

MODULE 1 Notes

- Every module has short videos put into sequence. Follow them in order. Each module has a Take Action video. You need to do these things, they are building blocks. Then, we have mentor videos and teen videos where you hear things from others just like you. These modules build on each other. Take as much time as you need to finish a module. Remember, you must take action on the previous module before moving to the next step. Many of the things that you learn must be put into practice. They say the most successful people know the power of implementation speed. That means, they know how to put what they learn into practice quickly, so they succeed quicker. That is how we built this system. It is meant to be put into action.
- I know you are a person of action. You took action to get this system. You got a mentor and teen together. You got some way to watch these videos and you set aside time to make them happen. Good job already! I know you are going to be successful.
- I talk fast, so listen fast. Videos are only 2 to 5 minutes, some are just 1 minute. But you will find some great information packed in this little bit of time. And I may be goofy sometimes, business is supposed to be fun. Fun is not a four letter word, it is only three.
- Who am I? I am Lyle, I have collection of over 50 hats, and you will see some of them in an upcoming video. I have worked in 6 different types of business and worked with Teens for 20 years which includes time that I was a teen. I am passionate about two things. One is teaching; the other is teens. I want to help teens be successful and thrive in this world. I love teaching teens and showing them how they can make their lives successful. I like to help others think bigger. Instead of thinking about all the things that you can't do, start thinking about all the things you can do and how you can do it. Listen carefully and enjoy the adventure. It is all about you creating your business. You teen, who is sitting on the couch.
- An entrepreneur's mindset is simple. Look for opportunities all around you. Everything you do is an opportunity to help others and gain money. It is not a get rich quick scheme. No one sells that online. Seriously, if you are looking for a get rich quick scheme, you are in the wrong place. Besides, if you get rich quick, you also get broke quicker and we don't want that for you.
- Real people who grow real businesses that last, take time. The good thing is that as a teen, you have plenty of time, so get started now. You will grow a business that lasts. You will be an entrepreneur that everyone will look up to because you have taken action on your dreams.
- Entrepreneur mindset is simple, you work hard for what you believe in. You believe in yourself and you believe you can help others. Here is an interesting way of looking at it, if you have an idea that will really help others, you have a moral obligation to tell others about it. Could you imagine someone figuring out how to cure cancer, and deciding it was too much bother. That would be crazy and selfish.
- If you have an idea to help others, you should do it. Don't play the "I can't do it" or "I am too young" game. If you have the idea, you can make it happen. I want you to hear this. If the idea comes to you and it is a good idea that will help others, you need to do it. You have a right to be heard and to let others know what you have .

- I already know you are a person of courage. When you start working on your business, stick to it to the very end. Flighty fad ideas last for a short, time and you want to make money for a long time, right? Imagine if you got paid only one penny for every roll of toilet paper used in the world? See, you want something that helps people and makes you money for a long time.
- Stick to one idea. You can not do a million ideas at once. Build one idea up. Did you know that is why lion tamers use stools? When they put a stool in front of a lion, he sees all four legs of the stool, so he gets distracted and can not take action. He is literally paralyzed. You don't want to do that to yourself. Trust me, it is much easier to take action on one thing, rather than trying to keep up with many things.
- Some people say that being in business is a risk. It is and it isn't. First, any good thing you do starts with risks. It was risky when you were a baby and stood up to walk your first time. That risk has paid off, right? And think about the risks of not owning your own business. If you get a job, someone else is telling you how much money you are allowed to make. They tell you what hours you work and what to do with those hours. And, if they decide they don't want you, they can let you go. That is risk. Not knowing and having someone else controlling your time and telling you how much you are worth. Being in business is an adventure and a unique journey. It is worth your time.
- So to make business worth your time create a business that will sustain. You don't want to follow fads, you want a business that will last. Learn to think in systems asking what your business can offer to be even better, even bigger. Think about a holistic way. What are some things I can add to my business that will make it a success beyond the one product or service I have. This is keeping that one focus, but diversifying to keep ahead in this game called business.
- Great big ideas. Think about ways you can change the world. Have you ever thought about that as a teen? I want you to begin to think "how can I change the world?"
- How do you come up with good ideas? Easy, do something different. Get outside of your comfort zone: travel, take a walk, read different types of books, talk to people, learn a new skill, talk to someone of a different age than you, look for interesting news highlights, read a blog in an area that interests you. . . there are thousands of things you can do. Just get out there in the world and explore.
- Instead of saying I can't, I don't, I won't. . . start telling the world that you can. When you start telling yourself that you can, you actually believe it. Then your brain makes it happen. See, you create a dissonance in your brain that forces your brain to figure out how to make something that you believe true. Cool, huh? Basically, you believe something, then your brain says, "Wait, I can do this." Then it figures out ways to do those things. Allow yourself to think big and you will be surprised at how quickly you will begin to realize success.
- What makes a goal a good goal: specific time. It tricks your brain. Specific, know when you get that goal. Make sure it is real. Make them something that can actually happen. You want to be able to take action on what your goals are. You may hear someone mention SMART goals: Specific, Measurable, Actionable, Real, Timely. Andrew, a teen, shares his own acronyms. (these are in downloadable form on our page).