



**FOUNDATIONS
FOR SUCCESS**

WEEK 1

The “I AM” Factor

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Foundations for Success Inc. and Candi Graf

presents

“The “I AM” Factor”

**Part of the FFSH Formula Mentorship Series...
“Conquering Fear with Knowledge”**

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Foreword

Welcome to The Foundations for Success!

I'm Candi Graf, Founder & President of a mentoring program that was inspired to help struggling visionaries in the real estate community develop the skills required to **Pay Off Your Mortgage and Debts in About ¼ of the Time and Learn How to Make \$\$\$ Buying and Selling Houses**. Through years of tremendous successes and failures, doing over 650 deals, I've been able to compile a system of best practices, contracts, contacts, and procedures that will enable you to walk into almost any situation armed with enough knowledge to make informed decisions and avoid risks.

I'm so pleased to be able to share my system with anyone who has the guts to take the future into their own hands and secure their financial freedom. Our company's motto is "*Conquering Fear with Knowledge*," and there is plenty to fear in this industry if you are not aware of what opportunities you have before you. No two deals that you make will be the same because, when armed with knowledge and a head full of enthusiasm, you will find it fun to look for new directions to apply my proven techniques and **Make Money** doing it!

These techniques are all designed to show you the options you have to make the best deals that you can. Each week I supply my members with a new topic designed to inform and enlighten.

Each topic is presented with an actual deal that I've personally done or a situation that I've faced. This is a people business so always try to remember to treat all of your potential clients with respect, and conduct your business as ethically as you can...happy clients can be your best source of referrals!!!



The “I AM” Factor... The Three Simple Steps to Transform Your Business and Your Life Forever!

Whatever words you put after “I AM” have created the life you now have, and it will continue to determine your future. Who you believe and say you are is who you will become.

When we allow the troubles of today to take over our thoughts, and control our actions and state of mind, we give away our power. When we give away our power, we can’t see anything beyond the fear and pain of being trapped in a PRISON we created for ourselves.

If you are tired of sleepless nights, stressing, and feeling sick about what tomorrow will or will not bring, then listen up. When I figured out these three simple, yet powerful, steps and put them into action, I knew my life would never be the same again!

Your destiny in high speed, God says, “That whosoever shall say unto this mountain, be thou removed, and be thou cast into the sea; and shall not doubt in his heart, but shall believe that those things which he saith shall come to pass; he shall have whatsoever he saith.” (Mark 11:23)

***Success is yours if
you want it. It is not
given to you; you
have to take it!***

It doesn’t matter who you are or what you’ve been taught; the simple fact is that whatever words you put after “I AM” are what you are telling God and the Universe that you believe you are. Everything goes to work to support your words and beliefs.

The words of others have the power to change the physical makeup of our bodies and our reality. Contrary to the old English children’s rhyme, “Sticks and stones may break my bones but names will never hurt me,” which was taught years ago with the hope of persuading the child victim of name-calling to ignore that taunt, to refrain from physical retaliation, and to remain calm and good-natured is ridiculous.

Sticks and stones DO break bones...and negative names ALWAYS hurt us.

Only SPEAK powerful, positive words about yourself and others (especially kids). When we speak, we are either cursing or praising; that’s it!

BELIEVE that when you ask, you will have whatever you say. Never agree with the limiting beliefs of others... NEVER EVER!

Thank God in advance for already having had received what you asked and live your life today as if you already ARE the person you want to BE.



Try this fun experiment to see how powerful the spoken word really is:

You'll need two people.

- Standing and facing each other, have one person raise their arm out to the side, parallel to the ground.
- The person with the outstretched arm is going to say out loud with a strong, powerful voice, "I'm a winner, I'm a winner, I'm a winner!"
- At the same time, the other person is going to push down on their partner's outstretched arm while they in turn resist. It should be pretty easy for them to resist the pressure.
- Next, repeat the process, but instead, this time again with a strong, powerful voice, say the words, "I'm a loser, I'm a loser, I'm a loser!" This time the arm will not be able to resist the pressure.
- Now, one more time, repeat step one and they will be back to resisting with strength. Always end with positive words; after all, you just witnessed the power these words have over a body.

Think how many times in a day we say something just as damaging about ourselves. Just think how our entire being and the energy around us respond to and agree with our belief, whether we truly meant what we said or not.

God takes our words literally. If you don't like what you see in your life, if you have dug yourself into a pit of despair and hopelessness, I have good news for you.

There are just three simple things you have to do to change it all:

Speak, Believe, and Be...

Every day, pick at least three positive and powerful words or statements to say about you and your ideal life. Write them down in a journal and declare them after the words, "I AM."

Add energy to your words. Don't just say, "I AM..." on its own. There needs to be enthusiastic energy behind it (just like the arm experiment). I have my little champagne bubble, squishy dance where I imagine all my molecules waking up and bubbling up and around throughout my entire body, and, at the same time, I do a little dance.

***Laugh if you
want; it works!***

Combine the action and the "I AM" belief - even if you don't believe it yet - and it will be like opening the floodgates of blessings and in very short order, your life will begin to change. Pretty soon, every molecule in your body will crave the things of your heart and lead you down the path of realization and manifestation.



Resistance will happen but know that it is needed. Think of it like this; up until now, everything you currently have and experience in your life has been a result of supporting the beliefs you've agreed with about yourself.

Once you start to declare who YOU ARE, all that is and was true about you has to crumble and fall away because it is no longer true of what you say now. This crumbling of your current life can really freak you out. You must look at it as necessary to make way for what you do want.

Just BREATH and do those three simple steps...

Your Life Is The Reflection Of What You Believe.

If You Don't Like What You See,

Change What You Believe.

***Thank God in
advance for the
things you ask for
and BE the person
you say you WANT
to be, "I AM"
seals it all in.***



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