

THE HUSTLE GUIDE FOR ANYONE WHO DARES TO DREAM.

INTRO: THE HUSTLE GUIDE FOR ANYONE WHO DARES TO DREAM

"STOP TALKING YOURSELF OUT OF YOUR DREAM. THE TRUTH IS YOU HAVE
GOLD INSIDE YOU AND IT'S TIME TO BRING IT TO LIFE."

RULE #1, NO LOOKING BACK.

Only a few days ago, we were hashing things out in our conference room. We were thinking about how to shift into a new decade of BusinessCoach.com and guess what we realized? The process had to start with finding the passion to dream again because it's easy to just sustain. How boring! If you're in business then you have to find a way to keep the passion burning. So we took a step back and started looking at what we love about what we do and, frankly, what we actually do and create with our clients.

We've been feeling strongly that 2020 is a unique year, a ground-breaking year! Not only for us, but for other entrepreneurs and risk-takers as well. It had to start with dreaming once again for something bigger than ourselves. Thinking small isn't an option.

What became glaringly clear was that the future had to be led by what inspired us in order to tap into our uniqueness—that's where everything you or I create will stem from. Along this adventurous process of personal, creative and entrepreneurial discovery, we realized the process was powerful. It's what has led us here and why you're here reading this *Hustle Guide*. We've packaged it up and are sharing our process with you so you, too, can use it as a tool to *discover*, *create and execute* the unique dream inside you. The key we discovered is to jump all the way in because to see what's really possible for 2020 requires BLOWING UP THE EXISTING BOX! We suggest adopting new 2020 rules—NO LOOKING BACK. KEEP IT SIMPLE. EXECUTE ON ONE GOAL AT A TIME.

To begin the process you'll learn how to leverage your truest passion, gifts and unique genius. Here's ours: "We help people embrace what's possible, face what holds them back and create and execute on the things necessary to fulfill on their purpose-driven venture."

To EMBRACE the new we're getting rid of the old comfy blankets, telling ourselves the truth, and daring ourselves to create and BE WAY BETTER than the decade before. We know that success can be created from a completely blank slate. Here's what you have to know to come along this adventure with us: creating success will always come from honing the skills of dreaming, creating and executing. Creation should have purpose as its driving force and execution must happen or the dream remains nothing more than a fairytale.

It's our prayer and goal to see you stop talking yourself out of your dream. If you'll be brave and do the work, you'll see a new you and a new level of success show up. We're sharing the #truthbombs and #dares inside this Thinkbook: The Hustle Guide for Anyone who Dares to Dream.



CREATING SUCCESS WILL ALWAYS COME FROM HONING THE SKILLS OF DREAMING, CREATING AND THEN EXECUTING.



WE DARE YOU TO EMBRACE
THE BELIEF THAT YOU AND
YOUR DREAM MATTERS.



TRUE INSPIRATION IS FOUND BY LOOKING WITHIN.

PART 1: 3 DARES TO HELP YOU DISCOVER YOUR DREAM

1. WE DARE YOU TO DISCOVER THE GOLD

The world is full of people that are walking around completely unfulfilled. Like a hampster stuck in a spinning wheel, they haven't figured out what makes them unique or special. They keep running and running but never get anywhere and never feel satisfied with their lives. Then there's you. You've probably had some level of success, but you know there's a real sweet spot you have yet to fully tap into and turn into a viable venture

Maybe you've told yourself every excuse in the book for why it can't be done and why you're not the one who can do it. But the thing is, there is no one other than you. Your uniqueness wasn't given to someone else, God gave it to you. Maybe you're not a believer or you're not sure about all the God stuff, but that's OK. We're pretty sure you're getting the picture. We believe that there's something in you that has more value than gold because that's what we really believe around here. There's a lot of things we do, but pretending isn't one of them. We've spent a lot of years, over 30 years in fact, helping entrepreneurs and coaches create and build their dreams.

The gold in us is that we're kinda brilliant at pulling the gold out of others and packaging it in a way that's super authentic. That's our genius. There's lots of ways we do that, but we'll get to it later in this ebook. As you read this, we're on this adventure with you, creating ourselves brand new and uncovering our own potential. The truth is, just because we've seen it all over the last three decades doesn't mean we know it all or have lost our passion to keep going. Dreamers have to create or they die.

We want more—more fulfillment, more passion and more creativity. The bottom line is if we lose that, we lose everything and we become entrepreneurs running that same rat race. And we're not just dreaming about it, we're choosing to wake up every day excited for what's possible while striving to align what we create with our purpose and vision.

Hopefully you've figured out that this ebook isn't about teaching you how to create cool widgets; it's about helping you discover what will seriously light a fire under your butt. We want you so inspired that you're willing to do the work to uncover your own gold.

The truth is the gold will hide itself unless you dig for it. So we're not asking you to do a yoga class or meditate for a few minutes of clarity. The reality is that digging for gold means you're likely gonna sweat a little and want to give up because the walls are rock hard in order to discover it.

Let's face the truth: in the world of dreaming, it's easy to get lost in dreamland or to focus on tactics and strategies without figuring out first what's the gold inside you. It's that thing that causes you to feel alive and connected to your purpose more than anything else. It almost feels like you want to pinch yourself because you don't know how you even got into this zone of awesome, but you know you did. You're high-fiving yourself saying, "I was a flippin' rock star," "I killed it," or "Girl, I was aaaaamazing."

Anyway, that's what we're asking you to get real about so you can stop denying it. When you can no longer deny it, you'll know you've tapped into it. Are you thinking someone else has already done what you want to do? Or maybe you don't think you're unique or smart enough. Maybe you have no clue how to create or hone in on what really inspires you. Later in this Hustle Guide we're going to help you walk through some of these questions, which we call the "Brave Work" in the *Discover Your Dream Worksheet*. But for now, if you're ready, let's head to step 2.



"STOP TALKING YOURSELF OUT OF YOUR DREAM. THE TRUTH IS YOU HAVE GOLD INSIDE YOU AND IT'S TIME TO DISCOVER IT."

2. WE DARE YOU TO DREAM

That's right. We DARE you to dig for the gold inside you. We challenge you take on a dare that really matters, one that has potential to impact the world. At the very least, those you and those you influence will be impacted. Your family, your clients, and all those around you will be changed for the better after you stop living an unfulfilled life and start living the life you honestly were designed and created to live before you were ever born

But let's take a step back and be real. Most of us don't even try to reach for our dreams. Maybe we've thought about it and maybe we've taken an action or two. And then we quit. We'll sit around and analyze, we'll make lists of our woulda-coulda-shoulda's and we'll rationalize our failures. We'll blame someone or something else like the economy, our parents, our boss, our neighbors, or even our president!

Deep down we know that the real reason we quit was we didn't believe in ourselves. We don't know how to accomplish the dream and we were afraid. Perhaps we were still looking for approval, for permission, or for validation. We looked around and saw nobody else was striving for their dream, so why bother? It must be some kind of impossible dream only the lucky ones ever achieve, right? Wrong! There is never a better time to begin building your dream than today. It's one foot in front of the other, focusing on one goal at a time.

If you were waiting for permission, you have it. If you're looking for validation, you have it. If you were looking for approval, we approve of you wanting more out of life and working your butt off to achieve it. But you don't need any of those things and we recommend you stop looking for them. You're wasting precious time.

We want to help you see why so many fail. It has nothing to do with the dream being impossible and everything to do with making the right decisions and setting reachable goals.

That said, who do you see yourself being a year from now? What are you doing? Who are spending time with? Where are you hanging out? What clothes are you wearing? What restaurants are you eating at? If you're speaking, what are you speaking about? What does the audience look like? What does the cover of your book look like? What's the title? You can use this vision tool regardless of who you are. Imagination is key. Let it run wild.

Imagine yourself at your best. However, remember that focus is the essential ingredient. Staying committed requires not overwhelming yourself on too many dreams at once. That's a set up for failing before you even start. Too many people, and women are the worst, sorry ladies, are attempting to be everything to everybody and trying to do too many things at once. It wears you out and leaves you miserable. 2020 is a good time to reevaluate your goals and what you really want in your life or your business.

What can help is to think forward ten years from now. Start planning who you'll be and the legacy you want to leave. You'll be amazed at what you'll actually commit to in order to become that person. Create the person you no longer can deny. Being inspired by who you want to become is the best guarantee you have for building your single most important dream (your life's goal), while accomplishing all of the smaller dreams along the way. Now, it's decision time and it's the first one you'll need to make before anything others.

THE DARE TO DREAM VICE TO BREAK SHEET

<u>who do you see yourself being a year from now?</u>
WHAT DO YOU SEE YOURSELF DOING?
WHO DO YOU SEE YOURSELF HELPING?
VHAT DO YOU WANT TO BE KNOWN FOR?

3. WE DARE YOU TO MAKE THE CHOICE

There are some people that wake up with this mindset to just conquer the day, to make it happen. Believe me, this is about 2 things—attitude and fortitude. Fortitude comes from being a person of strength, letting your yes be yes and your no be no. This is what sets apart the big girls and boys from the rest of the pack. It doesn't matter how they feel or what's happening that day, no matter what, they get the job done. Basically they stay focused and committed to the goal and the tasks along the way no matter what. Attitude is about being positive as you stir up the guts to actually go for your dream.

Successful people live by a personal code, "I made a decision and I'm sticking to it." They're decision makers and they don't give up without a fight. They're willing to try and try again until they find that thing that is worth throwing themselves all in on.

This code of how a person conduct's themselves is one that can be leveraged. Here's why: the truth is when we fail at our attempts of trying various creative ideas or projects, it's the thing that tells a person I'll learn from my failure, get back up and try again. You will fail at times, and it's actually not a bad thing because it means you're in action and action creates creative thinking and momentum. Each time you fail you get to assess what worked and what didn't, and you're able to adjust concepts, ideas and how things are executed until you find what works.

And you will find it as long as you don't give up and keep looking for your unique edge.

At this point you've gone through the process of allowing yourself to dream without holding back. You can see what you and your future looks like and who you'll be creating yourself to be. But before you start creating and executing on all the cool, creative and fun things that ultimately make up your personal brand, style, or business, you have to decide that you'll become someone that makes a decision and sticks to it. Otherwise, reading this is a waste of your time.

We want you pumped up and ready to make a new goal and take new actions so you'll see a different result.

For the sake of all those people waiting for you to be a powerful influence in their life, we pray you'll decide in 2020 to be better than ever before. It's not about working harder, it's about working smarter, but with inspiration as your driving force.

Maybe you're thinking I don't care about all that, all I want is to be happier. Well, people who look in the mirror and really like who they are in the world—and know they're making a difference—they have an authentic sense of purpose. They are proven to be happier and more successful. The ones that don't- they are the ones hiding out in isolation because they tried their whole life to be like so-and-so rather than looking inside and honing in on their special qualities.

Successful people are influential people. The reason you matter is because you were created to be a positive influence in the world. And, a little secret... everything you create with a sense of purpose has the power to influence someone. But, it has to start with your belief about who you are.



"SUCCESSFUL PEOPLE LIVE BY A CODE, I'M MAKING A DECISION AND I'M STICKING TO IT."



"WE DARE YOU TO BELIEVE YOU HAVE THE POWER TO INFLUENCE THE WORLD."

PART 2



PASSIONATELY PURSUE YOUR UNIQUE EDGE.

PART 2: 3 DARES TO HELP YOU FIND YOUR INSPIRATION

1. WE DARE YOU TO FIND YOUR EDGE

You heard it right. Find your edge. Say what! Yes, you do have one and most people either go too far over or under because they're either over or under compensating. It's like a burger that's too rare or well-done, you just end up being yucky! And, people don't trust yucky, people trust real. So test out being the best version of yourself because that's what you're creating.

Don't panic. Here's where you get to look at who you admire, follow and learn from. And also you get to think of why.

You see, you're actually following people because they inspire you or you resonate with at least these three things: #1 Who they're being. #2 What they're saying. #3 How they make you feel when you're listening or watching them. People you admire are people that fill up either your think, desire or create tank.

Here's what we mean. They either inspire you to think differently, inspire you to desire more than you are or have, or they inspire you to create something new, better or different. Hopefully you're getting how this works. Test it out and you'll see for yourself. When you start to analyze your top 3 favorite speakers or influencers you'll see it's the truth. The good news is people follow, admire or want to learn from you too for the exact same kinds of reasons! And always, there is something about that person that is similar either to who you are currently or the new and improved version of you, which is the best version of you.

This is true whether you're following someone who happens to be gorgeous or rich or both. It's the influence, power and authority they have that's really appealing to your mind and/or your spirit. That's why you aspire to be like them. Don't kid yourself. The sooner you come to terms with that, the sooner you can start honing in on the edge that makes you you.

Here's the key, do the brave work and break down as specifically as you can what is it about them that attracts you. See if those things are something you would like to adopt into your life. However, a word of caution, do it with your own style. Being a copycat is another sure way to fail and it's a massive waste of time.

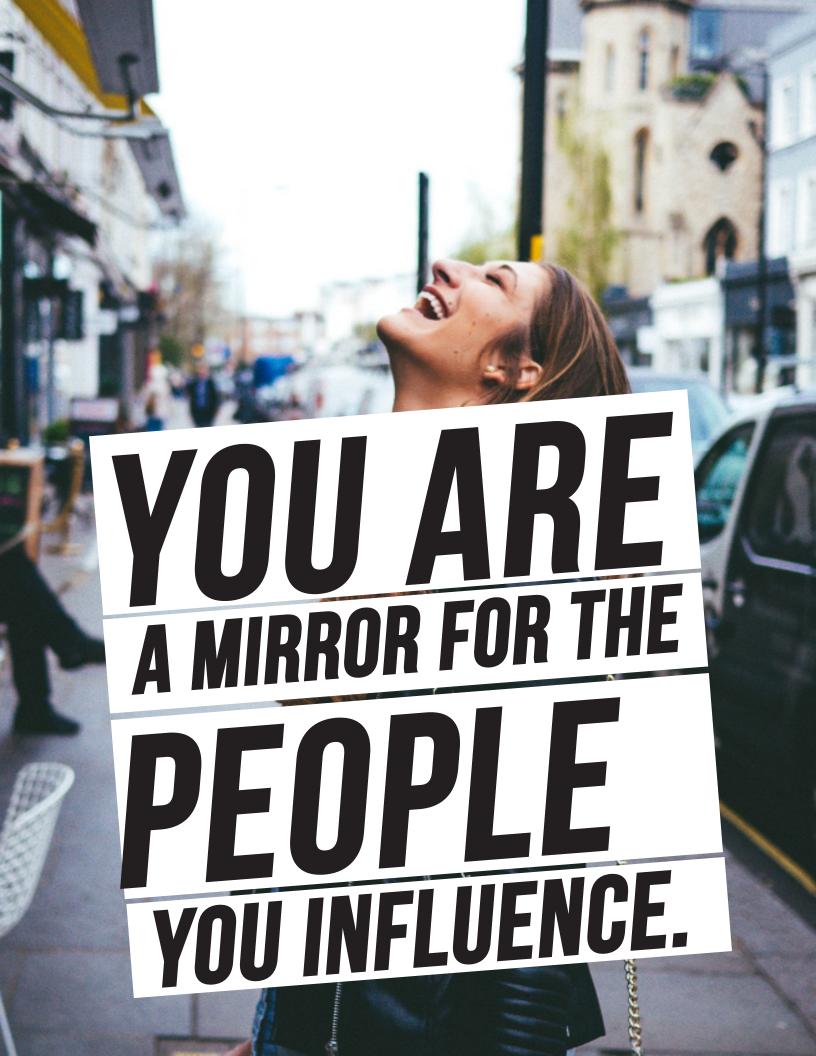
If you're an auditory learner or a visual learner, remember to keep this in mind as you begin to reinvent the new 2020 version of yourself. Look at everything from the way they look, to what they're teaching, how they're teaching, and what kinds of support materials or props are they using. What are they saying to get you enrolled or persuaded to believe them or be like them? Start dissecting who they are and realize there's a business model underneath it. Everyone is a brand, like it or not. Some people are just very aware of it. That's what we want for you too. People have to know their edge. Even if it's a tech influencer like Bill Gates, president Donald Trump, or entrepreneur like Richard Branson, you can glean something from everyone.



MOST PEOPLE GO TOO FAR AND EITHER UNDER OR OVER COMPENSATE WHEN IT COMES TO FINDING THEIR EDGE.



WE DARE YOU TO FIND YOUR EDGE AND BUILD ON IT, ONE STEP AT A TIME.



2. WE DARE YOU TO PULL THE GOLD OUT OF OTHERS

While you're beginning to hone in on how to create your dream, you're probably getting more honest with yourself and realizing that influencing others is, in fact, at the core essential part of your dream. You've been influenced by the people you admire. Only the most uninspired people in the world dream of being on a deserted island. I would dare to say that isolation and having our voice be unheard is the death of a dream and even death of the individual.

That said, not only is your fulfilled dream unselfish, it's actually the opposite. It brings life and hope to others around you. The most generous thing you'll ever do is be the person God created you to be. You being a living breathing testimony of purpose gives the world the confidence in the power of their own dreams, their own voice and their own story.

Being an influencer is important. And no, I'm not talking about being an Instagram influencer who has lots of people liking their pictures but not necessarily impacting other's lives. I'm saying the creation of your dream is brought to life through the various ways you can reach and influence others.

You could use Instagram, Facebook, LinkedIn or Youtube to name a few. But it could also be through a podcast, a webinar, a blog, a magazine, a live event, a workshop or a book. And the list goes on and on. Whatever creative channel or media you utilize is still about getting the best inspired version of you in front of others.

You're a mirror for the people you influence. Just like the people you admire are a mirror for you. I hope you can see we're drawing the gold out of you. The byproduct of this process is that you'll go forward, influence and draw the gold out of others in your own unique way.

We're not shy about it and we don't want you to be either because being small serves no one. The bravest thing you can ever do is to be who you were born to be.

Being out of touch with your intrinsic power serves no one. And we exist to serve God and the people in the world by being nothing more or nothing less than who we believe we were created to be. We encourage you to do the same.

We dare you to find your way of delivering yourself as a gift to the world. And we're here to help.



YOU BEING SMALL SERVES NO ONE. THE BRAVEST THING YOU CAN EVER DO IS TO BE WHO YOU WERE BORN TO BE.



WE DARE YOU TO FIND
YOUR WAY OF DELIVERING
YOURSELF AS A GIFT TO THE
WORLD.

3. BE SOMEONE OTHERS WILL FOLLOW

We know we spend a lot of time around here talking about who a person is being, rather than what they're doing. The reason for that is simple. Who you are being has a massive impact on those around you and it affects your decisions. If you're operating in fear you'll be overly cautious, ignorant or egotistical. Yes we said it. The thing is people around you won't always recognize it especially if they're hiding from their true selves too.

Being a better you means being a better human. Being a better human creates real freedom, not fake freedom. People are frankly obsessed with the various pictures of freedom. Fancy cars. Retreat destinations. Fame. And money to burn. BTW: Not saying there's anything wrong with those things. I'm saying that without the right motivation you can lead people astray and end up really unfulfilled and eventually burnt out.

The thing is you really are your brand, like it or not. You want to make darn sure people know who you really are, what you really stand for and what you really believe. Everything you say, represent and CREATE IN THE WORLD is a reflection of your brand and you. So be excellent. Notice we didn't say perfect. Strive for the things you create to be a true reflection of who you are. If you're a little messy, a little funny, a little casual, a little edgy, a little fashionable, a little conservative, a little geeky . . . then let that show up in everything you create.

Don't miss the key characteristics that make up your edge.

Let's talk about your personality. Is it colorful, eclectic, friendly, strong, compassionate, soft-spoken, bold, energetic, peaceful, expressive, forgiving, dramatic, spiritual, analytical or _____? Fill in the blank. Describing your personality, likes and dislikes, preferences, etc. all are things to consider when creating whatever you create. You can create a workshop, a speech, book, program, product, webinar or message to your team and your style will show up. If you don't intentionally focus on the presentation of your creation being a real reflection of you, then it'll end up falling flat and you won't find your edge. People might get something out of it, but it won't necessarily make them a believer or you an influencer they'll pay attention to in the future.

The better you are at putting yourself out there in voice, style and brand the better everything you create will be. So as much as it might make you a little uncomfortable to look that deeply into your own psyche, style, voice, gifts, and talents, believe us, it's totally worth it.



THE BETTER YOU ARE AT PUTTING YOURSELF OUT THERE, IN VOICE, STYLE AND BRAND, THE BETTER EVERYTHING YOU CREATE WILL BE.



WE DARE YOU NOT TO HOLD BACK YOUR EDGINESS,
WHATEVER IT LOOKS LIKE.

CREATE YOUR EDGE WORKSHEET

VHAT ARE THE W	VORDS THAT DESCRIBE YOUR PERSONALITY? ASK YOUR FRIENDS/COLLEAGUE:	<u>S TOO.</u>
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PART 3



BUILD YOUR CONFIDENCE WITH GOALS & FOCUS

PART 3: 3 DARES TO HELP YOU EXECUTE

1. WE DARE YOU TO LET GO OF YOUR EXCUSES

We're so proud of you for getting this far. Don't stop now when you're just about to see your brilliance come to life. Yes it's OK to call yourself brilliant. Being brilliant to us means people are drawn to you because you give them hope for their dreams and goals.

And the best part is you show them how to do it. You remind them that it's possible and you're helping people to create a new future full of different possibilities.

But, as sure as we know the sky is blue, you'll start to find your flow and something or someone is going to interrupt your mojo. Someone you really admire or someone close to you will say something that's going to break your confidence. Or maybe you'll just plain hit a wall and your creative juices will just quit.

Those are just the beginning of the endless excuses that will come flying at you to stop you dead in your tracks. They'll try and stop you from finishing the project you've finally made up your mind to start and finish.

Seriously, we as a team produce crazy amounts of work around here between coaching business owners, running a magazine and creating new products of our own. It's why I always wear a bracelet that I bought for myself that has "no excuses" written on it.

Focus is the name of the game. Take blocks of time and let everyone know, from your employees to your wife to your flippin' dog, you're going to hide away for an hour so you can unleash that wealth of knowledge that's dying to come out of your beautiful and magnificent brain.

If you want to create something new (like a new dream), then you need to adopt some new behaviors and some new beliefs. Take note of these things. Create new declarations from all the red flags you've seen in yourself. Conquer these ugly pointless things that have kept you small and hiding.

Our request is you go back through this Hustle Guide a second time. Highlight the things that you secretly know you either have to adopt or have to give up in order to move successfully forward in 2020. Because... we have a little surprise for you. You're going to create a manifesto and tape it up in your office or your bathroom to read daily in order to make sure you're inspiring action and transformation every single day.

We'll even design it for you for free as a gift if you'll do the work. Follow the template and write your manifesto with real intention to manifest your dream. Email angela@businesscoach.com with your manifesto written if you want it and you'll get a beautifully designed poster you can print and hang on your wall.



YOU'LL DISCOVER SUCCESS WHEN YOU KNOW 4 THINGS: WHAT YOU WANT, WHAT IS MISSING, WHAT TO STOP AND WHAT HABITS TO ADOPT.



WE DARE YOU TO STAY
FOCUSED AND COMMITTED TO
YOUR GOALS.

2. WE DARE YOU TO NARROW YOUR FOCUS

You're probably pumped up and ready to go so make sure and narrow your focus based on where your finish line is. What's the end game look like? What we say around here is "begin with the end in mind." From that visionary place you can begin to create the road map and also see the roadblocks that potentially could come your way. You can start planning now to prepare for everything you'll need to deal with.

Depending on your goal, you can begin to find the help and the resources you'll need. You should already have done enough work through this *Hustle Guide* that you have defined your first goal and your ultimate dream. Now you need to brainstorm on the milestones to accomplish the very first goal.

Don't focus on the how on these milestones get complete because that will stop you from going all in, especially if you have no idea how to make that particular milestone happen. We have a suggestion—start with a project that you can commit to complete in 1 month. To keep it simple, break your milestones into weekly increments. Create a milestone for each week, knowing the project will be complete in one month.

Plan the celebration party today. Schedule the weekend away, the spa day, the game day, whatever inspires you to accomplish the goal. Make sure your surroundings inspire and motivate you too. And make sure you dress the part. As an example, if you're out trying to reinvent your personal brand, don't wake up and work in your pajamas. Dress the part of who you want to become so you can stay focused. The internal, external and working/creative environment are all part of you creating you and your space in a way that supports your dream. Just keep focused on the goal, but eliminate these up-front uninspiring roadblocks.

Once you get through one milestone, move on to the next one. This road map strategy works to keep you on track. Just do the work, let your yes be yes and be brave through the process.

Go all in, no half-assing it. Kick those bad habits and excuses in the rear and tell yourself the truth, "I can do this, I've decided to do this, I will do this." Commit to taking massive intentional action. If you're a person that gets overwhelmed make sure you have a daily list and a weekly list. Set yourself up to win.

If you get totally sidelined don't quit. Be willing to stand strong, and if you fall then get back up again. Honestly, this is back to fortitude and willingness. Just be willing to get back up. Create confidence in yourself by BEING SOMEONE *YOU* CAN COUNT ON. Prove to yourself you're worthy of your dream by keeping your word to yourself so your subconscious will believe you. Over time you'll toughen up and build your confidence.

#TRUTHBOMB

THE BEST WAY TO HAVE CONFIDENCE IN
YOURSELF IS TO PRACTICE KEEPING YOUR WORD
TO YOURSELF, NOT JUST TO OTHERS.



WE DARE YOU TO STAY
FOCUSED EVERY SINGLE DAY
ON THE TASKS THAT SUPPORT
YOUR DREAM.

BUILD YOUR CREATION LONG TO THE STATE OF THE

WHAT IS YOUR 1ST GOAL? (EBOOK, TALK, TEAM TRAINING, WEB	MAN, 1 000A01, 000K, £10.3
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3. YOUR FIRST CREATION IS ONLY THE BEGINNING

Let's finish this up with a reminder, that we've given you plenty of #truthbombs and #dares. We hope they'll help you along the way as you transition to a brand new better you, better creator, better leader and better human. We also hope you'll give yourself grace because the biggest truth of all is that transformation, like creation, is a process and it's not an overnight thing.

But, it can be a wild and wonder-filled adventure.

There are moments when it's painful and you wonder if the process is worth it. But when you fully commit to it seemingly supernatural things happen. The universe is just waiting for you to make the discovery of your life—you are a beautiful masterpiece waiting to be painted across the world.

You can be a dream giver which is a bold audacious gift to those you serve, lead and do life with.

Your purpose was created by God and it lacks nothing, so go after it with every breath you take. Make it happen. We're here to support you living as big as possible, serving the world and making it a better place to live in whatever place you influence. Whether you are a CEO, business owner, leader, entrepreneur, coach, pastor or creator, we're here and we pray that you soar as high as an eagle and see all that's around you from that beautiful glorious place.

Much Love,

Gary Henson

Founder of BusinessCoach.com

Jenene Stafford

Creator of Megamorphosis Magazine & Miracle Studio



Congratulations for completing the Hustle Guide for those who Dare to Dream! Remember that if you complete the Hustle Guide and your Manifesto our team will create a free print ready poster we'll design in-house if you email Angela@businesscoach.com. She will provide you 4 templates with color and font options. Please give us 48 hours to respond to your email.

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* THESE ARE QUESTIONS TO HELP YOU PIECE TOGETHER ONE FINAL MANIFESTO. TIP: START WITH REVIEWING ALL OF YOUR HIGHLIGHTED AREAS THROUGHOUT THIS BOOK			<u> </u>
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