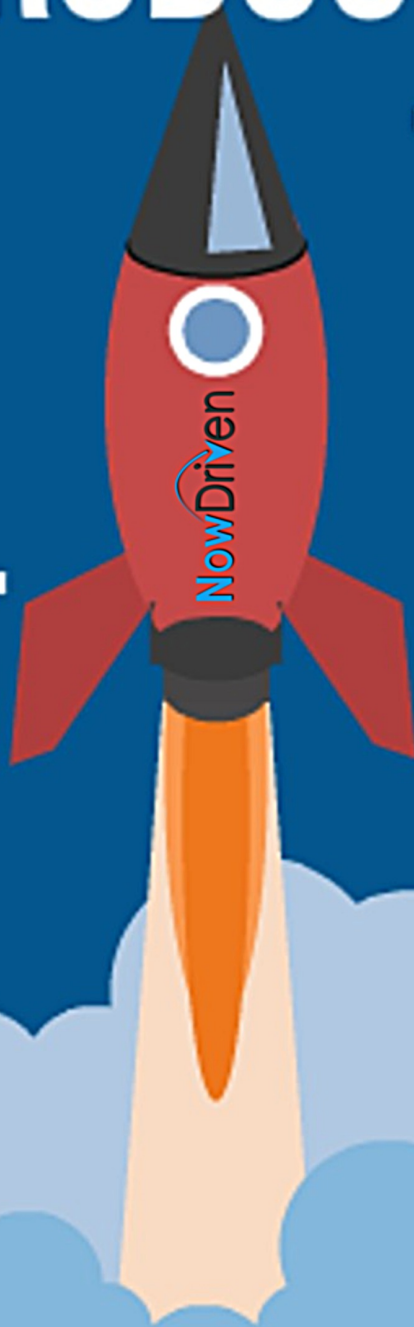


TOP PRODUCTIVITY TIPS WILL ROCKET

THAT SKY YOUR BUSINESS



Presented by
globalripple
MARKETING





TOP PRODUCTIVITY TIPS THAT WILL SKY ROCKET YOUR BUSINESS



Created & Published By

Karl Schuckert

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About The Author



Karl Schuckert

Since 2004, Karl has been a national sales trainer for Platinum 400 Corporate Sales Forces. He's been successfully selling programs and products online for insurance agents.

Karl has been responsible for building multimillion-dollar sales teams on a National Level. He knows what salespeople need in order to achieve success. He has built online sales training platforms with the implementation and development of NowDriven, a salesperson's prospecting system built on a SaaS (Software as a Service) platform designed to manage leads, sales, schedules and customers. It's like putting productivity on autopilot. NowDriven is an affordable CRM and app solution that literally pays you to use it in saved time and sales output.

Karl wrote this book to help people be more productive in life and business. These are some of the steps he used to fulfill his goals and put ideas into reality.

Karl started Global Ripple Marketing, Inc. As a marketing arm for most of his preparatory sales services and projects. Be on the lookout for more to come, and thank-you for reading his ebook.





TOP PRODUCTIVITY TIPS THAT WILL SKYROCKET YOUR BUSINESS



Opening Thoughts

Hello, and welcome to the Top Productivity Tips That Will Skyrocket Your Business e-book. I want to congratulate you for taking the steps to work smarter by learning and leveraging ways to be more productive. I believe that you will find this e-book to be a guide to help you build your lifestyle and your business. This is not a BS "how-to" book that covers every possible way towards productivity; the main thing is to share with you the things and systems that I have used to be more productive. There are many ways to be productive, all of which can lead you to your financial goals and overall happiness.

I have found that one of the biggest mistakes that us like-minded do which keeps us from achieving quick success in our productivity is that we attempt to do too many things simultaneously. It's hard to focus -- trust me, I know -- but controlling the urge to jump on the "next shiny object" will be the key to your success, not only throughout this ebook but throughout your career and life in general. One of Steve Jobs' most popular quotes was about the power of saying NO to great people and their great products.

I'm going to cover a very basic outline that can and will make you effective -- but only if you follow the tips, do the tips, learn from the tips, and apply them repeatedly and with dedication. I also recommend that you teach the tips to others, as this is one of the greatest ways to learn them. To teach is to learn; I simply can't stress this enough. Believe it or not, you are an above-average person simply because you've read this far. The reality is that most people want to live this sort of lifestyle, and some of them can even picture it, but only a select few of us really do whatever it takes to achieve maximum productivity. The sad truth I've come to realize is that, generally speaking, the average person that purchases products designed to make them more productive (regardless if it's one of mine or not) won't even read this far. Therefore, the average person's results will be zero. Are you that person? I'm guessing not! We all have the ability to be great, so what exactly does it take to achieve success? I believe it takes dedication, drive, and relentlessness.

That's what it took for me. And to touch on the last one, relentlessness... You may take me the wrong way here. It's about being first, starting early and ending late, but you do it with this relentless force. Not the relentlessness of begging and overwhelming others in their faces -- that's straight up rude and annoying. Trust me, you do not want to be that guy. Rather, it's something that you have with yourself. It's a type of focus that you have, with total immersion in





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what you want in your life. If you want to be successful and you want to be as productive as you possibly can, then I suggest you understand this. Now I didn't mention money or free time, a bunch of successful employees, or any of the things that you may think you need. Those things might help, but I didn't have them yet when I started my business. I'm no different than you, and if I can do it, then anyone can. Anyone with those three characteristics: dedication, drive and relentlessness.

I want to leave you with one thought, Ask yourself, after you read this book, "Where could I use these systems and these tips in my life?" Then ease into the ones that will work the best for you. Just do one a day. Heck, do them all over the course of the next few weeks. Find the ones that work best for your life, then take and use them. They say you need to do something 21 times before it becomes a habit. That takes dedication, drive and relentlessness. These were gifts to me from people that you will learn about below, and now they are my gifts to you, regardless if you use NowDriven in your business or not. These tips are life hacks that I found to work, and I'm confident that they will work for you. All I care about is hearing back from you when they have worked as well as they do for me... Enjoy! Karl Schuckert







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Here is what it looked like the first time I did this exercise. By the way, I now teach this to my students. Home value: \$1.2 million in Lake Tahoe. Car: BMW x5, \$55K. \$3K in bills and utilities, \$2K in monthly lifestyle expenses (fun stuff), gym fees, supplements and coaching. Boat: \$40K. Vacations: \$10K a year, plus investments, life insurance, other insurance and taxes. You can figure this out after the other expenses of the costs. This is also about living your "why," starting with why in everything that you do. Simon Sink wrote a great book called Start with Why. In this ebook, I will recommend a few books and a few people that have influenced my life either in person or from their books. It's up to you to look into them. I will talk more about this later on in this short read.

Now to get back to what my expenses were for living my dream life, they are as follows in no particular order. That \$1.2 million home is about \$6K a month. The car is about \$750 a month, \$3K in bills and utilities, \$2K in fun stuff, \$800 per month for a boat or toys and \$834 per month for my vacations, usually two a year at \$5K each, and about another \$3K a month for investments, life insurance and taxes. Now, let's tally this up -- that's \$16,634 a month to buy and have all the stuff that I would love to have in my life and my family's lives. I'm not going to go into much more detail here, yet what this did for me is put things into perspective. All this would be obtainable for under \$200K a year, yet my goal was for \$1 million. Sure, there are a few things that could change this figure, like interest rates and the value of your money at that time. This made me realize that I did not need to first focus on the big number which was the ultimate goal. Focus on doubling what you already know.

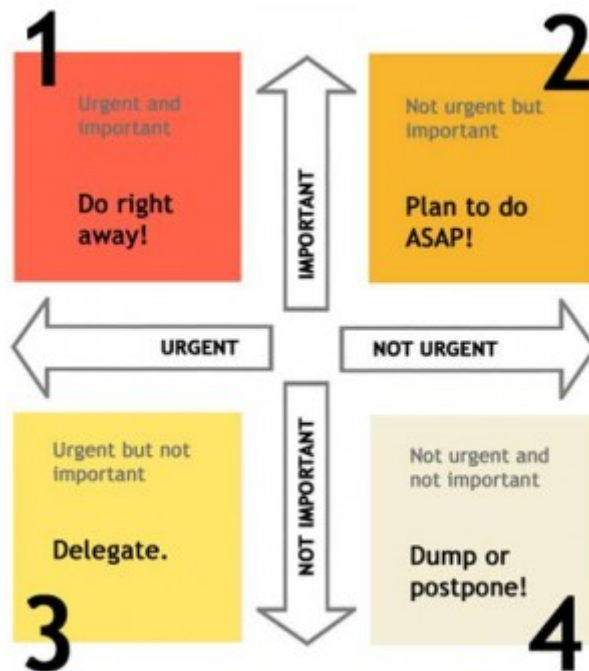
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Chapter 2

Tip #2 Prioritize Your Life

Prioritize your life. The late, great Stephen Covey wrote a book called The 7 Habits of Highly Effective People. If you have not read this book I highly recommend it. If you do not read much, then get the shorter version of the book or the audio version; however, since there are diagrams you may want the book.



In this book Covey talks about the four quadrants, or matrix, which you should be able to see right here. The top left hand corner is the urgent and important things, the top right hand is the not urgent but important, the bottom left side is the urgent but not important, and the then the bottom right side is the not urgent and not important. I thought this diagram that I found online was a good depiction of how this works.



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Before you start to fill this out, you need to brainstorm. Remember when you learned this in school? Put your goal in the middle and then list out all the what's and how's and all the things that you know you need to do to reach your goals that you want for your business. Remember, this is about productivity for your business, which in return will come back to your personal needs. Some of these things may be things that you will need to learn how to do, so put them on there. Then ask yourself which ones you would like to do and feel confident that you can do, and this leads to my next tip.



Tip #3 Delegate

“Present this report, take a breath, then come back to update me.”

Want to get somewhere fast? Go by yourself. If you want to go further, take people with you. Look, I know this one is hard for a lot of people because you have trust issues. I feel like this all the time -- that it's not going to get done right unless I do it. Yet here is the thing: I am not the best at everything. Yes, I do not know how to code, not a lick of code. OK maybe a lick. However, I do not know exactly what I'm doing; it is more of a cut-and-paste thing that I learned from Sean Volser, formally known as Sean "The WordPress Guy" Volser, who taught me the OP 2.0 Parallax Background Image CSS code on YouTube. It was cut-and-paste for me and that's it. My wife was like, "You did that?" and I was like, "Yeah, I can do this." Now almost every website that I build has this code in it. I'm not going to get into what this means, but I left a link under Sean





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Volser at the bottom about this and if you are an Optimize Press 2.0 user it's very useful. Anyway, let's not get into that here. I created NowDriven CRM and App, the Ultimate Productivity Machine for Businesses and Sales Professionals. But guess what? It took 1.5 years to write the code and a lot of money later, I had to hire out and delegate the system after masterminding each and every function. That is a daunting task, to say the least. If you are taking the time right now and you are doing these things, then that tells me you're serious, and if you have not, then maybe you don't have what it takes. How would I know anyway? Just prove me and everyone wrong. You are definitely capable, as I believe everyone has it in them. Just because I read people's books I find interesting and intriguing that are filled with great ideas does not mean I will take any actions. Which leads to my next tip.



Chapter 4

Tip #4 Take Action Now!

Now that you know your goals, you know what is important for you to focus on and what to delegate to people that are better than you for that particular job.



Take massive actions, right actions, and focus on each task based on priority. Mark Twain said, "Eat the biggest frog first." And if you cannot, then get help to hack it away. The other thing I want to mention about building your life by design is to work them backward. Russell Brunson taught me about this one. And in life mastery, you have to look five years forward into the future. Look at what you want out of life and then plan it backward, month by month, reverse-engineered. Remember the part of what it cost to get everything you ever wanted? Same thing here: you need to know what it looks like, what it feels like and what it tastes like. Then, you need to go after it and you will get it if you want it bad enough.



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Chapter 5

Tip #5 Turn Off All Distractions

Focus on the task at hand and turn off all distractions.



"Come on out and play."

I have heard from many of the top promoters in marketing that for every interruption, it costs you 25 minutes to refocus your mind back to the task. So turn off the TV, the Internet, and your cell phone. Tell the people you love and who are around you to give you some workspace for 3 to 5 hours a day. Go to a conducive space in your home or office or wherever. It could be in your backyard or in a park, depending on what you need at that time. If you need your PC or Mac, then maybe it's in a coffee shop where no one knows you, then shut it all off.

Zero Interruptions + Pure Focus = Massive Results! And do not multitask. What? "What did you say?" is what you are most likely thinking. "But Karl, aren't you talking about productivity here?" Yes, I am, and contrary to popular belief there have been some studies suggesting that multitasking makes you dumber. If you do not believe me, then look it up. It actually lowers your



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IQ and takes five times longer to get stuff done when doing calculations. I will get more into this later on in this book. Which leads me to my next tip.





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If you used the word forever... you would be right. I used to own a call center and we used robot calling -- before it was illegal, of course. Well, sure, everyone hates these but it was effective. I could call 10,000 numbers in an hour and out of that 10,000 people I could get 50--100 solid leads that were actually wanting my product to talk to a live person to close them. This was like fishing with a net and not pole. Guess what? This leads me the next thing.





Chapter 7

Tip #7 Invest into your business

Invest into your business. Perhaps you're not hearing me right invest in your invest in your business and invest in yourself. Sure, you have to have a lot of things in order to build your business, like the last tip about automation. These are services like NowDriven. These are the things that make you more effective in your business and allow you to be successful with a fighting chance.



You really should invest in these things to have a competitive advantage. Especially these days, with living in the digital age. Sure, the same old principles of marketing still work, but with the technology you have the opportunity to compete with the best of them. That is why you are seeing so many new companies coming out of the woodwork and profiting these days. They are using technology to their side and to get their message out and into the world. Remember, they allow you to fish with a net and not a pole. It's evolution, baby!



Chapter 8

Tip #8 Simplify

Break everything down to the ridiculous and turn everything into three simple things that you need to focus on, instead of over-explaining your plans on a report.



Make it all fit on one sheet of paper and simplify everything. We live in this complex world where information and knowledge is power, but if you cannot explaining it to the masses you will never go very far. One of my old millionaire mentors had some of the best advice that I now live by. Throughout this ebook, I will leave some of his tips. So here are a few more of them that fit well in





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this section: "Break everything into threes." Another was, "If you cannot fit it on one page, I will not read it." The last one was, "Don't come to me with problems; come to me with solutions." So to recap on this tip, break down everything to its simplest form within three ways, If it cannot fit on one page no one will read it, and do not look at problems, look at the solutions to the problems. (By the way, that is what people buy. They buy solutions to their problems.)



Chapter 9

Tip #9 Make Time

Make time for yourself!



What I mean is there are three basic human needs to achieve higher levels of results. They are: sleep, eat, and exercise. Some will say shelter is in here, but if you can sleep, then it means you have shelter.

Let's break this down. First, you need 6-8 hours of sleep per day to recharge the brain so you can focus the next day on all of these things. The second is to diet right. Have you ever heard the





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saying, you are what you eat? If you eat like crap, then guess what? You will feel like crap. Not only eat well, but eat proportionately based on your physical goals, and then exercise or at least go for brisk walks. The body was built to move and when you get the blood pumping, your creative juices start flowing. The natural endorphins and the serotonin max out in the brain without the use of drugs. These are the feel-good chemicals that your body naturally produces.

Here is how I like to start my day: I get up at 6 to 7 a.m., I stretch out and I drink some water. I will do a little cardio for about 30 minutes and drink juice or water -- unless I'm going to do some weight training. Then I will actually eat and wait about an hour for digestion and for energy. I will have a shake directly after that workout, along with supplements, and then I will eat a good meal packed with vital nutrients my body is calling for. Now I'm not a doctor, nor a nutritionist, nor a physical trainer. I just know what has worked best for me and make me feel good. Admittedly, I have been slacking in these areas lately only because I have been so focused on getting NowDriven off the ground, helping my family open up a restaurant, and my wife and I just had a baby. Some of my priorities have been sacrificed and I've had to trade off business needs for personal needs. But that is OK; I believe it will all be worth it in the end and I will be back to my normal routine.





Chapter 10

Tip #10 Find a Mentor

Find people around you that are successful, then follow them.



Ask if you can be of any service to them. Find something that they need or want and provide it for them without being annoying. Express gratitude, befriend them and ask if it's OK to ask questions about how they got to where they are. If someone in your office comes in every week with the most deals, then you need to model them. They have already figured it out; now you need to find out what they figured out so you too can duplicate it. If you cannot find a mentor, then find them in books (this is also in Tip #14). I have a ton of mentors that I have never met, or I have but they do not directly mentor me. You can also pay someone to mentor you, which is a very effective way to get the knowledge of what you need to do in order to make it happen.



Chapter 11

Tip #11 Get Out of Your Comfort-Zone

Get out of your comfort zone. If public speaking is the scariest thing to you, then go join the Toastmasters or Rotary Club in your area.



If you are scared to swim, go to your local gym that has a pool and take lessons. The point here is that if you're always in your comfort zone, then you've never grown and you've never expanded your experience on this great earth that we all get to share. So get out there and get out of your comfort zone.

This was first explained to me at Report Leadership International, an awesome leadership-training program that I'm a part of. The way it was shown to me was that there are different levels of comfort. Think of a dartboard: the bull's-eye is your comfort zone. The next outer rim is the creative zone, and the outer rim from there is the panic zone, which keeps you from getting into that creative zone. These are where disbelief systems, walls, and fear live. These are the things that are holding you back from going and getting the things that you want in



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life. You think they are protecting you, but really they are hurting you. They especially live in your comfort zone! This is why you need to explore your fears head on!





Chapter 12

Tip #12 Decision

Make the decision and stick to it, even if its wrong.



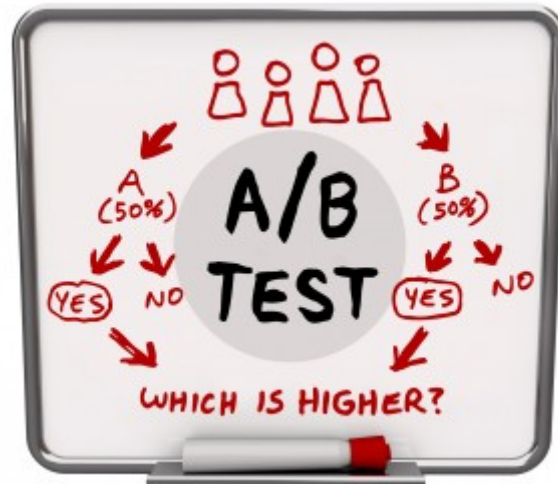
In the book *The Lean Startup*, Eric Rise talks about making small adjustments or pivots when necessary after a decision is made. Do not overthink the decision -- just do it. Colin Powell had a great speech about indecision and that indecision is a decision; it's the decision to not make a decision. Which is the worst decision to make? So make them and adjust as needed. Which will change your trajectory towards those goals?



Chapter 13

Tip #13 Test

Test every lead source.



Let's talk about all the lead types. If you're offline, you have telemarketing, mailers, cold-calling, storefront signs, billboards, referrals, networking, Internet leads, TV and Radio ads, and You have sub-categories that fit within these areas for the most part. If you're online 100 percent, you have ways to drive traffic to a lead capture place and you have two different types of traffic: traffic that you own and traffic that you pay for. The traffic that you own is your email database and social groups. The other traffic comes from controlled and uncontrolled places. Controlled is Facebook and Google ads, along with re-targeting, which has changed the game in many ways. It's like what Gary Vaynerchuk says: marketers will always F&%K It up, but they will find new ways to prevail. People have gotten so banner-blind to these things that the cost has gone up. And the uncontrolled areas are SEO tactics, which would take a whole new book to go through. I have heard Russell Brunson say that he calls these "landlines." If you stick them out there, people will eventually hit them; just don't always count on them.



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You have two things you can change when testing: you can change the ads and you can change the offer, but you need to test both by A/B split testing. I now do this and I have seen some major increase in effectiveness in my online and offline overall sales success. In fact, the chances are pretty good that you got to this ebook from testing my ads and my offer. I hope it worked... fingers crossed!

NowDriven has a function that reports your lead source so you can work smart. As soon as you have identified the lead source with the highest return rates, you can then focus on leads from that source. It also tells you the money you make per lead, so you will know for every \$1 you stick in how many of these you get back. It's just like EPC, but including the traffic or lead source you get these EPCs from. If you're getting \$3 or \$4 back from every \$1 you put in, then that is a pretty good Return on Investment (ROI) if I do say so myself.





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Chapter 14

Tip #14 Read

Read books that have relevance in what you do or what you want to be. Like finding a mentor, I believe reading has had a huge impact on my life. Back in 2007 I was working for a Platinum 400 company and a Top 20 insurance carrier as a regional director. I had a few offices that I ran and I had a team of sales people that I built from the ground up. This place had one of the greatest mentors one could ask for. He was the CEO of the company and I had cell phone access to him whenever I needed. He and this company inspired me to read books. Even the book that helped me make the decision to quit, which led me on to this world of Internet marketing and selling in the same insurance industry. This was one of the hardest decisions of my life, but ultimately after many years of struggling I feel like I have made strides too. Yet, I still have much more to learn. That is why I say this, that the knowledge of great people is in books. However, I would find that I was sitting on a lot of books, ones I would start but never finish. I made some changes and I started listening to them. Now I mainly get audiobooks, and I also have a subscription of Audible. (Highly effective and recommended.)



It's one of the best investments in yourself and in the development of yourself. Now all I do is read -- I mean, listen -- to three or four books a month. And if you're saying you do not have time to do that, you would be lying to yourself. Every day most people spend 30 minutes commuting in the car. In a year that ends up being six weeks of eight-hour days. When I'm working out or driving I find are some of the best times to listen to audiobooks.



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I even listen to them in the shower with a Bluetooth speaker. This is a different kind of multitasking. You're not calculating two different things at the same time. When we are driving, most of the time we are on autopilot for the most part, not living in the now. Not making multiple calculations. The other thing I love to do is listen to podcasts. They are free and they feature some of the greatest people in the world in just about any industry that you can think of. And the best part is, you can tune into them at any time. It's like having an on-demand show that only plays when you want it to play. You can download podcasts onto your smart device or computer at any time to listen to later. I do this a lot if I'm traveling because of the lost service I may run into.



I even have my own second podcast coming out, maybe by the time you are reading this, called TopSuccessSecrets.com Podcast. This is where I will be sharing all my sales secrets and life





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hacks that I have learned over the years. We will also be interviewing successful people and the people that work for them. I believe that for every great guru there is a great team that backs them. I want to get into these people's minds and share their ideas. On top of this, we will review all the tools that I use in my business and that show maximum effectiveness. You can learn at TopSuccessSecrets.com when this is coming out. I also think this is part of surrounding yourself with positive people. Most of the people whose podcasts and books I follow are super-positive and send out daily positive messages to the world.





Chapter 15

Tip #15 Clean Environment

Work in a clean environment. If there is clutter everywhere, I find it hard to think and hard to be creative. This one is short, and if you live and work in clutter, guess what image you are projecting to the universe? Do you think your customers want to do business with someone that has stuff out of order and is all over the place? I know I would rather do business with someone that has it together, or at least looks like they do. No pictures, just clean space.

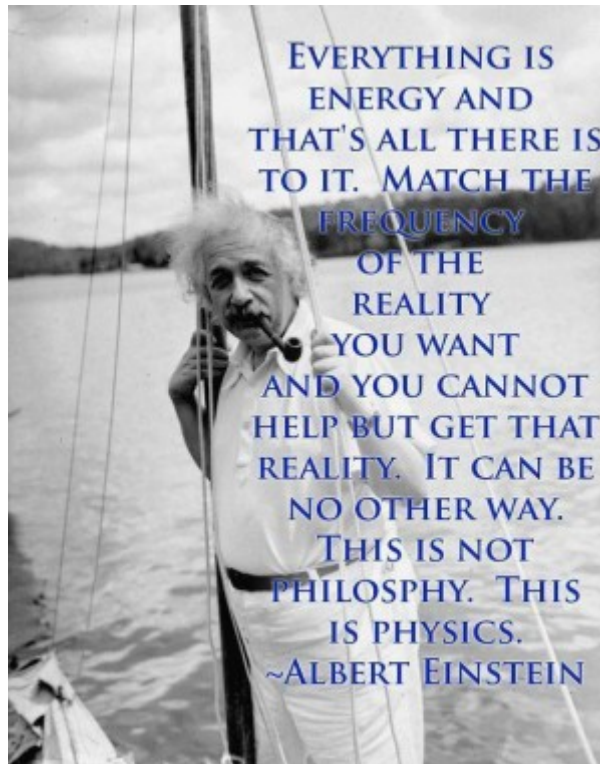




Chapter 16

Tip #16 Law of Attraction

Tap into the power of attraction.



Jack Canfield talks about this in the movie *The Secret*. The Law of Attraction is powerful, and the way you do this is to send out five appreciations a day and to think about five things that you're thankful for. If you do this daily, you will get more things to be thankful for. It's one of the universal laws to getting what you want out of life. I have heard Grant Cardon say on one of his podcasts that he writes out his goals in the mornings and at night before bed. He also writes them out when something does not go his way. This keeps his mindset in the future and not with what's going on now or in the past. He's a pretty smart dude!





Chapter 17

Tip #17 Ask Yourself the toughest

Ask yourself the toughest questions your business is facing today.



This will tune you in to the frequency of finding your answers. They may not come to you right away, but if you keep asking, they will pop up under your nose. If you still do not find the answer to them, maybe it's the way you are asking, or perhaps you're not asking the right questions. Then, go after them with aggression and relentlessness. Remember that frog? Ribbit!





Chapter 18

Tip #18 Work Hard, Play Hard

Work hard, play hard!



This is what I like to think of as a reward system. If I work hard and I pass a goal, then and only then can I celebrate the win. Even if it's a small win, at least I conquered it! You should feel good about that. But if you do not surpass the goal, well then, you should not celebrate. Go out with your team and build better relations with them. Which again leads me to the next tip.

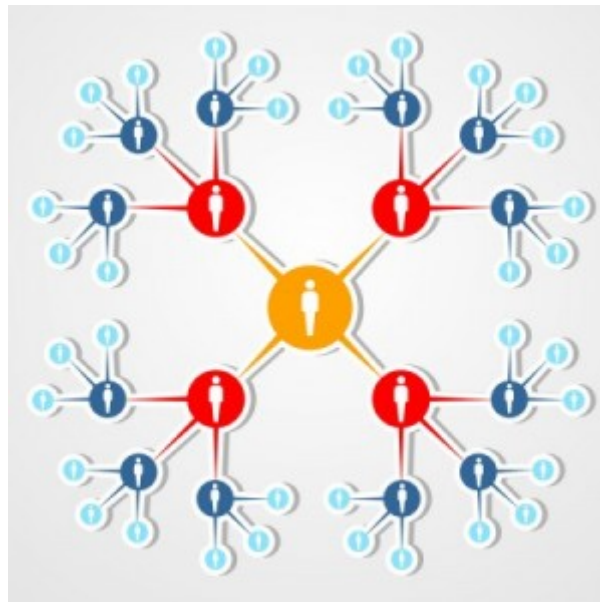




Chapter 19

Tip #19 Build and Nurture Relationships

Build lasting relationships with successful people.



Nurture them from time to time and do not talk business unless they bring it up. This is part of the rule of success. These people are bombarded with offers from people left and right. They understand the power of NO and they will not promote people that they do not know, like and trust.

It's like getting spam: you just delete it when these messages come in. Relationships are the keys to success. What has been working for me is to first introduce myself as someone that could provide a service for their business without asking for anything in return. Then, I build upon that relationship and when they ask what you do, that will be the time to get down to business. If you do not have time for that because of a special deal or incentive, you can just tell them and at least plant the seed. If they do not take you up on it, at least they will know more about what you





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do and if they see their peers promoting your products they might buy in the next time. Just never expect someone to help you who does not even know you. This takes time to build. You should also get involved and go to industry meetings and network, as this betters your chances. It is a numbers game.



Chapter 20

Tip #20 Do Stuff At The Opposite Times

Do your stuff at the opposite times that everyone else does. You will find this extremely effective, like going grocery shopping, going to the gym, getting a haircut, going to the doctor's office (unless it's an emergency of course), eating out, or going to the movies. These are all time-wasters during their busy times. Do them at the opposite times that most others do in order to have more time in your life.





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Ending Acknowledgments

I'm not sure if you noticed, but I'm all about maximizing my time while working with the best resources that produce the best results. The funny thing is, I like to write, but I had no idea that I was even going to write this ebook until I knew I needed to do a launch for NowDriven CRM and App: a Business and Salespersons Productivity Machine. As proof of doing what I say, I paid to be part of Josh Bartlett's and Matt Wolfe's Podcast Mastermind called "Beyond the Hype Membership." Both of these guys have had multiple seven-figure launches and have created some of the best automation tools any business needs to stay competitive in the digital environment. I was able to join and ask any question I wanted directly to these guys. My question was that I hear I need to offer bonuses when launching my products and that I found many products bonuses were things that will never be needed nor used. And that's one of the biggest and best bonuses was a bonus that is helping me launch this product. Just to give props where props are due, I purchased a product called Product Launch Control Platinum Level from John Thornhill and Daniel Summer, some of the Internet's top marketing veterans. I purchased this through a link from Omar Martin's and Dave Nicholson, who I respect. In this product, I learned more about launching a product in the JV ecosphere than from any other place, products or book. They gave me the tools and the fire I needed to recruit other affiliates to make this a success. I'm very grateful for what they have given me! I also want to give my appreciation to all the books and people that I talked about in this ebook. Here is the list of them:

Opening Thoughts: Steve Jobs, The Power of No

Tip #1: Simon Sinek, Start With Why. If you've never heard of him, check this YouTube video out.
https://www.youtube.com/watch?v=u4ZoJKE_VuA

Also, thanks for your time, Simon, in Las Vegas where I met you and got to hear you speak! You blew me away, man!

Tip #1 & #14: Ilija O, one of my millionaire mentors. I'm leaving his last name out, but thank you, Ilija for dropping all of your knowledge and life lessons as I will hold on to them forever moving forward!

Tip #2: Stephen Covey, 7 Habits of Highly Successful People. Get this book if you have not already! Highly recommended for productivity and organizing your thoughts.





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Tip #3: Sean Volser. Here is where you can find his code for Parallax Backgrounds that use OP 2.
<https://www.youtube.com/watch?v=PwR1iaZABtc> Don't ask me what Parallax means!

Tip #4: Mark Twain. One of America's greatest writers who ever lived! Eat that big fat frog first!

Tip #4 & #13: Russell Brunson. I, like a lot of people, have bought stuff from him and the thing was that he would teach me first and get me to transact after he would talk. I also believe he has one of the best products for newbies called Click Funnels. This is a very cool product and if you are new and you have an idea that you want to sell online and build funnels online and push traffic to it, then please use my link. [Click Here](#)
Brunson has a 14-day free trial of ClickFunnels, but if you have some experience with WordPress then I have other referrals that I would like to send you. Just email me at karl@topsucsesssecrets.com.

Tip #11: Get Out of Your Comfort Zone I got from Rapport Leadership International. I highly recommend RLI as well; as I'm a Master Grad of their leadership training program. They have a hands-on approach where they get you involved and teach you leadership versus going to seminars and hearing people speak. It's a very effective way to learn.

Tip #12: Colin Powell, Speech on Indecision and Decision Making

Tip #12: Eric Rise, The Lean Startup. I mention about making decisions and making small adjustments to change the direction as needed. He calls them pivots in the book.

Tip #13: Gary Vaynerchuk, Marketers F Stuff up! And I agree, especially after he writes about them.

Tips #16: Jack Canfield, The Secret and many others.

Tip #16: Grant Cardone, The 10x Rule. Writing out your goals daily.

I also want to give appreciation the other mentors that have changed my life: Zig Ziglar, Tom Hopkins, John C Maxwell, Richard Branson, Tony Robbins, Tim Ferriss, Dave Robards (who works for Grant Cardone; call him if you want to take your sales or your team's sales to new levels! Office: 310-777-0255 or Dave's 24/7 hotline, his cell: 702-619-4089), Neil Strauss, Noah Kagan, Tom Collins, "The Bosses" Mike Filsaime, and Andy Jenkins, Louis Howe, Frank Kern,



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Ryan Deiss, Joe Rogan, Brian Tracy, Brendon Burchard, Marshall Sylver, Eben Pagan, Rich Schefren, Mike Koenigs, Paul Colligan, Jim Rohn, Dave VanHoose and Elon Musk. I'm sure there are many more; sorry if I left you out. Most of these people have free-to-join podcasts; check them out when you get a chance.

My wife, Ikumi; my family and my little girl, Madison. You people inspire me, you provide me with courage and knowledge, and you give me the fuel to make the decision to have dedication, drive and relentless force to succeed in life!

I also want to acknowledge you, the reader. I want to sincerely thank you from the bottom of my heart, I truly hope this short read will change your life as it has for me!



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If you happen to be in the life and Health business or you are looking for a new career, Karl teaches a turn-key sales system in the submarket of life insurance called Final Expense. This is a great industry to start in as we have a growing opportunity of ten thousand baby boomers retiring every day for the next 15 years.

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