

Words, Not Numbers, are the True Currency of Business

Why are words so very important?

First, we think in words. Plus, the words we use in our “self-talk” are solely responsible for our emotions.

Both physical and mental food promote either good or poor health.

Clearly, physical food can nourish or harm our body depending on our choices. But here is an indisputable fact seldom mentioned by anyone.

You are the author of all your feelings

Negative mental food also has disastrous consequences. Use negative self talk, as do most people, and you will be poor as a result. Depression, failure, illness and even an early death are other strong possibilities.

Alternatively, choosing certain positive words in your self-talk will inevitably result in success, happiness and wealth. Plus, it increases the odds you will attain robust health.

Money is not the only form of wealth

While the main thrust of this journey you are about to take is financial success, you will also enrich yourself in ways that may be far more important to you than money alone.

As previously discussed, words trigger feelings. Our emotions are primarily responsible for the quality of our lives. What would life be without passion? Enthusiasm? Love? Inspiration?

I will reveal emotional words and phrases that invoke strong feelings. In others. And within yourself.

Master them and the result will be greater personal and business success. And greater financial wealth if you so desire.

Plus, you may become a more emotional, happy, compassionate and attractive person that others will gravitate toward.

So, let's start now. Join with me on this reading adventure.

I promise you I will do all I can to help you sing the song you came to sing!

How to Pay Less for Everything

“A penny saved is a penny earned,” states the wise old saying which is so full of wisdom.

Imagine how much it would be worth to you if the rest of your life you got a big discount on future purchases, a favorable result of a personal question or request. You’ll have a lot of fun, as I do, getting discounts up to 80% of the “normal” price.

I have developed “Magic Phrases” that come close to 100% success when you go to buy anything!

Best of all, there is no downside risk. In those rare situations when you do not achieve a better price, nothing bad happens. You are in no worse a position than when you started.

And, remember this.

When you don’t ask, the answer is always NO!

Here are the most effective “Magic Phrases”:

1. What is your very best price?
2. Is this your very best price?
3. Is this price negotiable?
4. Can you please do better than this price?

How to Turn Words into Money

5. What is your best business rate?
6. Can you give me your lowest future sales discount now?
7. Can I have a 20% discount if I buy two?
8. Can you please extend me the same price as your best customer?
9. I always buy at a discount. Can you give me your best near wholesale price?
10. I'd like to reserve the most romantic table in your restaurant tonight for a special occasion. Can you please arrange to do this?

To increase your chance of success, these magic words and phrases must be used verbatim.

Practice them out loud in front of a mirror. Your body language is also very important. Say the "Magic Phrases" with a smile, making eye contact. Make sure the tone of your voice is strong and confident.

Below is a list of products and services where you can use the "Magic Phrases." Next to them are numbers of the "Magic Phrases" that may be applicable.

Hotel room 2, 5	Magazine advertisement 1, 2, 3, 4, 7
Jewelry 1, 2, 8, 10	Radio commercial 1, 2, 3, 4, 7
Clothing 6, 7, 8	Printing 1, 2, 3, 5
Shoes 6, 7, 8	Photography 1, 2, 3, 5
Antiques 3, 12	Banquet 1, 2, 3, 5
Car rental 1, 5	Legal services 1, 2, 3, 4
Wedding reception 1, 2, 4	Restaurant reservation 1, 2, 3, 4

It's fun to go through life buying everything you want at a significant discount. Use these "Magic Phrases" with care. When the peo-

ple with whom you come in contact recognize that while you love discounts you treat everyone with dignity and respect, better prices will accrue to you on a daily basis.

Tips: *As with every word you ever state, body language as well as pauses, are very important.*

- Make eye contact
- Smile
- Speak clearly
- Nod your head slowly in a yes motion as you speak
- When you ask a question, pause and wait for a response.
Resist the tendency to speak before the person you are with has the chance to answer

Practice the “Magic Phrases” and body language in front of a mirror. You’ll get better and more effective as time goes on.