



## PEARLS OF WISDOM

To be a good business man or business woman, you must practice certain things daily. Developing firm skills based on learning & intuition and making them habitual, is the ultimate gift to self.

Pearls of Wisdom will help you form positive habits and create a new way of thought. This thought programming will keep you on course and attract the right opportunities, beckoning success ongoing. You will soon feel a sense of surety and confidence in your business dealings.

I know you will find these 10 Tips useful and easy to incorporate within your daily life. Let them serve as your Life Lessons of Enrichment. You may share them with your spouse, parents or siblings if feel safe.

Here's celebrating your ongoing Success and Spirit!

### 1. Your No.1 Prized Possession.

Your resources, talents and skills are your personal treasure and should be safeguarded and protected at all times. Respect them, develop them and nurture them for as long as you live. The more you master the art of how to use these separately and together, the more you will increase your chances of living a successful and fulfilled life. Learn to tap into the correct resources at the right time. Recognize talent in others and moreover, bring it out in them. And hone in on your own skills and abilities by doing things that sharpen your senses. Take personal and business development courses so you are always on the cutting-edge of current business practices. Stay alert to your surroundings and challenge your mind as a daily practice.



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2. The Paper Trail.

Never ever tell anyone how much money you have. Or how much you make. This is a no-no on two fronts. One, it immediately places you within a certain category within someone's mind when they hear you saying how much you make. Even if you think you are making a fairly good amount, it sounds boastful and undignified. It can also cloud one's perception of you as a whole person. Two, your verbal reinforcement of how much you're worth, can on a subconscious level signal to your mind that this is your full and final value. It puts a cap on you. Don't focus on money, it's an outcome. Instead, focus on doing what you love and doing it as best as you can. The money will automatically come, in abundance.

3. The Name Game.

Don't ever tell anyone who you know and what resources you have. Never brag about this or expose it unnecessarily. If it is within the business context, it is a different matter. But in general, throwing names around and portraying a superficial power will get you nowhere. People are not to be used and can also see through this type of hype. So if someone within your network hires you, refers you and gives you that big break, take it in stride and count your blessings. Be low key about it and give it the due respect it deserves quietly- always, for the rest of your life.

4. Talk Less, Listen More.

Do not put your terms on the table first when you are negotiating sharing of profits, salary, fees etc. Over the course of your life, you must learn to master this technique. YOU know best what your worth is. This belief should be kept silent at first. Let the person who is employing you or negotiating with you initiate the money dialogue. It is your job to simply listen at that point. It gives you time to process what is being put on the table and thus, puts you in a position of more power. Adjust your thoughts within your mind so that when you finally speak, you are clear, precise and well-positioned. Your conviction and confidence should then drive the point home.



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5. Easy Come, Easy Go.

Learn to leave emotions out and be objective about your personal financial gains. Money will come and go many times within your life. It is meant to be that way. Learn to enjoy the times you have it by putting it to good use. Make money work for you rather than you working for it. Simply put, use less, save more. Invest in things that are going to give you a pretty penny one rainy day. Live simply and effortlessly. And always respect money. Give a little away, keep some and spend it on things that make you and your loved ones happy. And always keep enough in your bank account so that you can live a secure and stress-free day to day existence. If you live within your means and treat your gains in the same fashion as you do everything else in your life, you will automatically attract more money. Stop making money your focal point and learn to enjoy it!

6. Always Remain Contained.

Never get overly excited when something good happens to you or sulk and become despaired when something bad does. Life has a way of balancing itself out and once you understand that, you will live with less distraction, less expectation and less worry. When good things happen, be grateful and smile. Take time out to reflect on this as an outcome due to your hard work or good deeds. When things don't necessarily go your way, learn to take it in stride and not repeat your mistakes. Instead, become stronger, more resilient and energetic...ready to conquer the world all over again!

7. Exude Your Aura.

Learn to be very classy, relaxed, articulate and confident at any and all stages of your business dealings. Reveal your profitable skills and mask your weaknesses. Everyone has things that they are great at as well as not so good at. Focus on your winning attributes which is your ultimate strength. Be prepared at all times so that you are composed and have a plan in mind. Learn to use Breath Therapy as it will help you handle many tough situations in business. Breathe properly and calm your nerves. Take a deep breath before that important speech or breathe while repeating affirmations and manifest what you desire. Let others uncover who you are slow and steady, rather than you boasting of it. Keep a sense of mystery and a "more than meets the eye" attitude! Let people feel there is something very interesting and different about you. This will attract them more towards dealing with you.



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8. Learn to keep Secrets.

Secrets, not in the sense that you may be thinking but rather in a way where you learn to rely more on yourself and your inner beliefs and not others. This means taking responsibility for everything that you are and everything that happens to you. Let your intuition guide you and become your best friend. Have more inner conversations rather than outer. Pay close attention to your gut or sixth sense and see how precise and accurate your decisions become all of a sudden. This secret and wisdom is something that will keep you on the right track and provide you with winning results.

9. Pay Attention to Detail.

Success lies in the fine details and in between the big stuff. Good becomes great when you do something slightly better, slightly different and slightly outside the box. Be cognizant of your business environment at all times. Pay attention to people, what they say, how they say it and what they actually mean. Be conscious and present at all times, no matter what the circumstances propose. Be agile enough to adapt to any situation at a minute's notice. Stay alert to your atmosphere and customize your approach and delivery to get the most out of the present situation. Never force an outcome. Learn patience. And believe that everything is exactly the way it's supposed to be.

10. Pay It Forward.

We are all blessed with something. Whether it is wit, business acumen, opportunity or the right contacts, we must first understand that at the core, when goodness enters our life, it's a blessing. And the best way to continue being blessed is to be gracious as often as you can. A form of gratitude, and probably the most important part of it, is sharing your abundance with others. This can be through gestures, deeds or however you feel you want to share with others. Mentoring or teaching someone something, taking someone under your wing or even opening doors for someone starting out in their career is a beautiful touch. Remember, we are human first. Then everything else follows.



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Pearls of Wisdom are your collection of rare gems and diamonds. Therefore, you would not move around every day keeping them in your pocket. They are of very high value. Safeguard them. Treasure them. And use them often to sparkle and shine.

I wish you the ultimate success personally within your own life path. Whatever it may be, I realize it is very special to you. Enjoy this journey, don't be in a hurry. The right things happen at the right time. Savor each moment and learn to be the best that you can be. Be present. Because at the end of the day...that's truly what really matters.

To Life...Bliss...and Blessings!

Bina Jhaveri  
Master Spirit Life Coach



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