



## ASKING THE QUESTION “HOW DO I GET TO THE FIRST MILLION”?

*Sharon L. Cowan, CBSE*

Companies who achieve a million dollar revenue mark are owned and managed by people who have a mindset that is different from the average business owner. What's so different about it? How do you get that mindset?

### Let's look at how they think!

**Marketing is everything!** That is the basic philosophy of the millionaire mindset. Everywhere you go, every event you attend, every social contact you meet is a networking and marketing opportunity. Millionaire mindsets don't let those opportunities slip away. They maximize contacts to grow their businesses at every turn.

**Anyone can have a million dollar business!** If you can dream it, you can do it. Let nothing stand in your way of your vision. The journey is the road to success. If you believe you can do it and are committed to it, nothing will get in your way. The million dollar business owners believes that “Whether you think you can or you think you can't ~ you are right” – *Henry Ford*

**Profit is king!** If you can't make money at something, it isn't worth doing. The millionaire mindset business owner knows where the numbers are on a daily basis.

They will never take on a job intentionally in which they won't make a profit. Million Dollar cleaning companies are willing to start small and grow gradually, making profit all along the way.

**Expect the unexpected!** The millionaire mindset knows there will be ups and downs during his business career and have a plan to manage them. If you fail to plan, you plan to fail. Having a back plan for every possible situation will make for an easy resolution when trouble strikes.

**Be a student for life!** Learning comes from outside sources everyday and the millionaire mindset seeks all the information available. Whether it is in the form of books, classes, successful mentors, or seminars, take advantage of all there is to sharpen skills and grow your business.