



Think Your Way to Success

**How to Develop a Winning Mindset and Achieve
Amazing Results**

Mark Rhodes

‘Mark’s business track record speaks for itself! What is nice about his book is it shows the really important things about mind power so that you will be able to emulate his success. Keep it with you and read it over and over again!’

**Ron G Holland, Author of *Talk & Grow Rich*,
www.wealth.co.uk**

‘Mark Rhodes has given NLP a new look within coaching. I recommend it to NLPers everywhere and to those of us always trying to help others to get to the best living has to offer.’

**Dr Richard Bandler, Co founder of the field of NLP,
Author of *The Secrets of Being Happy* & dozens of books
and CDs, www.richardbandler.com**

‘This book demonstrates the old adage that “if you think you can, you can”. By explaining our inbuilt fears and how we can overcome them, it reinforces the will to win and spells out the reasons for failure. Written in a conversational and engaging style, it’s the perfect antidote to negativity and a powerful reminder that attitude changes everything.’

**Guy Rigby, Director – Head of Entrepreneurs, Smith & Williamson Limited, and Author of *From Vision to Exit*,
www.guyrigby.com**

‘As a Certified Financial Planner, Mark helped me to understand my value, what motivated me and enabled me to stop procrastinating! I then developed a unique method of providing financial life coaching, the feedback from my clients has been fantastic and they feel that I am at one with their aspirations.’

Geoff O’Shea, CFP dipPFS Accumulus Consulting

'I met Mark and read his excellent book shortly thereafter. I put his methods into practice and this led directly to me being able to secure a meeting with one of the UK's leading and best-known entrepreneurs!'

Simon Chadwick, Chadwick Nott Legal Recruitment

'Michael Jackson once said "If you want to make the world a better place, take a look at yourself and make a change!" Mark Rhodes is a glowing example of how people can make small changes within their own lives and make a huge difference to their own success. A very honest, open and believable character, Mark has transformed my limiting beliefs about myself and my business and helped me evaluate everything I do and question how I do it. I now have unshakeable belief in myself, my business and my future. "Mark Rhodes has been there and done it, so why not let him help you do it too!"'

James Leighton, Forever Living Distributor

'If you are thinking how great it would be to be successful, focused and happy, then it is time to read this book!'

Julian Evans, Managing Director, Walltastic

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This, my first book, is dedicated to my mother, Joan Sally Florence Rhodes; who sadly passed away in 2009 without suffering but also without warning.

I know a lot of what I have achieved to date, and will go on to achieve in the future, is down to a few beliefs that my mother gave me one of which was:

“You can do anything you put your mind to.”

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Acknowledgements

As you will read in this book, there came a point in my career when I wanted to change from accounting to computers, and that very transition happened as a result of Maurice Hobbs-Hurrell, who as financial director of a London-based company gave me the break to start that transition by hiring me. We both ended up being made redundant from that company, and Maurice was instrumental in my transition to becoming freelance by introducing me to my first client. Some years later, Maurice joined my own company in the role of finance director and helped us grow the business until its sale in 2001.

Before there was a business to sell, and back when the business was just a dream, three people changed everything for me when they backed my idea to start my own software company and gave me the first sales order – they were Mike Ward, Clive Bruce and Peter Cartwright. However, this wouldn't have happened had it not been for Allan Bell

backing the idea of having me involved as a consultant in the first place during the previous year.

Funnily enough, after selling the company, and before I'd even realized a future in speaking existed for me, it was Mike Ward who gave me that first break into speaking, at one of his conferences. I also worked with Mike on a consulting basis at Phoenix Trading, a business owned by Mike, Robin Bradley and Sheila Shaw.

Way back before any of this though, thanks must go to my parents for somehow managing to achieve the balance of creating an environment in which I wanted to be successful without ever putting any pressure on me to succeed.

At the time of writing this in 2012, Jacqueline and I have been married for seventeen years and our children Holly and James are twelve and seven respectively. They, of course, need a big thank you for understanding the times I had to travel on business and the hours I sometimes had to work in order to get where we wanted to be.

About the Author



Author photo by Peter Evans Photography (www.peterevansphoto.com)

Mark Rhodes is an entrepreneur, mentor, international speaker and trainer in success who shows people how to massively improve their results with little or no extra effort!

Mark empowers individuals in their life, careers and business. He has also “been there and done it” – from the ground up, he started, built and ran his own Internet Software company, which he then sold to a USA Silicon Valley organization in 2001. This was just two years after starting the business in 1999. Mark’s clients included top brand names such as The Body Shop at home, Virgin Cosmetics and Dorling Kindersley Publishers.

On selling his company, Mark retired at the age of thirty-five, but only for fifteen minutes before he got bored!

Mark was keen to figure out how he had become successful and now spends his time teaching others, so that they can achieve their own dreams. Mark’s focus is on what he believes to be one of the most crucial aspects of whether someone achieves success or not, their “success mindset”, as well as the business specific topics of “winning more sales” and “exceeding goals” – because of the simple fact that most people don’t set a big enough goal!

In addition to speaking at conferences and events, Mark is a trainer and mentor for people that want to succeed. Mark makes everything so easy to understand and implement. His natural down-to-earth style and the fact that he teaches the exact same tools and techniques that he uses everyday in his own life is a refreshing change.

Mark speaks internationally for many types of businesses at both conferences and internal staff development events. For more information, go to Mark’s website at www.rhodes2success.com where you can find out about his speaking engagements and sign up for his regular newsletter of “Success and Personal Development”, and find out about

ABOUT THE AUTHOR

events where Mark is speaking live and details of his online Webinars.

There are also details on the website about Mark as a speaker and business mentor around the world and how to get in touch with him.