

THE QUICK GUIDE TO

THE

inner

preneurial

WAY

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WHAT IS THE INNERPRENEURIAL WAY?

Innerpreneurship is taking **EXTREME RESPONSIBILITY** for creating your ultimate business and lifestyle from the inside out.

It's about merging winning mindset formulas with world-class business strategies and sales techniques.

HERE'S WHAT YOU NEED TO SUCCEED ON YOUR
INNERPRENEURIAL JOURNEY:

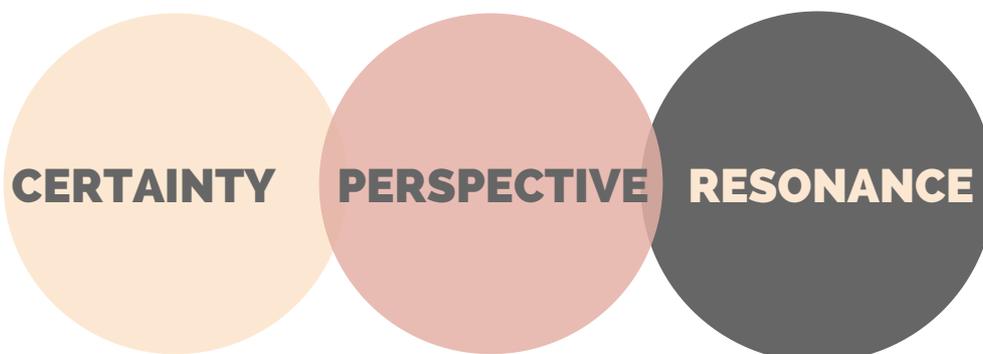
1. Master your Mindset

Mindset is everything. I don't believe in positive thinking. And having a winning mindset is NOT positive thinking. Positive thinking can sometimes be a destructive force because we reject the so-called negative thoughts and label them as 'bad'.

However, they are not bad, they are simply thoughts or emotions. Anger and frustration, for example, can be used as an ignition spark or fuel for a venture. Similarly, sadness can be used as an opportunity for self-reflection and down-time.

So if mastering your mindset is not positive thinking, what is it?

Having a winning mindset means you have high:



The higher your certainty, perspective and resonance are, the more you can count on your mindset being solid and stable. Having an authoritative winning mindset is so much more practical and effective than positive thinking. With this approach, you learn to roll with the punches, find order in the perceived chaos and become relentlessly unstoppable.

Let's break it down:

CERTAINTY

Certainty comes from clarity and your sense of resourcefulness.

Do you have crystal clarity on what it is you want your business to do? What does your ideal day look like? The more vivid and clear you are on what your ultimate business and lifestyle look like, the easier it is for opportunities to show up, and for you to say 'yes' to the right opportunities and 'no' to the ones that are not aligned with your vision.

Most people know what they don't want. It's like going to a restaurant and telling the waiter all the things you don't want on your plate. Do you think you're more likely to get what you want if you tell your waiter what you want or what you don't want?

The more specific you are and the better you are able to articulate what it is you DO want, the more you're setting yourself up for success. The universe works the same way. **Get clear, get specific.**

Resourcefulness is often underrated. **The more resourceful we are the more valuable we are.** Hence resourcefulness is at the root of certainty, especially in business.

Business is the game of uncertainty. The more comfortable we are with uncertainty and the better we are at dealing with it due to our resourcefulness, the more successful we become. And not only that, the journey becomes much more enjoyable.

PERSPECTIVE

The grander our perspective is, the more unwavering our mindset.

From our nature and nurture blueprints, we all have individual standpoints. We each walk through life wearing a pair of uniquely tinted glasses through which we observe our experiences through. Sometimes our perspective is very narrow. Especially in stressful situations, our brains tend to narrow our focus when detecting danger so that we can fight a threat off better.

Our brains often have us focus on what's most salient and it becomes much more important in the moment than it actually is.

Have you ever had things on your to-do list that you just never got to? At the time you may have felt that they were very important and you made yourself feel bad that you didn't get to them. But once they began to fall away, and some of them never got done, you realised that they weren't that important in the first place. It only felt much more important because it was salient at the time.

We usually gain perspective with time.

Have you ever had something horrible happen to you and looking back at it after weeks, months, years it's not all that bad? Or something blissful happens and weeks, months, years later it's not all that great? Exactly!

However, if we want to interject more perspective in our lives, it's imperative that we have a host of quality questions at our disposal.

Questions such as:

- How important is this situation right now, if I look back at it in 5 years time?
- If I absolutely know that there's a lesson for me now in this situation, what could that lesson be?
- How will this help me become a better person/business owner?
- Where is there evidence of abundance, even if I can mostly see scarcity right now?

Another way to gain perspective quickly is through gratitude. In our fast-paced world, it's easy to lose sight of the wonderful things in our lives. The more gratitude we express, the more we get to be grateful for.

*"What we focus on
we get more of"*

The final way to gain perspective is through contrast. Have you ever had a cold shower after a warm one? That icy cold shower quickly helps you to appreciate warm water.

RESONANCE

Our resonance is the frequency from which we operate, the vibration we tap into and the energy we emit.

**If everything is energy,
then YOU too are energy.**

And if you're energy, or what I like to call an electromagnetic signature, then the higher your vibration is, the more flow and ease you're able to welcome into your life.

Here are some ways to raise your resonance:

- **Follow your excitement** - do something that thrills you and lights you up, it can be big or small.
- **Move** - dance, surf, do 10 jumping jacks and feel the energy pulse through you.
- **Meditation or stillness practice** - it is in mediation that we have the ability to tune into our vibration and create from the inside out, versus being reactive to circumstances that are seemingly outside of ourselves.
- **Gratitude** - not only does gratitude give us perspective but it also increases our vibration.
- **Have a winning journal**, where you document daily what your wins are for that day. Owning those wins sets you up for more wins and ever higher frequencies.
- **Listen to music** that inspires you and lifts up your energy.
- **Spend time in nature** and realize that nature never rushes anything, yet it accomplishes everything simply by being.
- **Hang out with high- vibe people.** Have you ever walked into a room and you could feel the energy was low? Or the opposite, the energy was high. When you hang out with high vibe people you immediately elevate your own vibration.

2. Business Strategies & Sales Techniques

In The Innerpreneurial Way, having a solid mindset is not enough. You have to back it up with practical strategies, tools and techniques or else it's highly likely that you will fall flat.

FOLLOW A TESTED SYSTEM

If you want to become the best in the world at something, find someone who has already done it and follow in their footsteps.

Yes, you can forge your own way. And some people do -that's their prerogative. Following someone else's roadmap is the leveraged way that I've found to have worked time and time again. It's usually far less expensive and far quicker.

Mentorship comes in many different forms, from free resources, online videos, face-to-face mentorship to books, courses and high-ticket programs. Find what works for you. The highest growth I've seen in my own businesses and when coaching others is when I've made a significant investment of time and money to learn a new system, implement it and excel at it. However, the most important thing is to find something that works for you.

There are a gazillion formulas, strategies and roadmaps, and you most probably have come across several. What many people do is collect and hoard these strategies and systems, but because they haven't yet mastered their mindset they simply don't do anything with it. Hence we spend quite a bit of time on shifting our mindset first. Strategies without the appropriate mindset are worthless.

EXCEL AT SALES

Selling is the ability to affect change, to influence. We were all born to influence.

There's not a single baby in the world that doesn't know exactly how to get people's attention and influence the behaviour of those around them. Yes, you too were born to influence and hence to sell. It's a myth that some people are born with great sales capabilities and others are not. Most people unlearn how to influence and how to sell over the years.

To excel at sales means first to own your selling capabilities. You may not be a sales person in the traditional sense but the more you see that you're constantly selling your ideas and standpoints to those around you, the easier it is to become a great sales person. One of great influence. The reality is that you were always meant to influence and to sell.

Second, it's imperative to sharpen your sales skills. Whether it's prospecting, establishing rapport, diagnosing the problem, communicating value, asking for the money, or following up. There are tons of resources available on this topic, so if you'd like to succeed on your innerpreneurial journey, then start immersing yourself in this topic.

TREASURE MONEY

& LEARN HOW TO MANAGE IT WELL

Money flows to those who treasure money the most and manage it the best.

The more appreciation you have towards money as a tool to excel in your own life and to help others, the more freely it will flow to you.

To revisit the idea that everything is energy, so too is money a configuration of energy. When you truly grasp this notion and identify with it, you'll never again feel like you have to struggle to earn money.

It's an abundant resource in the world and our job is to learn how to add value, so as to unlock the gateway and have it streaming into our lives.

Managing money is not taught very widely. As innerpreneurs, it's vital that we take responsibility for equipping ourselves with the knowledge of managing money effectively.

The Long & The Short Of It

Epic lifestyles and businesses that work for us are available to everyone, no matter what your background is.

There are just too many success stories to believe anything else. It's not just for the gifted or the lucky few. It's available to all of us.

With The Innerpreneurial Way, you have a roadmap of how to create your ultimate business and lifestyle.

Only you can do it.

And you absolutely deserve to!