



T. Harv Eker's

HOW TO MAKE A LOT
— OF MONEY & —
HELP A LOT OF PEOPLE

WORKBOOK



HOW TO MAKE A LOT OF MONEY — & HELP A LOT OF PEOPLE —

WELCOME!

Step #1: _____

Process of Manifestation:

_____ → _____ →

_____ = _____

The source of all your results = your _____.

Like most beliefs in your life, this way of unsupportive thinking comes predominantly from _____.

It's not about the money, it's about the _____.

You having _____, doesn't _____ anyone else from having _____ too.



HOW TO MAKE A LOT OF MONEY — & HELP A LOT OF PEOPLE —

Declaration

There's plenty of money for _____.

I make a lot of _____ and _____ a lot of people.

If money is not _____ to you, then you won't have much of it.

Declaration

_____ is important to me.

_____ is important to me.

_____ is important to me.

_____ is important to me.

They are _____ important to me.

I make a lot of _____ and _____ a lot of people.



HOW TO MAKE A LOT OF MONEY — & HELP A LOT OF PEOPLE —

If you want to make a lot of money or even get rich, you will have to _____ all the disempowering bullcrap you've heard about _____ and _____.

Declaration

I choose beliefs that are _____ to my success.

I make a lot of _____ and _____ a lot of people.

You get all your money from _____.

2 Primary Motivators

1) Gain _____

2) Avoid _____

The bottom line reason for people to give you money is because they want you to _____ for them.



HOW TO MAKE A LOT OF MONEY — & HELP A LOT OF PEOPLE —

The definition of an entrepreneur or a person in business or a person in a job is a person who _____ for people at a _____ or for _____.

Step #2: _____

Declaration

I earn money by _____ for people.

On the other side of a problem is the _____ to _____ that problem.

And when you _____ that _____, you _____.



HOW TO MAKE A LOT OF MONEY — & HELP A LOT OF PEOPLE —

Declaration

I am a _____.

I make a lot of _____ and _____ a lot of people.

Step #3: _____

It's imperative that you solve a problem that you

_____ about.

Often, the problem you solve for people comes from a

_____ that you personally had and overcame and

now you can help others.

Your solution has to _____ for people in the real world.



HOW TO MAKE A LOT OF MONEY — & HELP A LOT OF PEOPLE —

The best vehicle for you is going to be one where your
_____, your _____, your
_____ and your _____ all meet the
demand of the market.

Declaration

I help people with what I _____ about, what I
_____ about, what I'm _____ at and what they
_____.

I make a lot of _____ and _____ a lot of people.

Step #4: _____

2 Questions

- 1) Why should I _____ this?
- 2) Why should I _____ this from _____?



HOW TO MAKE A LOT OF MONEY — & HELP A LOT OF PEOPLE —

Declaration

I clearly _____ the _____ I solve for people.

I make a lot of _____ and _____ a lot of people.

Step #5: _____

It might be the _____ of product you have, it might be

the _____, or the _____ or your special

_____ or service or your unique _____ and

_____.

The more you can look at everything, through your customers

_____, the faster you can become rich.



HOW TO MAKE A LOT OF MONEY — & HELP A LOT OF PEOPLE —

Declaration

I make my business, product or service _____
than anyone else.

I make a lot of _____ and _____ a lot of people.

If you want to earn a LOT of money, all you have to do is solve
that same _____ for _____ of people.

Wealth Rule #1: _____

Step #6: _____

You must _____ the process of how you solve
the problem so that it can be done _____.

Declaration

I create a _____, so the problem can be _____.

I make a lot of _____ and _____ a lot of people.



HOW TO MAKE A LOT OF MONEY — & HELP A LOT OF PEOPLE —

Step #7: _____

Declaration

I _____ my _____ again and again.

I make a lot of _____ and _____ a lot of people.

Step #8: _____

In order to make a lot of money and help a lot of people we
must be able to _____.

The definition of fear is _____.

Fear is in the _____ it only exists in our _____
and therefore, its primary role in your life is
_____.

The mind's favorite phrase is _____.



HOW TO MAKE A LOT OF MONEY — & HELP A LOT OF PEOPLE —

The secret is to realize that you don't have to

_____ your mind. You don't have to believe the

_____ in your head. You don't have to believe

your own _____.

The key to success is to learn to _____.

Declaration

I act in spite of _____. I act in spite of _____. I act in
spite of _____.

I make a lot of _____ and _____ a lot of people.

