Welcome to this week's article where we will explore valuable advice from some influential figures in my business and life. The wisdom shared by Doug Gold, Brian Duffy, Lance Dias, and Robert Kiyosaki—remarkable individuals who have left a profound impact on my life.

Overcoming skepticism: Embracing your beliefs and thinking outside the norm.

Doug Gold, the mastermind behind More FM and a business partner at NRS Media, imparts an essential lesson: the majority of people you encounter may have counter-views to your ideas and ambitions. Even close friends and family might consider your financial endeavours or ventures outside your comfort zone as crazy. However, Doug's advice is to believe in yourself, trust your instincts, and be flexible in your thinking.

Surrounding yourself with success: The importance of choosing supportive friends and mentors.

Next, we have Brian Duffy, a former sales coach and partner at NRS Media. Brian emphasises that there are real limits and self-imposed limits. He challenges his mentees to envision their "full potential without being constrained by their past. " As they achieve success, he encourages them to reconsider their circle of friends and surround themselves with like-minded individuals.

The leopard analogy: Recognizing unchangeable traits in individuals.

Lance Dias, the CFO of NRS Media, offers a valuable analogy to consider. He presents the notion that people, much like leopards, rarely change their spots. During executive and board meetings, Lance would bring a soft toy leopard, symbolising the unchangeable nature of certain team members. His advice highlights the importance of recognising when change is required and making informed decisions accordingly.

Power of leverage: Understanding its impact on business growth and success.

Lastly, we turn to Robert Kiyosaki, a renowned author, who challenges us to identify our "4-foot line." This refers to creating a sales process that generates passive income without

constant personal involvement. I experienced this firsthand well before Robert created his Rich Dad Poor Dad series of books.

NRS Media's success story owes much to Robert's teachings, particularly the power of leverage demonstrated through "The Ring Toss Game," which propelled the company to generate a staggering $250 million annually year upon year for our clients.

These valuable life lessons I learnt from trusted partners, executives, and mentors. As you embark on your journey, why not join me on Facebook, where we can explore more insights from these masters together?

With warm regards,

Mike Brunel- the sales expert.

PLUS: WHENEVER YOU'RE READY…Here are 4 ways I can help you make more sales in your business – whether your business is big or small.

1. Want to become a Sales Mindset Blueprint Member? You get access to an exclusive coaching session with me and full access to my sales programme every month. Get the deets here.

2. Try the new '7 Days to Sales Success' framework. Make more sales in 7 days—the framework of everything you need to start making more sales in your business. The Sales Success Framework is based on a simple 7-day challenge. Click here to learn how to grow your business by making more sales.

3. Join our private Facebook group – The Sales Mindset Inner Circle. Get all the latest up-to-date sales ideas. Every week we do Facebook Live updates on all things sales. Tips, ideas, free coaching, and much more. Join me by clicking here

4. Could you work with me one-on-one? If you're a small or large business owner or in professional services, you might have a few strategies, tactics and tools away from doubling

your lead flow, revenue and impact. Please jump on a FREE 30-minute brainstorming call with me by clicking here.