

A misty forest path in autumn. The ground is covered in fallen orange and red leaves. Tall, thin trees line the path, and a bright, glowing light source is visible in the distance, creating a hazy, atmospheric effect. The overall color palette is warm, dominated by oranges, yellows, and browns.

MINDSET SHIFT

by Kudakwashe Sape Tshuma

Introduction

Do you want to be successful? Have you ever wondered why some people are successful and most are not?

These are some of the most thought provoking questions you can ever ask yourself. They drive deep down to the core of our existence and our innate need to better our circumstances.

A lot of people work hard in their lives but they never get to be really successful i.e they do not get the results they want and they keep struggling financially. Many feel they are stuck in jobs they hate and they feel they will never get ahead in life so they end up just going through the motions.

It is a sad fact that a lot of people in this situation never get to educate themselves on how they can improve their circumstances.

I used to be in that situation where I felt trapped in a job that I did not like but was just doing it to pay the bills. I was hardworking and thought that should be enough to improve my circumstances. Unfortunately, things seemed to get worse for me and I had to borrow time and again to stay afloat.

Needless to say, I felt really lost and confused with no solution in sight.

Then I had a very fortunate break that changed my life forever. I met a man who was to turn out to be my mentor. He showed me that the key to being successful and getting what I want in life was having **the right mindset** above everything else.

He explained to me that nomatter how hard I worked, I would never get the success I wanted as long as I had the wrong mindset and philosophy.

My mentor is a successful man in his own right with a number of successful international business and because of that I really had to listen to what he said.

He taught me the books to read, the people to follow, the best use of my time, the importance of having positive people in my life and the best way to use money. I was so inspired by his life that I followed everything he taught me religiously.

Fast forward a couple of years and my circumstances have changed drastically. I managed to quit my day job and I now run a number of online businesses that I love. I have a number of passive income streams and I have taught a number of students from all over the world about online entrepreneurship.

When I look back I realise my mentor was right, **the main difference has been the shift in my mindset more than anything else.**

This realisation has motivated me to write this book because I feel that I could help a lot of people who may be in the situation that I once was. Through this book, I will share with you some of the things my mentor taught me and my aim is to share the knowledge that has changed my life.

What does being successful mean to you?

Being successful means a lot of things to different people. For some, it may mean having enough money to travel the world and settle where they want. For others, it may mean being able to spend time with their families, providing all that they want and having wholesome relationships with them.

Whatever your definition of being successful is, I believe being financially independent is somewhere included. For example, if you believe being a successful person includes being healthy then I am sure you can agree that you will need money to buy good food and afford quality healthcare.

In the same vein, for you to provide the best material things for your family you will need money. No matter how well meaning you may be, you can't help a starving relative if you do not have the money to buy food for them.

Don't get me wrong, having a lot of money does not equate to having a rich life. If that was true then we would not have many rich people who lead miserable lives. However, financial lack is a major worry for a lot of people in the world and it leads to a low standard of living.

In this book being rich will refer to financial independence. We will look at the differences between rich people and poor people so that you can get to copy what the rich do and avoid the mistakes of the poor.

Before we get in, let's take a minute to explore what it would mean to you if you were financially independent.

- Where would you live if money was no longer an issue?
- Where would you go on holiday?
- How would you help the unfortunate members of your family/community/church?
- What would you do for your kids? Which schools would you send them to?
- What food would you eat that you can't afford now?
- What car would you drive?

I hope answering those questions made you smile as you explored the possibilities in your life.

The good news is that you can get start getting successful despite your current results. It's not easy, but it is very possible. All you need to do, like I did, is to change the way you think!

For example, being rich is not about how much you make, but its about what you do with what you make. If two people are given \$1000/month for 20 years and one has a rich mindset and another one has a poor mindset, one will be poor and the other will be reach after those 20 years.

I hope that got you interested in reading the rest of this book where I will discuss in-depth some of the critical differences between the rich mindset and the poor mindset.

In the pages that follow you will discover what is REALLY holding you back from success.

Let's get into it right away!

Differences between the rich mindset and the Poor mindset.

1. Rich mindset: 'If I have to be successful I have to put in extraordinary effort'

Poor mindset: 'Being successful is a matter of chance'

Being successful is not 'usual' or 'ordinary'. Just look around, between the successful and unsuccessful, who constitutes the majority of people?

No doubt the bulk of people you see are leading unsuccessful, mediocre lives. They are just getting by without achieving anything worthwhile or remarkable.

This is because they are putting in average effort and believe that success is a result of chance.

If you want to be successful you have to begin to see things differently. You need to realise that in order to be successful you have to put in extraordinary effort. You have to fully understand that if you do what everyone else is doing then you will get the results that everyone else is getting.

Such extraordinary effort includes going the extra mile in whatever you do & choosing to do the hard but necessary things instead of choosing the simple stuff that produces mediocre results.

So if you want to be successful you have to put in extra work and go beyond what everyone else is doing. By extension, if you do what everyone else is doing then you will continue getting mediocre results that will lead to a mediocre life.

2. Rich mindset: 'Goal-setting is a critical to success.' Poor mindset: 'Goal-setting is time consuming and boring.'

What are your goals for today, for this week and for this year? Do you take the time to write down exactly what you want to achieve?

If you are not setting goals then it is highly unlikely that you will achieve anything worthwhile. Goals are like signposts that give you the direction to follow. If you have a general, vague goal of 'wanting to become rich' then you will probably never be successful in that regard.

Goals will help you allocate your time. Without clear goals it is easy to spend the bulk of your time focus on minor things that are not critical to your success. If you are to be successful you will need to realise that **clarity is power!**

If you have your goals written down, you will continually check to see if you are using your time effectively by focusing on the critical activities that lead towards the attainment of those important goals.

In some way goal setting is linked to doing the 'extraordinary' stuff related above. Setting goals is not usual and it is tedious and time-consuming. Not many people will be motivated to set goals and this is one of the reasons why most people do not become successful.

Why not check this for yourself? You can begin by setting daily goals. These goals will lead you to more effective time management and in the end you will see that you will achieve more. Imagine how it will be like when you then get to set weekly, monthly and yearly goals?

Before I met my mentor I never bothered myself with goal-setting. I just breezed through the days and hoped for the best. However, once my mentor stressed the importance of goal setting in achieving success I never looked back.

Goal-setting has served me well since then. You won't believe the joy and self-confidence boost you get from ticking things off your list. It gives you the courage to go after your big goals and ultimately sets you on the path to success.

In short, if you want to be successful then one of the habits you will have to develop is setting goals. If you do not set goals then you will not be successful.

The choice is yours!

3. Rich mindset: 'I have to invest in self-development so that I can learn all I need to know to be successful.'

Poor mindset: 'Investing in self-development is boring and expensive. I would rather be entertained than invest in self-development'

Do you take the time to invest in your self development? Do you actively seek to know what separates successful people from unsuccessful ones?

Successful people realise that they have to continually develop themselves. They do this by continually learning from other successful people through buying and reading books & attending seminars among other things.

Poor in mind are the exact opposite. They would rather be entertained than educate themselves.

Do you find it easy to watch movies all weekend but consider it boring to read self-development books? If you are like that then it is highly unlikely that you will be successful.

Getting entertained will not enrich your life in anyway, in fact, it is mostly just a waste of your time. On the other hand, investing time and money into self-development will give you the knowledge you need to get on the path to success.

I have personally learnt a lot from investing in self-development. Reading about the lives and philosophies of some outstanding people who achieved massive success has dramatically changed my life for the better. This is one of the habits that have served me extremely well.

I have no doubt that if you commit sometime into studying the lives of the wealthy and successful you will benefit immensely as well.

If you want to be successful you should take self-development seriously. I will provide a list of some of the books and resources that I found to be life-changing at the end of this book. I sincerely hope you will take the time out to learn from them.

The following questions can help you analyse and see if you take self-development seriously.

1. How much time do you spend working on you?
2. How much time do you spend **EVERYDAY** working on your dream?
3. In the last 90 days, how many books have you read? What kind of books, if any, are they?
4. In the last year, what new skill or knowledge have you acquired? What kind of investment have you made in you?
5. In a month, how much time, on average, do you spend being entertained? (watching tv, going out etc)
6. Would you say you use your time effectively?

4. Rich mindset: 'I take full responsibility for the results I get in my life.'

Poor mindset: 'I have a lot to blame for not being successful including the economy, the government, my parents etc'

Are you getting the results that you want in your life right now?
If not, why are you not getting those results?

Your answers to those questions will determine whether you are currently on the path to success or not.

You see, if you blame the government, the economy, your spouse, your parents or anyone else for your present circumstances then you are on the wrong path. Having the victim mentality is a sure way to be unsuccessful.

If you want to be successful then you have to take full responsibility of your life. **Taking full responsibility puts you in charge of your results. Blaming others 'weakens' you.**

Taking full responsibility means that you will actively perform the actions that lead you towards the success of whatever it is you will be pursuing.

The next time you want to complain about something remember that you are choosing to pass the control of your life to whatever it is you will be complaining about.

5. Rich mindset: ' I invest before I spend my money so that my money can work for me.'

Poor mindset: 'I spend first and invest what is left. I cannot delay gratification. I would rather have what I want now than sacrifice it and invest that money.'

These two philosophies lead to starkly different results. Investing before spending means that successful people want to make their money work for them rather than working for money.

Poor in mind do not have the discipline to delay their gratification by choosing to invest rather than choosing to spend their money.

How do you handle your money? Do you intentionally put your money to work for you or you quickly spend all you make as most people do?

One book that changed how I looked at money is called 'The Richest Man In Babylon' by **George Samuel Clason**. I highly recommend it and I am sure you will learn a lot from it.

Money is a critical part of success and learning how to use it wisely is a key difference between successful and unsuccessful people.

6. Rich mindset: 'I have to take calculated risks If I want to be successful.'

Poor mindset: 'I am afraid to take risks, everything I try is bound to fail'

If you are to be successful you have to realise that you will not be able to grow if you do not take calculated risks. You have to appreciate the fact that taking risks is a recipe for growth.

Poor in mind are content in staying in their 'comfort zones' and do not consider themselves as risk takers. They choose to complain about their circumstances instead of taking any concrete action to change those circumstances.

If you want to be successful you must be willing to go against the crowd and to face your fears. Until you can do that you will only have an average life that is full of frustration.

Reading about how some average people faced their fears and attained great success despite being afraid can inspire you.

My mentor shared with me this powerful truth. He said;

'Complaining about your circumstances without taking action to change those circumstances is choosing to remain in those circumstances.'

So if you do not like your circumstances you have to have the courage to take the necessary risks involved in changing the circumstances. If you are afraid of taking risks then you might as well stop complaining about your circumstances.

7. Rich Mindset: 'Failure is a necessary part of success. I choose to learn from it rather than let it discourage me.'

Poor Mindset: 'I am afraid of failure and I find it to be very discouraging.'

Tied to the point above on risk-taking, successful people realise that **failure is a part of success!**

John C Maxwell, a very well respected author, calls it failing forward.

Successful people realise that they are likely to perform poorly when they first try something new. Instead of letting this discourage them, they let it motivate them. They see the failure as a sign that something needs to be corrected before they try again.

Successful people are inspired by people like the great inventor Thomas A Edison. Do you know that he tried and failed over ten thousand times before finally getting it right when he was inventing the incandescent light bulb? When he was asked why he was not discouraged after failing ten thousand times he replied:

'I have not failed. I've just found 10,000 ways that won't work.'

He kept going and when he finally become successful his invention was used all over the world.

Imagine what would have happened if got discouraged and quit.

Poor in mind see failure as final and fatal and thus are paralysed by it. They tend to give up too early. They do not have an unshakable resolve and as such they may give up when they are 'three feet away from the gold'.

If you want to be successful then you will have to have a healthy view of failure and use it as a setting stone to success.

8. Rich Mindset: 'The company I choose to keep has a massive impact on me so I have to watch it closely. Where necessary, I have to cut off negative people in my life'

Poor mindset: 'It does not matter who I spend a lot of time with. Cutting off negative friends is rude.'

Those with a rich mindset realise that the people they spend their time around can either propel them to success or drag them to failure. They know that they should spend most of their time with positive, upbuilding people who have high goals of their own.

They know that negative people can drain their energy and lead them astray. They know that their income is usually an average of the income of the five people they hang around the most. This motivates them to seek out and spend time with other successful people.

Successful people seek to be with people who push them to continually aim high instead of accepting mediocrity. They prefer to be where the stakes are high and where they continually discuss ways of improving themselves.

Poor in mind on the other hand, like to spend time with other unsuccessful people. They seek comfort in numbers by being around others like them.

Their conversations are filled with complaints, gossip and entertainment instead of discussing upbuilding ideas.

So if you want to be successful you should watch the company you keep. You should ask yourself these four questions:

- Who am I around most of the time
- What do they have me reading and listening to?
- What do they have me becoming?
- What do we talk about most the time?

Your answers to these questions will determine whether you need to keep your current friends or you may need to seek out new ones. You may not necessarily

need to cut them off completely, you may just need to reduce the time you spend with them.

What ever you decide to do you must be aware of the fact that the company you keep will either push you to success or will lead you away from it. There are no two ways about it.

Again, it's your choice.

Conclusion

So there you have it! Those are the differences in mindset that lead to different outcomes. I hope what I have presented here has led you to some introspection as you sought to see which kind of mindset are you currently aligned with between the two.

Do not delay in taking action to start using the rich mindset. The sooner you change your mindset, the sooner you will be on your way to success and having what you want.

Your current situation does not need to be a determinant of your future. You can begin changing your future **TODAY** by adopting the rich mindset type of thinking presented above.

I cant believe how my life has changed as a result of changing my thinking and I have no doubt that you will get awesome results as well if you follow the rich mindset.

To your success



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Below is a list of books that have had the greatest impact on me. I hope you will take the time out to read at least three of them.

Recommended books:

Rich Dad, Poor Dad by Robert Kiyosaki

Mind Power by John Kehoe

Psycho Cybernetics by Maxwell Maltz

7 Strategies for Wealth & Happiness by Jim Rohn

The Richest Man in Babylon

Think and Grow Rich By Napoleon Hill

The Richest Man in Babylon by George Samuel Clason

How Successful People Think by John C. Maxwell

Maximum Achievement by Brian Tracy

Awaken the Giant Within by Tony Robbins

Live Your Dreams by Les Brown

You Were Born Rich Book - Proctor

The Laptop Millionaire - Mark Anastasi