



The ULTIMATE SUCCESS MINDSET

The 7-Fold Mindset of Christ
(Philippians 2:5-8)

MINDSET # 1 - CONFIDENCE

- *“Let this mind be in you which was also in Christ Jesus, who, being in the form of God...did not consider it robbery to be equal with God,”*
- CONFIDENCE – I don't have to reach or strive for that which I already am. Know who you are in Christ. (I AM. A SON. OF GOD.)





Benefits of Confidence in Business

- Inspires trust and credibility
- Enhances decision making (quick and rare vs slow and often)
- Drives initiative and action
- Improves communication effectiveness
- Increases resilience
- Attracts opportunities and talent
- Encourages Innovation & creativity (willing to take risks)

10 Ways To Build Confidence

- **RULE NUMBER ONE:** Worship God – Proverbs 14:26 tells us that there is strong confidence in the fear of the Lord.
- **RULE NUMBER TWO:** Do what you fear –(i.e. cold calling) It generally happens that confidence keeps an even pace with ability so as you push yourself to do the thing you're not good at, you will improve as you go and your confidence will soar.





10 Ways To Build Confidence

- **RULE NUMBER THREE:** Increase in knowledge, wisdom and understanding - Confidence generally keeps pace with ability, so become an expert in your field.
- **RULE NUMBER FOUR:** Practice the right things – Practice doesn't make perfect, it makes permanent, so you must be sure to practice the right things. Van Cliburn in his later years, still practiced 8 hours a day (2 just doing finger exercises) Confidence is rooted in competence.

10 Ways To Build Confidence

- **RULE NUMBER FIVE:** Change your self-image – You never rise above your image of yourself. Your reality, (what you experience in life), tends to follow self-image. (I AM A SON OF GOD.)





10 Ways To Build Confidence

- **RULE NUMBER SIX:** Raise your expectations – If you will be honest about it, you'll realize that you are as good at sales, or anything else for that matter, as you want to be.
- Expect more from yourself than others do. If you expect above average results, you need to expect above average commitment of yourself.
- Raise the bar on yourself. Pursue God with a passion, love your spouse deeply, cherish your children, serve your fellow man and find time to rejuvenate.

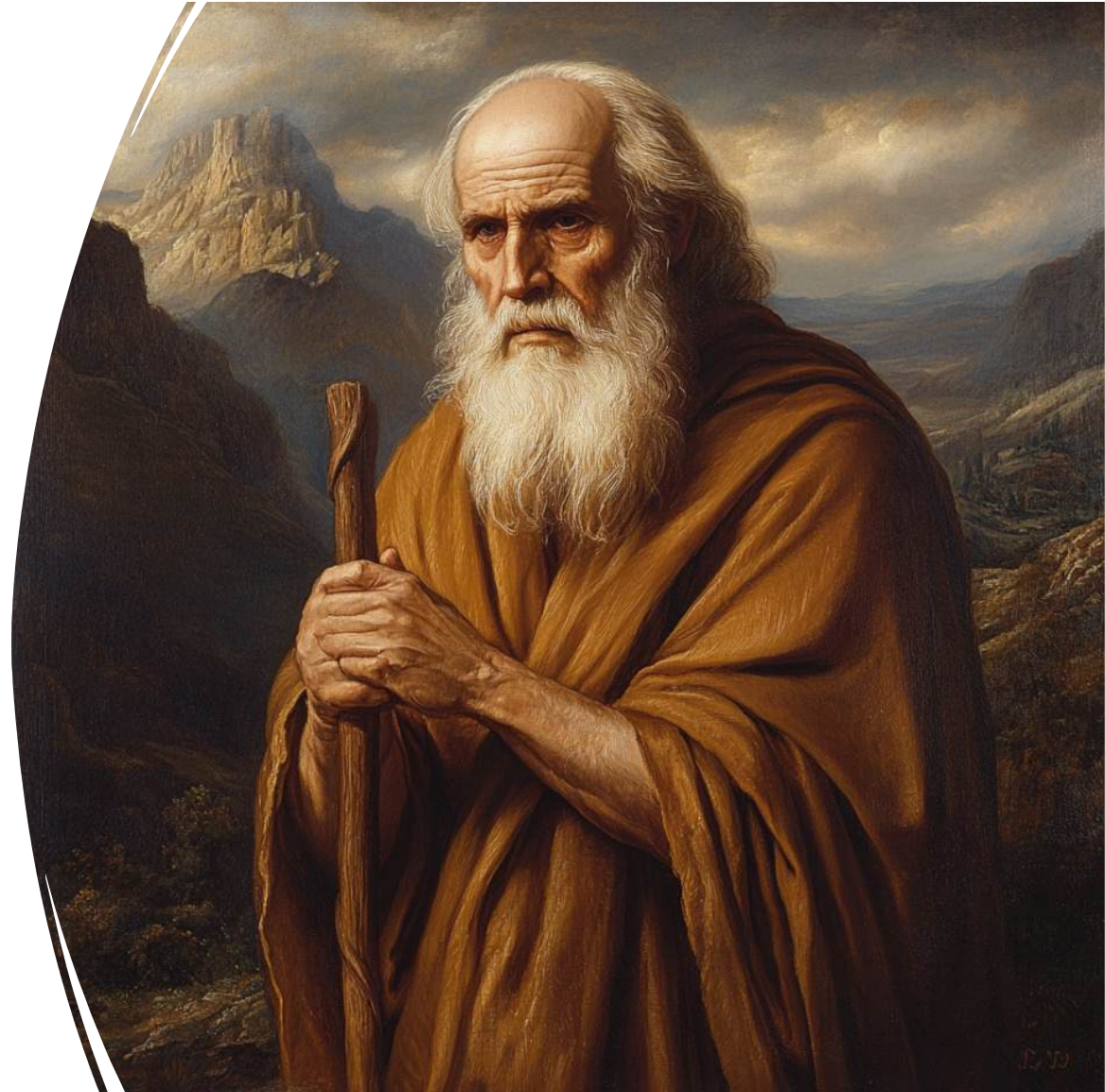


10 Ways To Build Confidence

- **RULE NUMBER SEVEN:** Build on small successes – Sometimes your goals far exceed your current abilities, and in reaching for them you fall so far short, that you're tempted to give up on the whole dream.
- **RULE NUMBER EIGHT:** Encourage yourself – Sometimes however, there's just simply no one around to encourage you. At times like that, you've got to encourage yourself.

10 Ways To Build Confidence

- **RULE NUMBER NINE:** Consider not – When Abraham was about a hundred years old, God made a promise to him about having a son.
- **RULE NUMBER TEN:** Pre-play the Future Reward. i.e. David – great riches, the kings daughter, no taxes.



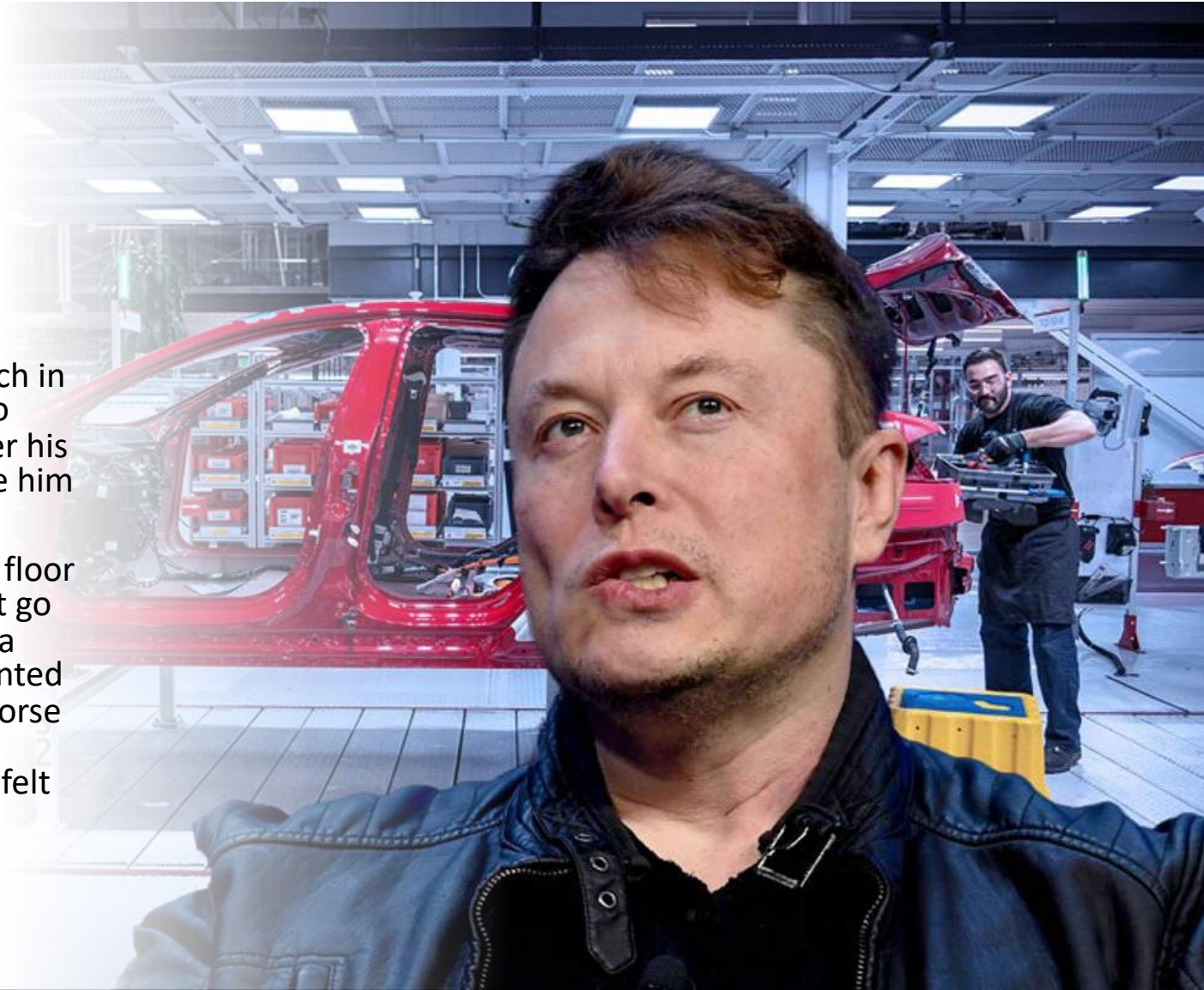


MINDSET # 2 - PUT OTHERS FIRST

- *“But made Himself of no reputation”,* (stripped Himself of rank and privilege).
- WIIFM (What’s in it for me?”) Keep the focus on the customer... their pain, their future, their hopes and dreams, their goals.
- A leader chooses not to focus on their title, rank, or privileges but instead prioritizes the well-being of their team and customers.
- On a personal level...
- On a professional level...

Elon Musk

- He used to sleep on a couch in the factories but moved to sleeping on the floor under his desk so his team could see him during shift changes.
- "The reason I slept on the floor was not because I couldn't go across the road and be at a hotel. It was because I wanted my circumstances to be worse than anyone else at the company. Whenever they felt pain, I wanted mine to be worse,"



MINDSET # 3 - BONDSERVANT

- *“taking on the form of a bondservant (doulos)”*
- Not just a servant, but one who answers to someone else.
- Service is a means of providing value. The better the service, the greater the value.
- Automation can help with service, but the personal touch is best.
- Jesus reached who He could, but due to time and space limitations, recruited his 12 disciples and the 70 to do the same.



Greatness is Encouraged...

- *“Whoever wants to be great (megas) among you, let him be your servant.”* (diakonos)” (Matthew 20:26)
- *“And whoever will be chief (first) among you, let him be your slave.”* (doulos) (bondservant) (Matthew 20:27)
- To be great, one must become a diakonos (a servant to others).
- To be first, (preeminence) one must become a doulos (a slave, completely surrendered in service).
- These are not put forth as ways of limiting you. They are descriptions of reality. Greatness is born out of service. Preeminence requires a higher level of commitment... Total dedication.



Who Are You Going to Serve?

- *“You are bought with a price; Do not become the servants (doulos) of men.”* (1 Corinthians 7:23)
- *“Or do I seek to please men? For if I still pleased men, I would not be a bondservant of Christ.”* (Galatians 1:10)
- Technically, *“God has sent forth the Spirit of His Son into your hearts, crying out, ‘Abba, Father!’ Therefore you are no longer a slave (doulos) but a son, and if a son, then an heir of God through Christ.”* (Galatians 4:6)
- But Paul said, *“For though I am free from all men, I have made myself a servant to all, that I might win the more;”* (1 Corinthians 9:19)
- *“Paul, a servant (doulos) of God...”* Titus 1:1
- When we submit our will to pleasing God, He fills in your gaps.



How To Recognize a “Doulos Moment”

- PAY ATTENTION • TUNE IN • BE CURIOUS
- Woke up with MAGELLAN on my mind. It was more than a fleeting thought. A few days later, a client mentioned Magellan to me.
- Pondering why the Lord brought that to my attention, in 2025 I will be releasing a fleet of Magellan products and services, starting with Magellan Sales Navigator...



How To Recognize a “Doulos Moment”

The perfect lead tracking and **sales predictor** CRM program with built in sales training modules and **24/7 Sales Coaching Hotline** to **close more sales!**



Magellan
SALES NAVIGATOR

MAGELLAN Add-Ons



Magellan

MESSENGER



Magellan

MARKETING SYSTEM



Magellan

LinkedIn EXPLORER



MINDSET # 4 – IDENTIFY WITH THE BUYER

- *“And coming in the likeness of men”* (Philippians 2:8)
- *“For we do not have a High Priest who cannot sympathize with our weaknesses, but was in all points tempted as we are, yet without sin.”* (Hebrews 4:15)
- To come in the likeness of men is to present yourself to your prospect in a completely relatable way.
- To identify with your prospect, you must know and understand them.
- Get to know their needs, wants and desires.
- Learn what troubles them most, what are the pains they endure, the wounds they carry, the losses they want to recover from and also to avoid. Know what moves them.



MINDSET # 5 – HUMILITY

- *“And being found in appearance as a man, **He humbled Himself**”* (Philippians 2:8)
- We tend to reject arrogance and pride. It’s a turnoff. But we love and respect GENUINE humility. (Jim Hansberger)
- Humility is powerful because God resists the proud, but gives grace (His ability working in and through you) to the humble.
- When you walk in humility, you are walking in God’s shadow (a symbol of protection from heat of trials and tribulations)
- Humility is not weakness. It takes strength of character to walk in humility vs your own natural abilities. YES, you use and rely on your own abilities, but not to the exclusion of dependence on God. Use your natural gifts in submission to God.



Humility in Business

- Emphasize Listening Over Talking
- Acknowledge Knowledge Gaps
- Serve the Customer's Best Interests
- Adopt a Collaborative, Consultative Approach
- Invite Feedback, Even If It's Not Favorable
- Show Genuine Gratitude
- Be Consistent and Authentic



MINDSET # 6 – COMMITMENT

- *“And became obedient to the point of death”* (Philippians 2:8)
- The power of commitment lies in its ability to turn intentions into outcomes.
- It keeps you anchored during turbulent times, builds trust and self-confidence, and propels you past obstacles that might otherwise halt your progress.
- In many ways, commitment is the cornerstone of achieving excellence in both personal and professional arenas.
- By choosing a path and dedicating yourself fully, you harness a powerful force that drives you toward meaningful, lasting success.

Benefits of Commitment

- It Anchors You to Purpose
- It Unleashes Determination and Grit
- It Builds Confidence and Self-Efficacy
 - When you dedicate yourself fully to a goal—and consistently following through—you gain more and more evidence that you can really accomplish your goals.
- It Fosters Trust and Reliability



Benefits of Commitment

- It Simplifies Decision Making
- It Inspires Others
- It Transforms Potential Into Reality
- Learn to Balance Commitment With Adaptability



How Does One Develop COMMITMENT?

- Clarify Your “WHY”
- Set Specific, Meaningful Goals
- Establish Daily or Weekly Routines
- Create Accountability
- Cultivate a Supportive Environment



How Does One Develop COMMITMENT?

- Develop Mental Toughness
- Monitor and Reflect on Progress
- Celebrate Big and Small Wins
- Adapt While Staying Focused
- Develop Self-Compassion



Failure is Not an Option

- Be totally committed to your success.
- The difference between hot water and boiling water is 1 degree.
- Jesus endured rejection, betrayal, and immense suffering, yet He remained steadfast, completing His mission on the cross.
- **In Business:** Commitment is tested most during adversity.
- **Example:** Walt Disney and Apple
- **Result:** Perseverance in the face of challenges strengthens resilience and ensures progress toward long-term goals.





MINDSET # 7 – FOCUS ON THE PRIZE

- *“Even the death of the cross.”* (Philippians 2:8)
- *“Looking unto Jesus the author and finisher of our faith; **who for the JOY that was set before Him** endured the cross, despising the shame, and is set down at the right hand of the throne of God.”* Hebrews 12:2
- Always keep in mind the joy that is set before you...
“And let us not be weary in well doing: for in due season we shall reap, if we faint not.” (Galatians 6:9)
- What’s your prize? What are you trading or risking your life for? Why is that important?



MINDSET # 7 – FOCUS ON THE PRIZE

- *“...it shall be that the man who kills him the king will enrich with great riches, will give him his daughter, and give his father’s house exemption from taxes in Israel.” (1 Samuel 17:25) David confirmed 2X*
- *“Do you not know that in a race all the runners run, but only one receives the prize? So run that you may obtain it.” (1 Corinthians 9:24)*
- *“...forgetting what lies behind and straining forward to what lies ahead, I press on toward the goal for the prize of the upward call of God in Christ Jesus.” (Philippians 3:13–14)*

MINDSET # 7 – FOCUS ON THE PRIZE

- *“I have fought the good fight, I have finished the race, I have kept the faith. Henceforth there is laid up for me the crown of righteousness...” (2 Timothy 4:7-8)*
- *“By faith Moses, when he had grown up, refused to be known as the son of Pharaoh’s daughter... He regarded disgrace for the sake of Christ as of greater value than the treasures of Egypt, because he was looking ahead to his reward.” (Hebrews 11:24-26)*

