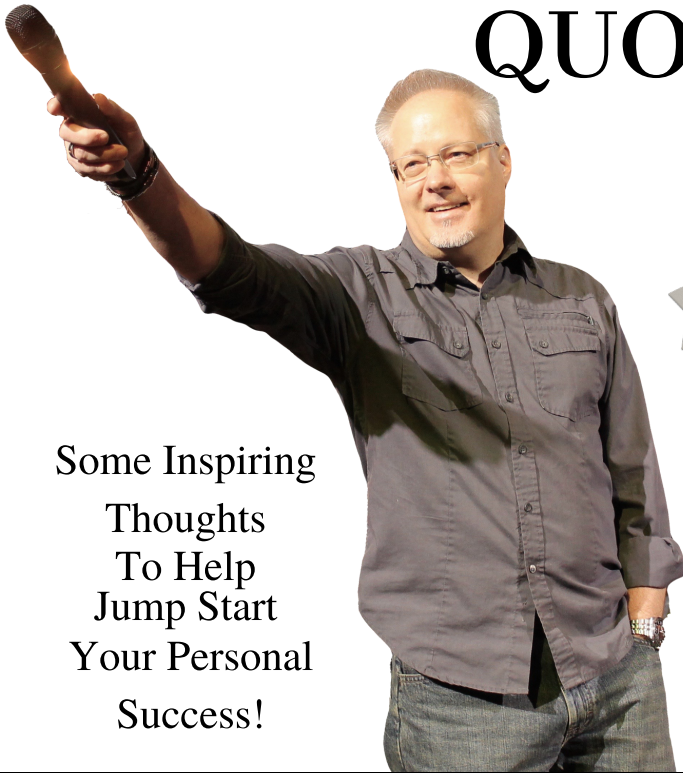


"If you are ready to take your business and life to the next level and sustain continuous growth and improvement, then you must work with my friend Allan - he focuses on getting you rapid results by getting you laser focused, cutting through the clutter and inspiring you to produce outcomes! And, Allan comes from the heart and truly cares about making a positive difference in the lives of others! Do yourself a favor and work with Allan today! You'll be so grateful that you did!"

-**James Malinchak**, Featured on ABC's Hit TV Show, 'Secret Millionaire', One of America's Leading Keynote Speakers & Business Coaches.

# ALLAN WICH'S MOTIVATIONAL QUOTES



Some Inspiring  
Thoughts  
To Help  
Jump Start  
Your Personal  
Success!

ALLAN WICH®





ALLAN WICH'S  
**MOTIVATIONAL**  
QUOTES

Some Inspiring Thoughts  
To Help Jump Start  
Your Personal Success!

ALLAN WICH®

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# WHAT OTHER'S ARE SAYING ABOUT ALLAN WICH & HIS STRATEGIES

"If you are ready to take your business and life to the next level and sustain continuous growth and improvement, then you must work with my friend Allan - he focuses on getting you rapid results by getting your laser focused, cutting through the clutter and inspiring you to produce outcomes! And, Allan comes from the heart and truly cares about making a positive difference in the lives of others! Do yourself a favor and work with Allan today! You'll be so grateful that you did!"

**-James Malinchak**, Featured on ABC's Hit TV Show, 'Secret Millionaire', One of America's Leading Keynote Speakers & Business Coaches.

"Allan has inspired me, challenged me, and helped me reach the next level. I Love his creative visions and maverick spirit. Regardless of your profession, Allan will help you see what others don't and do what others can't. He is also a remarkable friend. Allan, it's an honor to know you."

**-Greg Hague**, Founder 72SOLD.com, Founder Hague Partners Real Estate, America's Leading Home Sale Strategist, and Lawyer

"One thing is certain: Spending time with Allan highlights every single bit of goodness and brilliance you have in you! A true heart and a charismatic someone who spends more time listening actively and profoundly than talking despite the fact he is an AMAZING speaker! True leadership qualities!"

**-Eleni Sarantinou**, International Master NLP Trainer, Corporate Consultant, Speaker and Author

"You're amazing, thank you! Your breakdown of our target market is the best we've seen; and don't be surprised if we ditch our branding in favor of yours! Looking to make a change for the better? I'm telling you from personal experience, Allan Wich is a man to listen to!"

**-Perry Perkins**, Professional Chef, Author, Entrepreneur, Philanthropist

"Allan, I've been meaning to tell you this for a while now. When I first started looking into what career I would choose, I remember talking to you about it in your driveway. We talked about sales and I can't remember a time where someone has spoken such motivating words to me. I was just a college kid and you seemed to speak right to the heart of me, telling me I can succeed at anything I want and that you just know I'll be successful. I've never forgotten about that talk. I've had quite the sales career, and now have moved into state leadership, still in the sales arena. I've been on several boards and committees as well, both public and private sector. I will always remember the time you took to motivate a young kid who hadn't a clue what he'd be in life, other than what you seemed to see in me that early on. Just wanted to say thank you."

**-Andrew Morrison**, Regional Channel Manager - Northwest  
At CenturyLink

"Allan is someone who you can immediately trust. He is passionate about helping people attain success. Allan has taken the time and effort to ensure the process is supported by his personal attention. If you need help from a coach, look no further!"

**-Christopher Cumby**, Strategic Sales Pro & Coach using  
NeuroSelling & Gamification; Podcaster

"If you are looking to take your life and business to the next level, then I highly recommend working with my friend, Allan. Allan provides the insight and tools necessary to accomplish your goals. More importantly, Allan has the unique ability to connect with clients in a way that changes lives. Work with Allan today. You'll be glad that you did!"

**-Blake Shelley**, Author, Motivational Speaker, Coach

## WHAT SOME OF MY PODCAST GUESTS ARE SAYING

"Allan & Chris, we started out the show with 2 thumbs up, we are going to close it out doing something great together for someone!"

**-Kevin Harrington**, Original 'SHARK' on the hit TV Show  
'*Shark Tank*'

"Allan & Chris, I really enjoyed talking with you guys, let's do it again, we'll make sure no robots join us! "

**-Jeff Hoffman**, Co-Founder Priceline.com

ALLAN HAS BEEN FEATURED IN AND ON  
THE FOLLOWING



SmartBrief



Cornell University  
School of Hotel Administration



HSYNDICATE  
ONE INDUSTRY - ONE NETWORK



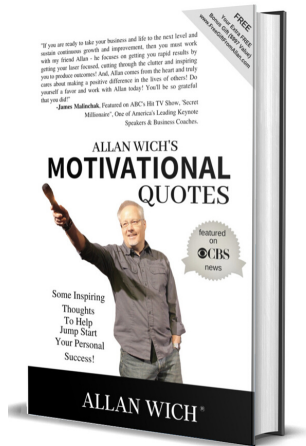
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# DEDICATION

It is with great respect, admiration, love and sincere appreciation, that I dedicate this journal to my wonderful family. Without all of you, the lessons you have taught me, the safety and wisdom you have given me throughout my life, I would not have the blessings of where I am today. Words cannot adequately express my love; I will continue to do my best to live up to that honor.



*Karen & Chuck Wich  
(Mom & Dad)*



*Mary Ellen Wich  
(Wife)*



*Katie Wich  
(Daughter)*



*Zach Wich  
(Son)*



*Phil Wich  
(Brother)*

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Any organization that wants to develop their people to become "phenomenal" needs to hire Allan for a keynote and/or workshop/training!



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**2994 SW 34th Terrace**  
**Gresham, OR. 97080**

503-849-4615

or

888-738-9120

Allan@AllanWich.com

www.AllanWich.com

# MY INVITATION TO YOU!

Dear Friend,

Feel Free to use any  
of these quotes in printed  
materials, on websites, etc.

All I ask is that you credit  
me by printing my name  
with the quote.

Thank You,

*Allan*

Create

**CALLUS**

against  
the negative  
thoughts and  
objectives

***of others***

Spend Time With What Makes You Joyful

LIFE IS  
SHORT  
SO

**CHASE**

WHAT MAKES  
YOUR HEART  
RACE!

”

Make a decision,  
go forth  
and don't  
question it...  
you will  
be surprised of  
the outcome...  
HARMONY

**Love,  
yourself  
in spite of  
your  
deficiencies**

Once I let go and let God with them, I became a better person, someone I loved even more, and I found that I actually grew in the process;  
Amen!



# *Sometimes*

the Hero Looses,  
but for me, my Hero's,  
Surgeons/Medical Teams and  
Emergency Services  
who saved my life,  
multiple/multiple times.....  
they never quit or  
failed in their efforts;  
and I am here  
because of them!

**Thank  
You**



# OUR FUTURE TELLS

**US** WHAT OUR PAST  
WAS ABOUT.

Which makes it so important to be conscious of what we say and do because our thoughts become memorialized in our

# RESULTS

# TIME

is irrelevant  
when you're  
doing what you  
love....

**WHAT TURNS YOUR CRANK?**

# It's 100% *Guaranteed*

that you will eventually  
die;

don't mess up your time  
by focusing on someone  
else's non-harmonious  
objective.

*Go after what you want and enlist  
others in harmony with your mission!*

One of the biggest benefits I have  
witnessed in all my years of working  
with people

***They may never  
remember what you  
say, but they will  
definitely remember  
how you made them  
feel!***

**So make your time with  
them worthy of you**

**BOTH**

# HACKS & SHORTCUTS DON'T

**c**  
**h**  
**a**  
**n**  
**g**  
**e**

## The FOUNDATION

Do the right work

The biggest lesson I've  
learned from one of my  
mentors:

**You can hear  
without  
listening,  
but  
listening  
builds  
relationships...  
let's build  
together**



I learned this the hard way: I hung onto something out of a weird sense of loyalty, and it cost me, over 1 million \$ and a years worth of creative opportunity..

*If it's not in*

***HARMONY***

*with your mission,*

*cut it the*

*\*&%@! loose*



I  
Believe  
In  
YOU

With that kind of support, you can  
do almost anything!

**Get up and  
be REAL  
everyday!**

**No time for  
ambiguity**

BEST ADVICE I EVER RECEIVED FROM  
MY BUSINESS MENTOR

*In whatever business you participate in, be it as an employee or an entrepreneur, your ability to stand apart, in a good way, could mean the difference between...*

**blending in**

*or*

**STANDING OUT**

*Take inventory of your creativity, the characteristics you have that make you the best at what you do, because...*

**if you blend in you will  
never stand out!**

Success comes from the alignment  
of several factors, one of which is  
learning how to effectively

# RELEASE



**Doing right by  
those that hire  
you for your  
GENIUS, means  
you must care  
about their  
SUCCESS and  
not care about  
their EXCUSES,  
all at the same  
time.**

One of the biggest lessons I have learned  
from being an entrepreneur!

*Entrepreneurs shave  
risk by investing in  
the wisdom of*

# **MENTORS**

*It's automatic.*

*The more advanced the  
entrepreneur, the more  
they seek the advice of  
their mentor(s) ability to  
expose their blind spots  
and evaluate  
opportunity...!*

"Strength of mind is the fuel  
source for strength of

**virtue**

COMPASSION

character

SUCCESS

***gratitude***

*RELEVANCE*

LOVE

Top performers are STRONG!"

I almost lost my marriage before I accepted  
this

PUT YOUR  
LIFE

**FIRST**

Harmonious  
work WILL  
follow...believe



**Do you**

*control*

**your time and the  
activities you  
implement, or do  
they**

*control*

**you?**

# 1

OUR TIME HERE IS **SHORT**,  
DON'T LET YOUR GENIUS,  
YOUR GIFT, YOUR MISSION  
DIE UNREALIZED

# 2

THERE ARE MANY THAT  
CAN HELP YOU **NAVIGATE**  
THE UNCERTAINTY, AND  
BRING NOT ONLY THAT  
VISION TO **FRUITION**, BUT  
BY EXPERIENCE CAN HELP  
SOLIDIFY **ECONOMIC**  
**SOLVENCY** WITH IT.

Sales is always a  
leader for  
M&A.

What's your future hold?

What's your end game?

And are your leaning  
into it NOW?

Christmas through  
the eyes of a  
child is like  
experiencing

# OPPORTUNITY

for the first time...  
smile!

*Do you look  
at YOUR  
opportunities  
with the same  
level of  
unbridled joy?*

*Try it, it's  
amazing!*

Never  
Give Up  
Never  
Quit  
Ever

Will there be heart ache? Maybe.  
Will there be challenge? Yes, probably.  
Will there be success?  
Most definitely!

# STRIVE

TO SPEND YOUR  
ENTIRE DAY DOING  
WHAT YOU

# LOVE

The attainment of this may seem beyond the horizon for you right now; if that's the case, stay true to your love and don't be surprised when you see it arrive!

Feeling stuck? if this is you, you are not alone, many of us have felt this from time to time, especially on days of discord. On those days ask yourself this question, to get unstuck.

# *Entrepreneurs*

## *Moto*

*How do I leverage  
right now my  
specialized knowledge,  
experience, resources  
and connections?*

Take inventory of these often

DON'T  
FALL  
INTO  
SOMEONE  
ELSE'S  
OBJECTIVE



IN DOING SO YOU WILL MISS YOUR OWN



**The  
biggest  
single  
barrier to  
success  
is..**

**Accepting  
the fact  
that you  
deserve  
it.**

**Accept & Thrive!**

The toughest

**CRITIC**

we face in our own  
growth is our own  
internal one. Turn  
down the critic  
within and turn up  
the

**HERO**

that lay within you!

I have had a lifetime of cardiac challenges, congenital-meaning I was born with them and they will never be cured...so this is one way I cope & thrive!

**CHALLENGES COME AND  
GO, SO DO  
OPPORTUNITIES**

**TRY TO CAPITALIZE ON  
BOTH; YOU HAVE THE  
POWER AND THE  
CAPABILITY**



*i love my life and  
the wisdom and  
tools that God gave  
me, but my wife is  
the best part of  
me!*

*who is the better part of you?  
Celebrate them!*

**LIFE MAY KNOCK  
YOU DOWN MORE  
TIMES THAN  
YOU CAN  
POSSIBLY  
IMAGINE**

**DON'T  
KNOCK  
YOURSELF  
DOWN!**

Resilience

Not everyone will  
**FOLLOW..**  
**you'll**  
**attract those**  
**in harmony**

*Your voice, if you will, will attract those in need of the wisdom you embark, if you open yourself up to the possibilities beyond your fingertips!! I hold myself accountable to this on a regular basis.*

When you give your

**ALL**

**YOU  
WILL  
LEARN  
EXACTLY  
WHAT  
YOU  
ARE  
MADE  
OF.**

DO NOT SETTLE

”

Some say the lost  
can never be  
saved, I say Bull.  
It's the lost that are  
most likely to be  
saved.

IF YOU FEEL LOST:  
DON'T POSTURE,  
RELEASE  
THAT  
BURDEN!

MANY ARE WAITING TO  
HELP..



*Build  
yourself the  
life that you  
never have to  
escape from!*

Some great advice from one of my mentors; seems obvious but too often we let our lives insulate us from our dreams.

It was not until I had my cardiac arrest at the age of 51 that I finally decided to follow my heart!

**IT BODES WELL**

**NOW**

**AND**

**THEN**

**TO HAVE A QUIET MIND**

Practicing meditation can release much of the stress we carry, while at the same time providing solutions to our needs and opportunities!

the  
**UNIVERSE**  
is in charge of  
alignment,  
but first you  
must make the  
**commitment**

**Too  
Much  
Revolving** **DEBT**

**is a universal  
killer of many a  
dreams**

Climb from debt to  
be free of that  
bondage, then build  
towards security.

Many say that money isn't  
important; but it ranks right up  
there with oxygen if you don't have  
any!

Growth of our personalities is key as we age, we become more wise of course with experience, but often times we find it easier to stay mired in repetition rather than break loose to expand our horizons.

**What do others  
say is unique  
about you?**

**Explore  
that!**



**Make good choices**

***They follow you!***

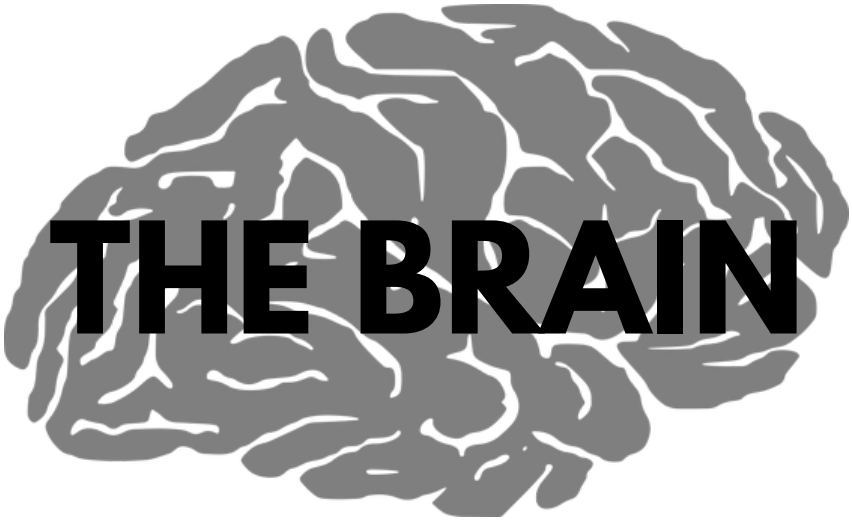
# JUST START

2 of the

*hardest*

and yet the most simplest  
of words...please don't let  
them scare you into  
immobility!!

**WHEN YOU TAKE  
TIME TO EDUCATE;**



**AUTOMATICALLY  
ASSUMES  
AUTHORITY**

*Teach from what you know; personal  
experience (wisdom) carries the most  
influential characteristics during any  
transaction.*



Building a team around you is paramount; no one is ever successful doing it alone, it takes at-least a few; for the real successful - they have a cohesive team.


Everyone of my mentors specifically require a team around them, no exceptions. Members of their team, and mine, have specific talents that they (I) don't have and we don't drive in each others lane, we stay within our own genius. The services you need might just come from someone whose dream you are fulfilling by enlisting their services that you need.

**Surround yourself with people  
that will hold you**

***Accountable***

---

**to the higher standard you set for  
yourself!**



**Only you  
can control  
your  
THOUGHTS**

**Guard them  
against  
NEGATIVITY  
& EROSION**



# CHASE WHAT MAKES YOUR HEART RACE

This is simple, but it's the best advice I could ever give anyone.

Every opportunity  
has a

**SHELF**

**LIFE**

Don't let your ideas reside only in your mind, unless you pair them with diligent energy, they may remain on this shelf unrealized....and what good would that do anyone?

# synthesize

YOUR LIFE,  
YOUR  
HISTORY  
AND PUT IT  
TO WORK  
FRONT  
AND  
CENTER AS  
YOU MOVE  
FORWARD.

Those that work  
alongside you, hire you,  
pay to hear your wisdom,  
deserve the real you;  
give them all of  
you.....period!



*When You  
Are With A  
Client,  
Prospect,  
Friend,  
Spouse,  
Significant  
Other,  
Don't  
BOGART  
the  
Conversation*

*listen*

**A wisdom bite from my mentor; sooo many times he drilled this in to me in my beginning...**

**Don't just be good enough to intrigue**

***BE***

***YOUR***

***BEST***

**Otherwise a competitor may get your client**

**EVERY TIME  
WE CREATE  
SOMETHING**

**N E W**

it changes the  
way we LIVE!

create often!!!!!!!



whatever you  
**STRIVE FOR,  
EVERY DAY,  
PUT IN YOUR  
*shift!***



Please don't cheat yourself!

Your life is up to you, do or don't do, the choice is completely yours, but don't look at your creative genes, your possibilities and fall prey to this:



**Don't  
suffer  
from  
possibility  
blindness**

*Consider this*

**FROM NOW  
ON**

( )

Only you can fill this in

every day that  
you are not  
dead in the  
ground, you  
need to make  
decisions,

**choose  
well!**

# DON'T KEEP TRACK OF YOUR REGRETS.

# RELEASE

*Regrets attach you to the yesterdays in your life, minimize them by acting on the good you see ahead of you, the opportunities that populate your thoughts.*

**COMPLAINING  
IS  
VIRAL**

**MISERY**

**?\$!#@%&**

Don't do it, at all costs. If you want to complain, just look in the mirror for 30 seconds, it will turn your perspective and energy into something productive, because everyone wants to see the best in themselves.

*imagination  
lights the  
wick of  
your  
potential*



Make some quiet time every day  
simply to let your creative self roam

Sometimes  
plans  
get

**H  
I  
G  
H  
J  
A  
C  
K  
E  
D**

Continue your  
resolve



BE CAREFUL OF  
2 FACED  
OPPORTUNITIES  
THEY OFTEN  
PRESENT  
THEMSELVES  
QUICKLY, AND  
APPEAR TO BE  
TOO PERFECT;  
THESE CAN BE  
RED FLAGS

***Many times these opportunities come from others whom you believe have your best interests at heart, when in reality, the greater portion of the opportunity rests on the side of the one presenting...so beware!***

Look behind  
the  
**DARK**  
-  
**NESS**  
FOR THE LIGHT

**EVERY  
DAY  
IS  
A**

**NEW  
BEGINNING**



**P L A Y**

**your best**

# STAND GUARD

## AT THE DOOR OF YOUR MIND

*Be cognizant of what you put in. Make a conscious effort to put in only that which will move you forward, only forward...not back or even steadfast, only forward.*

*Your mind knows no difference between right, wrong, confusion, harmony... it only knows what it's given....so select wisely, and guard yourself against the mundane and irrelevant.*

# Hell Shapes You

Emotional, Physical, Economical, Spiritual... what ever you are experiencing, just stay true to your mission. The wisdom, tools, experiences, relationships, causes and environmental factors you experience first hand, will aid not only you but those who follow you!



# OPPORTUNITIES

*Don't squander your aligned opportunities, they may not come around again.... your actions here risk telling your subconscious that you don't truly believe in yourself.*

*Fear of success is one of the largest procrastinators to launching opportunity. I have had my share of them.*

***Belief in myself helped me overcome those emotions early on; with credit to my mentor. When you find yourself in doubt as to whether or not an opportunity is in harmony with your mission, solicit someone who is your champion and ask.***

# adversity

builds character, but I would not wish it on anyone.

I grew up with copious amounts of adversity, as I was born with congenital heart defects; so a life of challenge was (is) my norm.

**Now, having said that, I would not change my life for anything. My challenges, my adversity, has given me not only tools to rise and thrive but has, believe it or not, insulated me against peer pressures, sense of loss, under-achievement, and regret. I partnered with my challenge and with it I continue to have a thriving life.**

If you want to learn how, reach me here:  
[www.AllanWich.com](http://www.AllanWich.com).

The pursuit  
and desire of  
the

**WHOLE**

is called

**LOVE**

There is no dishonor being in pursuit of  
the whole, it has the highest efficacy  
and carries the richest weight in your  
tool box.....build!



there are

**times**

when I feel a bit defeated,  
happens to the best of us.  
In those times, I have  
found that...extending a



to someone else, just  
because....can be the best  
for my soul!

# coaching

is the single largest contributor to success.

If you want, bigger, better, stronger, faster, and proven frameworks to build from; get a mentor that has what you want and has been where you

# are

**acquiring  
clients is a  
problem  
solving  
process**

**from both  
sides of the  
table**

If you can  
solve your  
clients  
problem,  
then there is  
only one  
side of the  
table

# *procras- tination*


Don't  
procrastinate,  
putting off the  
necessary spawns  
negative feelings  
and moves you in  
reverse, faster,  
than failure with  
indifference.



*keep*  
**YOUR EYES  
OPEN,  
SOMETHING  
RIGHT WILL  
ALWAYS  
HAPPEN**

*It is a mistake to*  
**THINK**  
*the*

**WORST**  
*to quickly*



# Celebrate your wins as they come

*On our quests to scale, succeed, advance, build, acquire, attain, create, and accelerate, we can miss out on the important mile stones we reach. It's the intermediate milestones we often forget; the ones that we should truly memorialize, they often fall to the floor on our quest towards the next.*

***Stop, breathe and appreciate the wins from which you came!***

IF YOU ONLY  
LOOK  
**BACK**

YOU MISS  
OPPORTUNITY  
**AHEAD**

Some of the best examples of growth I've had are when I looked back to track my journey; and applied the success gleaned from it, to my **future!**



**when  
things  
change  
and seem  
uncertain,**

**opportunity  
is upon  
you**

READY

SHOOT

AIM

Only you can judge, but this  
is a great way to begin; just  
begin!

CONTRARY TO  
MANY POPULAR  
OPINIONS, THE  
BEST APPROACH TO  
SUCCESS, IS  
REPETITION,  
FOCUS AND  
CLARITY.

FIND THE ONE  
THING YOU DO  
WELL AND MAKE IT  
YOUR LIFE MISSION  
TO MASTER.

DO  
ONE  
THING  
VERY  
WELL

**MENTAL TOUGHNESS IS PARAMOUNT, BUT OFTEN FALLS  
AS ASSUMED AND NOT PRACTICED...MAKE IT A HABIT TO  
PRACTICE DAILY!**

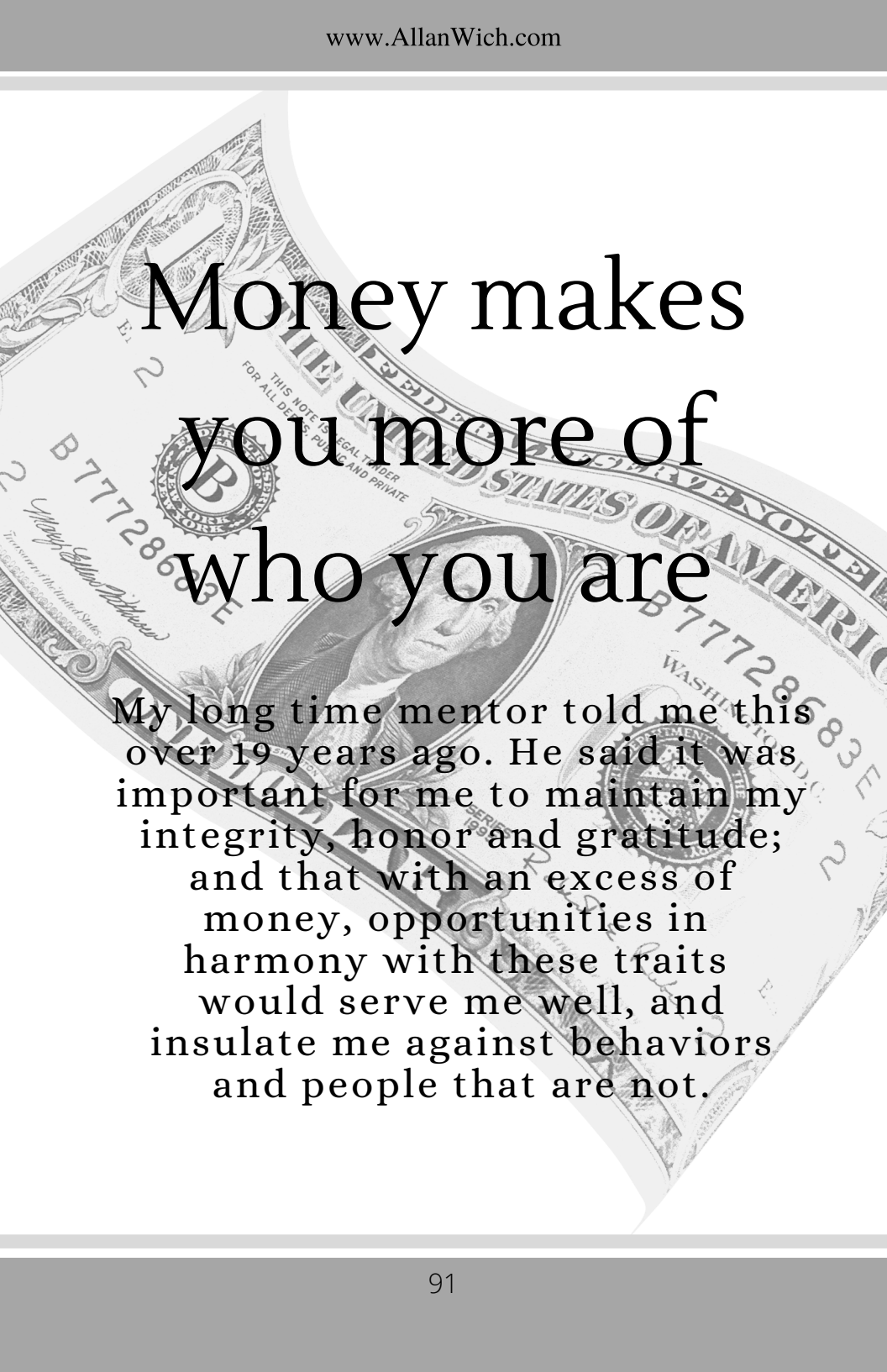
spare no  
expense  
when  
exercising  
your mental  
fortitude

This is a ritual that I practice daily; it's too easy to fall into a less productive rut.

**everybody wants  
to go to heaven but  
no one ever wants  
to die; there is a  
price for  
everything**

Take inventory of where you are at this moment; where you want to go; the best route in getting there is using the information you have at hand right now. Identify the resources, associations and circles of influence you are exposed to and acquire or solicit.

You never know until you ask.



# Money makes you more of who you are

My long time mentor told me this over 19 years ago. He said it was important for me to maintain my integrity, honor and gratitude; and that with an excess of money, opportunities in harmony with these traits would serve me well, and insulate me against behaviors and people that are not.

# ALWAYS

show the real you.  
Some will support  
you, some won't,  
so what....fuel your  
genius!

*Some of the biggest challenges I faced early on was that some people that I was close to decided not to support me....that was painful, but I had to be true to my life, family and mission. Once I made that commitment, similar situations rolled off my back like water off a duck. It took some practice.*

*It's not your job to get everyone to like you; you will attract those in harmony with your mission, and together your genius will shine and serve those who follow you.*

TOOL  
OF  
THE  
DAY

TRUST  
YOUR  
GUT

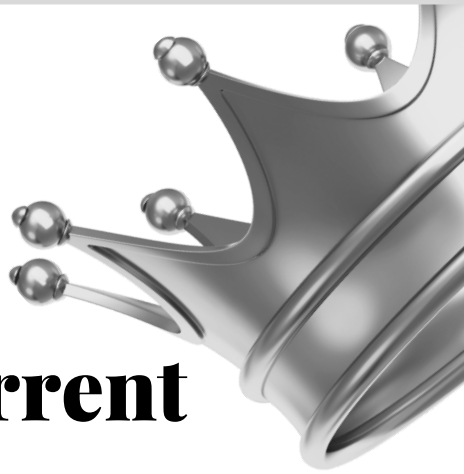




# ENVY

Too often people envy others because of the 'break' they assume they received in life. They see those people in the days of their triumph, without any regards to investigate the cause of their success.

rather...focus only on you  
and your journey



**Your current**

**REALITY**

**may reflect you less  
than prime at the  
moment, but your  
thoughts should be  
those of a king!**

\*PLAN

\*EXECUTE

\*CELEBRATE

\*REPEAT

Whether you win or loose as the outcome of your execution, the biggest lesson is that you executed. Evaluate and retool if needed, add in a pivot if required, but continue on with these 4; they will pay off.

TRAIN YOURSELF TO  
DO LESS NOT MORE...

**Clear you cache of  
UFO's  
(unfinished  
objectives)  
keep only those  
worthy of your  
time, and in  
harmony with  
your mission**

*Sometimes crap happens*

---

**use your  
BROOM  
and move  
forward!**

**I wasted a lot of time trying to figure out how to avoid the crap moving forward; more so than not, you can't, so don't waste precious time trying!**

be **YOU**

**The authentic  
you, not the 'you'  
others might want  
you to be. You are  
only accountable  
to yourself.**

*Make this a habit in everything you do  
and everything you create!*

**THICKNESS  
OF  
RELATION-  
SHIPS  
BUILDS GREATNESS**

Surround yourself with great people  
and you can accomplish just about  
anything!

**LOVE**

those that are close to you

**Never  
forget from  
where you  
came**



# *A lesson I learned the hard way*

Share with people what you have done, not what you are going to do.

**This eliminates ambiguity,  
the inevitable 'I told you so'  
if it fails to come to fruition  
in posted time, and keeps  
your wisdom protected from  
outside influences &  
opportunists!**

Be careful who you listen to

Beware of those  
with THIN  
VENEERS  
of knowledge.

They give weighted  
opinions freely as if  
knowing much

# *OPINIONS*

or (onions as I call them)

**are the cheapest  
commodities on earth.  
Do your own research.**

**Make decisive decisions  
quickly  
and  
change  
them  
slowly**





REPEAT  
AFTER  
ME..

**Money, resources  
and connections are  
coming to me in  
increasing  
quantities, from  
multiple sources on  
a continuous  
basis...it is so  
Amen.**

**HARD WORK**  
**pays off**  
**for your**  
**BOSS;**  
**WORK RIGHT**  
**and have it pay off**  
**for**  
**YOU**

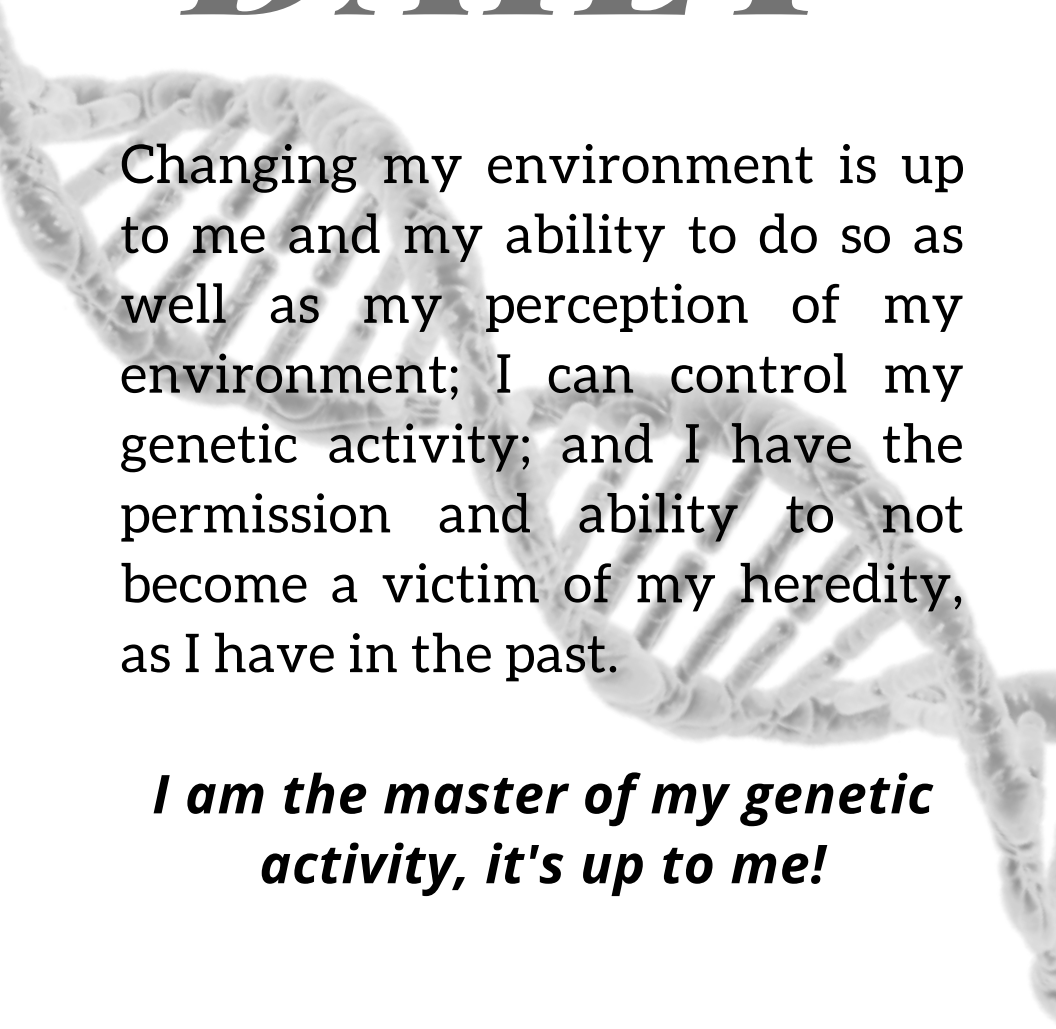
The  
GOLD  
of Great  
Relationships

---

Those closest to  
you don't ask you  
to be perfect; they  
just ask that you  
show up!

Be the GOLD in someone else's day, it  
feels amazing, I promise!

# Read *DAILY*



Changing my environment is up to me and my ability to do so as well as my perception of my environment; I can control my genetic activity; and I have the permission and ability to not become a victim of my heredity, as I have in the past.

***I am the master of my genetic activity, it's up to me!***

ADOPT THIS

---

**I DO NOT HAVE TIME  
TO BE SOMEONE  
ELSE'S**

**POSTER**  
**person**

**I ONLY HAVE TIME TO  
BE ME!**



**Some say that  
money  
is not important;  
well  
it ranks right up  
there  
with oxygen  
if you don't  
have  
any!**

Monetizing your knowledge is a great way to become economically independent!

**A BIT OF LEVITY**

**LIFE**

IS A COMBINATION OF  
A STRATEGIC

**DODGEBALL  
GAME**

AND THE SUBLIME JOY  
OF A

*Hot Fudge Sundae*

*If the principles  
behave the  
proxies will  
follow; choose  
your message  
with YOUR  
mission in  
mind.*



# RELY

**on the best  
decision making  
tool, your mind;  
forget prosthetic  
opinions of others**



# purpose

**I am often asked about my mission, it's pretty simple: many people have worked together to save my life many times; I just get up every day and try to earn it.**

**(my xray)**

# **Risk vs. R**

True

**SACRIFICE**

takes

**COURAGE.**

Don't be

afraid to risk

for what

**MATTERS!**

**R**

**E**

**W**

**A**

**R**

**D**

Stop  
Be Still  
Relax  
Release  
Breath  
Begin



Positive  
Results start  
with

**POSITIVE**

*Vibrations!*

think with  
vision

This is not only a key to inner peace and tranquility  
but to any level of success you desire achieving



A piece of marriage advice given me by one of my mentors; applies to everyone!

Language is the first weapon in a conflict, and in itself can create a conflict..



Listen 2x as much as you speak

Don't over think it

Don't over  
analyze it

Don't over  
contemplate

it just  
simply do it

When used in cooperation with 'just start', just simply do it can not only spawn new ideas but can make stagnation a thing of the past.



*NO ONE*

**can ever steal  
your dream; the  
only way to loose  
it is to  
relinquish  
it...**



**HOLD**

**ON**

**TIGHT**

**In one simple  
moment you  
can change your**

**thoughts**

**in another,  
your**

**results**

We spend a lot of time planning our business approach, identifying our audience(s) our avatars, our team, our priorities, our social media game plans, our products and services so that they provide solutions to challenges and or opportunities that our audiences are experiencing; but to often we **forget** these 2 foundational priorities:

## ***priority #1***

**Getting our house in order!**

## ***priority #2***

**Getting our money right!**

What is it that you truly want?  
What is it exactly that makes your  
soul yurn? Once you have it crystal  
clear in your mind ask yourself this  
question:

## **WHAT IS IT THAT I MUST DO TO BRING THIS INTO REALITY**

When you have a clear idea of what  
must take place, through your  
research, then the only thing that  
follows for this to come to fruition is

## **TAKING ACTION**

and don't quit until it's realized!

***One of the things I am often asked is 'how have I been able to create a thriving life with congenital cardiac disease after 4 open-heart surgeries and having died from it for 26 minutes?'***

At a very young age I stopped listening to what others told me would be my reality. I stopped trying to find my place amongst the invisible. I wanted my voice to be heard, I wanted to participate in life the same way as everyone else, and as I grew I wanted to be calling the shots in my own destiny; so I did. It was not easy, but once I decided to 'partner' (accept and embrace) my congenital heart disease, and make it an integral part of my life opposed to trying to ignore it, LIFE for me began to blossom in ways I had never imagined.

It has led me to help design dozens and dozens of institutional and hospitality facilities, starting and owning 3 companies, creating wonderful teams, authoring numerous books, co-creating a leading international podcast, being an ambassador for the American Heart Association, and helping others with cardiac disease to find their voice and thrive 'out' of an all too populated world of rejection, resistance and conformity 'into' a ***world of vastness and opportunity.***

I encourage everyone to not blindly succumb to what may be typical in your town, your neighborhood, your workplace your environments, your friends, your associations, and even your family; question everything, expect more, hold yourself accountable to a much higher standard, teach with humility and transparency, and never let the objectives of others become your reality. These are some of the characteristics of a great person.

# ONE FINAL THOUGHT



**I just want to say,  
Congratulations!!**

I must say that I am very proud of you for your decision to better your station by reading and digesting the quotes in this book; they have served me well and I trust that they will enable you with matching vigor.

I wrote this book for you. It has been my goal to give you what you need to not only excel in your mission but to live a thriving life; this book is just the beginning.

I trust that you will become more motivated, more inspired, more present with your mission and with yourself, in order to achieve more and reach the pinnacles you seek.

What ever your goals are that you seek, you and only you can conceive, believe and achieve them, it is completely up to you, but in that is the magic.

With that said, if you follow the material, guidance and examples in this book, you surely can achieve just about anything that you set your mind too.

**DON'T WAIT  
YOU CAN DO IT  
.....START NOW!**



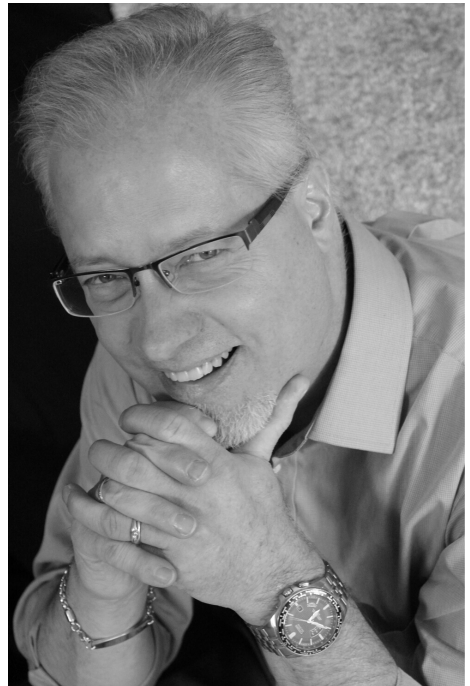


## About Allan

Allan is a sought after speaker on living an abundant life with severe challenges having grown up with several congenital cardiac conditions, and using that to punch through limiting ceilings and environments of invisibility in order to THRIVE by 'Partnering With The Heart God Gave Him.'

Allan is an accomplished speaker, master marketing & recruiting consultant and serial entrepreneur. He spent 25 years in the hospitality and institutional industries, designing for hotels and hospitals. He has written 3 books, 'The Heart God Gave Me', 'Leaving An Impression' and '10 Pillars of Recruiting Mastery', co-authored a fourth, "The Change-6", and a contributing author to 20 of the largest online global hospitality magazines.

A congenital heart patient, he's been shocked with paddles on 14 separate occasions, undergone 4 open-heart surgeries and received an artificial heart valve, died for 26 minutes from a cardiac arrest and is a pacemaker/defibrillator recipient. He is the benefactor of many working together over his lifetime to keep him alive; he simply gets up every day to try and earn it.



[www.AllanWich.com](http://www.AllanWich.com)

# ADDITIONAL RESOURCES

## THE ART OF THE MASTERMIND SYSTEM

A group that supplies the direction and creative intelligence for a project.



### *Some of the expected benefits & deliverables:*

- Acquiring specialized knowledge, training and partnerships for developing ideas or fixing problems
- Mastering the art of developing people
- Evaluating and monitoring stability & growth
- Test objective solutions against a myriad of factors to determine validity
- Opportunity to build influence, credibility, education and even capital of a focused mission and more!

# ADDITIONAL RESOURCES

## GOAL SETTING ACTION PLAN

The 7 step system for achieving anything in life.



*Some of the expected benefits & deliverables:*

- Applying the 2 prerequisites for every goal you set
- Goal structure and development
- Building and operating within a positive field of gravity
- Reversing the decline in genius as we age
- How to create & benefit from psychological distance for all goals
- How and why to become a source of creation in someone else's endeavor  
and more!

www.AllanWich.com



# CHASE

**what  
makes  
your  
heart**

# RACE



