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### *Empowering Entrepreneurs to Change the World*

Stephanie is a champion for small business owners (she calls them Lifestyle Entrepreneurs) and a staunch supporter of the empowerment of people everywhere. She has coached people around the world in success strategies, life balance, and small business literacy. With years of experience and million dollar empires under her belt, she is uniquely qualified to teach people how to create the rich life they deserve. Stephanie is the author of the popular "Solving the Mystery™ business development system, which includes the popular Instant Internet Marketing Plan™ , and modular growth strategies for small business entrepreneurs.

No other author/speaker blends this powerful mix of both visionary and practical tools to help people create an extraordinary financial and personal future. Recognized as an industry icon and a true advocate for the empowerment of the entrepreneur, she has a passion for helping people become wealthy in their own businesses. Stephanie helps people craft a compelling vision, improve their bottom line month after month, and create a business that gives them a life.

Stephanie is available for speaking engagements and appearances.

For more information and a speaker packet, go to <http://www.StephanieFrank.com>

## Foreword

September 21, 2004

It is my birthday and I have flown to Maui, Hawaii to create the text that will become this book. For months, I'd been working to create a "how to" reference, one that would help people to build a million dollar service business. Each step of the way, my editor and trusted advisors turned to me after review and said, "where's your story?"

I didn't want to write my story. "After all," I thought, "who wants to hear about all of that drama in building a business?" Luckily, so far the drama has a very happy ending. I hope that somewhere in there you see a bit of yourself and know that you are not alone, that you can have those things you have dreamed about.

But write the story I did. In full. It includes many insights into the different elements and passions that make up my life and business, and I'm sure they are in yours as well. One of those passions is animals. Throughout the book, you will see references to many animals as guides that flow into and out of our lives. For most of us, they represent nothing more than a moment in time. For me, animals represent signs – signs of life, of lessons and enlightenment. I'd like here to share some of that enlightenment with you.

While in Maui, I literally threw away the original manuscript and started over with a blank page. As I sat contemplating the first words on paper, sitting on the hotel balcony that first day overlooking the ocean, I looked up just in time to see a beautiful dolphin, playfully jumping in and about the ocean waves.

As I said, animals mean a lot to me, and I take notice when I see them. According to ancient Native American teachings, a dolphin literally represents “Manna” or life force. Dolphin is keeper of the sacred breath of life and teaches us how to release emotions through breath. I knew in that instant it was time for me to get started. I took a deep breath and began writing.

Through the process, many other animal teachers came to assist me. Living in the Phoenix desert, I would often look up to the skies to hear the cries and caws of eagles, hawks and ravens, the essence of spirit, messengers and magic. I found two snakes, the sign of transmutation, in our backyard. When I was having trouble writing, or the text I was writing didn’t seem to flow like I wanted, I would often look out my window to see rabbits, a sign of fear, scampering across the land. Wolves, spiders and lizards appeared, the signs of teacher, weaving and dreaming. At a time when I was being very hard on myself, a packrat appeared in the garage in our home, a sign of scrutiny, and created a mound of objects stolen from other locations in an old couch.

Toward the middle of the text, at a time when I was feeling vulnerable about my message, a beautiful orange dragonfly appeared and perched itself not two inches away from my face, atop a beautiful plant. The dragonfly stayed perched while I got an extremely close look, and remained in his position for what seemed like an eternity. Dragonfly, the messenger of wisdom and enlightenment, had come to assist me in moving forward. Later that day, a hummingbird, the symbol of joy, made its presence known while hovering in front of my face.

Many other beautiful animals came to visit as I continued to write. Toward the end, I dreamed of butterflies, the sign of transformation. After all, who can write (or read) a book and

not be transformed in some way? Most days, while writing quietly, my two beloved dogs sat by my side. Always ready to “go to work,” my little companions waited patiently while my fingers moved over the keyboard of my computer. Dogs, the symbol of loyalty, are considered the servant of humanity, of serving others. In so many ways, it is my sincere wish that this book serves others as it has served me – to deliver the message of freedom, of hope and enlightenment and as a call to action for those who have been unable to find joy in their lives.

In the last hours on the last day of writing, the unmistakable wingspan of a huge bird caught my attention. Seven months earlier, upon moving to our current home in the desert, we had lived in a place where large Blue Herons gathered frequently. I would go to the water’s edge and view these spectacular birds, a sign of self-reflection. When we moved, I missed these beautiful creatures, and wished for a Blue Heron to grace our land and make its home near our pond. No such thing had happened for months. And then one day it did. The majestic bird soared over our pond, landing on the water’s edge while I was writing the very last chapter of this book.

Blue Heron, according to ancient wisdom, is the power of knowing yourself by discovering your gifts and facing your challenges. It is the ability to accept all feelings and opinions without denying any emotion or thought. Blue Heron is a messenger, asking you to follow your intuition and love the empowering journey of self-realization.

What does this have to do with being a millionaire? For you, maybe nothing. For me, animals are the essence of peace – of a life that is surrounded by the creatures of the world, each bringing a message. One of the most powerful messages they

will ever bring is the reminder that you are living your life – a journey into your own soul. You have a choice in how you live each moment, and I hope you will choose success, peace, love and happiness.

That is exactly what I've done, and what I ask of you now. Live, learn and pass it on.

I believe in you.

Stephanie

## *From the Desk of Stephanie Frank*

I remember it like it was yesterday.

I hear my late father's deep voice singing the song "The Impossible Dream" from the Man of La Mancha. The way he sang the words to this song - strong, solid and resolute, as if they were the motto of his life, left an impression I will never forget.

My father was an entrepreneur...and I am too. So are you.

As entrepreneurs, we are completely UNemployable. Even if we wanted a "regular" job, we wouldn't be able to get one. Not because we don't have skills or intellectual capacity required.

Nah...

We're UNemployable because our valued freedom has become the number one priority in our lives. How could you have freedom when you have a boss that tells you when to use the bathroom, when to go on break, go to lunch, stay late, come in early, work hard, and then puts a cap on your income? How could another person decide how much you are worth? Aren't you worth MILLIONS!?!?! Of course you are!

You are a human being, with your own set of unique skills, experiences and desires. Why aren't you using those skills to create income for yourself so that you can pursue your own goals and dreams, no matter how impossible they may seem?

Maybe you just don't know how or maybe you're afraid. I understand. I've been there too. Building two multi-million dollar businesses has its ups and downs, challenges and heartaches.

But through it all, I discovered a system. Several, actually. Systems that all work together - that I am sharing with you now, so that you can **live your dreams**, be **empowered** and **change the world**.

I believe in you.

A handwritten signature in black ink that reads "Stephen Frank". The signature is written in a cursive, flowing style with a large initial 'S'.

## Acknowledgements

I am smiling as I sit down to write this section thinking of the great numbers of people who held up the space and energy for me to write this book. Though I don't have the space to name everyone personally, please know that you have touched me through this process and I thank you for your warmth.

First and foremost, I must thank my husband, Alan Frank, who was there every step of the way, once again helping me to write when I wanted to play, and holding my hand during the hard parts. I cherish our time together and am blessed by your love.

To my family, especially my mother Karen Lewis and sister Stacy Lewis, thank you for your encouragement and support. It means so much to me that we are so close. Also a big thank you to Allen Brown, who created my beautiful photographs and made me look great.

To my amazingly supportive close friends, Jenn Kaye, Laura Anderson and David Koons. Jenn, thank you for helping me make this an even better book. Your wisdom and understanding of intention goes far beyond your years. Laura, thank you for bringing your spirit into my world and reconnecting me with the animal kingdom. The drawings on the book pages were your idea – and it was a great one. Dave, you have been there during some of the rough moments and pulled me back to safety so quickly I didn't even know what happened. Thank you for being direct, supportive and loving no matter what.

To Chris James, your support, caring and encouragement throughout the years is a great comfort. Your ability to see beyond the surface is always refreshing, and you have touched my soul forever.