





- Naturally sociable people who are well connected in your community.

For those positive attitude people out there you are not going to like this bit it is probably as important, if not more important, to examine what's not working as well as what is. Talk to your mentors, advisors and peers about what is and is not working and analyse and get to the bottom of WHY for both.

Also beware of who you mix with in business circles. Do you mix with energy vampires who are happy to stay the same and plod along and stay in their comfort zone, who do not like change, and they want you to stay with them. Or do you mix with get up and go getters, those that grab life by the throat who are always brainstorming, coming out with new ideas and implementing them – and that is a big difference – they implement and put into place not just have the idea and sit on it. Those that are growing and step out of their comfort zone, who grow their business and succeed. These will feed your mindset and help you to grow. You will meet these people networking, you will follow them on social media and you will also see them in your industry and business news.

Do me a favour though! Please bring your head up out of the sand and stand tall.... be different!

This may mean networking (I know this is an evil word for a lot of you) and brushing shoulders with people very different from you and, business wise, more advanced than you to help you raise the bar and level that you are operating at. Peers and friends are great. We need them. But if we are to grow and grow our business we may need to move to a different field.

Over the years I have had some fantastic mentors and advisors who have kept me on the straight and narrow for my therapies



business, but for the ATA I had to step up a gear. I joined a group last year that I call my mentoring group to help me with my seeds of an idea. This group is run by a multi-millionaire Nigel Botterill who charges huge fees to be a member of his Entrepreneur Circle, but I tell you what while paying that I make sure that I listen and read every word and that I implement the ideas and use every bit of my membership! And thanks to the mentoring group there is the ATA!