settle for anything less than earning 6-figures a year. You should really pat yourself on the back, because you've come so far already.

Not many people will achieve 6-figures a year in their lifetime, simply because they don't realize they can. You're ready to achieve it, though, and then go beyond that number.

Even if people know it's possible, not many are willing to dedicate themselves to it and work on their mindset and the steps it takes to achieve. You're ready and willing, though.

Not many people are willing to keep on going even when it seems difficult. But you're one of those people who is going to keep going, no matter what.

You're ready and you're going to do it.

Now's the time to make it happen.

Want More? Here Are Some Resources:

[One Problem Product Creation](#) – Learn the easiest and fastest way to write profitable mini-eBooks that sell like crazy, in as little as one day start to finish.

[6 Easy Pieces of Product Creation](#) – Create and sell information products for massive paydays and instant recognition. This takes the One Problem Product Creation process and shows you what else you need to do to increase your earnings exponentially (this book includes everything in One Problem Product Creation and more).

[The 30-Day Productivity Plan](#) – Get more done in the next 30 days than many people do in a year.

[Week One Profits](#) – Ten different ideas with step by step plans to profit within one week.

[Unlock the Creator in You!](#) – You were born with the same creative powers of those you envy, maybe it's time for it to come back to the surface.

[Earn1KaDay](#) – Join hundreds of other successful Internet marketers inside our famous Insiders Club, where you can build relationships and learn new skills.

[5 Bucks a Day - Revisited](#) – Dennis Becker's classic strategy, updated and enhanced after 5 more years of experience.

[Action Enforcer](#) – The desktop application that will bring you more focus and let you get more done in less time than you ever imagined.

[E1KAD.com](#) – Our main product page.

[The IM Inside Track](#) – Our free Facebook group for all Internet marketers

[Dennis Becker Coaching](#) – Current coaching plans that are available.

[Amazon Author Page](#) – Here's the current list of books that I've published on Amazon and for Kindle.