

# Mindset Shift!

10 Mindset Hacks  
to **Breakthrough**  
Your Income  
Plateau!

"I don't understand why I'm struggling. I do everything right!"

"What's wrong with me?"

"I had no idea that I was letting my mindset and my beliefs hold me back!"

- Ann

### *Liam's Story:*

*Liam's business had always been good, but he felt like it should be much bigger by now. He'd been doing it for 20 years, and could not seem to push through to higher levels. He also wasn't getting paid what he's worth.*

*I helped him to uncover limiting/blocking beliefs that he was holding onto. Liam was badly bullied from grade school all the way through high school. In fact the only time he felt good was in college.*

*He was very surprised when we uncovered the connection to his business and being bullied. He was unconsciously holding himself back because he was afraid of putting himself out there.*

*Once we uncovered that and I taught him how to shift and release those beliefs, his business immediately improved. More clients, more revenue and more growth.*

**If you feel like you are in your own way, stuck or blocked, and can't breakthrough and get past where you are, then what you are about to read will be of the utmost importance.**

Shifting your mindset has a ripple effect on every area of your business and your life. When your mindset shifts, so does your energy. Your energy is the vibration that you're sending out. When you're stuck, your energy isn't flowing and your vibration is weak. When you shift your mindset, your energy flows fully and your vibration is strong.

A whole new set of circumstances and experiences are open to you now that you are a match to your vibration. You experience new connections, new people come into your experience and things start moving again. That's why shifting your mindset is the beginning point of real change.

Just imagine how good you'll feel when everything is flowing again. When your business is on track, you'll feel eager and excited about what you're doing and all the people you're helping. Your life will be fun and the abundance will be flowing. You will be making a difference in your life and the lives of so many others.

How great will that feel?

**Thank you for downloading this PDF, [Mindset Shift! 10 Hacks to Breakthrough Your Income Plateau!](#)** I have created this to help you make a powerful shift in your mindset, which will help you get more clients, more revenue and more success, **to breakthrough your income plateau.**

- Mindset is based on your beliefs
- Changing your mindset has a ripple effect in every area of your life
- Change starts with what you think

# 1. You Live What You Believe About Everything

You live what you believe about everything period! Every single person lives within their comfort zone. Your comfort zone is built on what you believe. Your comfort zone becomes your identity, or your self image. It's the story you tell yourself about yourself and it's based on your beliefs. Your beliefs are your mindset, and the story you tell is how you frame your mindset. The interesting thing about beliefs is, beliefs are always in the past. We create beliefs based on our experiences or by things that we are told by other people that we agree with and accept as ours.

Your beliefs are simply this, thoughts that you agree with that you keep thinking over and over. A belief is nothing more than a habit of thought. Beliefs are not hard to change unless you believe that they are, then for you, your beliefs will be hard to change because ***you live what you believe about everything.***

To change what you believe and therefore are living you can start doing a couple of things. First begin to tell a new story about your life experience. You can start with things like: Wouldn't it be nice if...? I wonder what it would be like to....? These questions get around your ego, which when given the chance, may try to talk you out of your new story.

Second, as you move through your day pay attention to the repetitive thoughts that come up and write them down. Are you repeatedly saying things like, "I can't do that", or "This always happens to me", or "I'm not good at doing \_\_\_\_\_" etc. The thoughts that you keep repeating to yourself over and over are the edges of your comfort zone. To move past your comfort zone you have to change your beliefs.



## **2. You Have to Change Who You Are to Become Who You Want To Be**

All of your beliefs are in the past. You have already either created them or accepted them and are now living your experience based on them. You can't stay who you are and become who you want to be. You have to let go of your beliefs and replace them with new beliefs.

I have made videos where I take a clear glass and fill it with a colored drink. Then I take water and I pour the water into the glass with the drink. You can easily see what's going to happen here. The glass is going to overflow. The colored drink is going to become diluted. As long as I keep pouring it's going to continue to get lighter and lighter in color. Until it eventually becomes clear.

The same is true for you. You don't have to go back and root out all of your old beliefs to begin to shift and change your energy. You can start putting in new beliefs. With some focus and repetition you will create new neural pathways in your brain, and eventually they will become your dominant beliefs about yourself. Then what you're living will be based on those new beliefs and your life will shift and change.

One of the cool things about changing beliefs is, they have a ripple effect on every aspect of your life. Because your beliefs touch every aspect of your life. When you change a belief about your business, or money, or your relationship, that has a ripple effect on every part of your life.

A couple of things you can do to help you start shifting your beliefs and installing new ones into your psyche is using affirmations, and doing EFT Emotional Freedom Technique Tapping.

Here are a few affirmations to start with:

- I am enough right now exactly as I am.
- I am worthy of everything I desire.
- I am valuable because of who I am not because of what I do.
- I love myself enough to put me first.
- I matter, what I think and do matters.
- I am an important part of all that is.
- I love me.
- I choose to be kind to myself.

### **3. Do Not Attach Your Identity to Your Results**

Are you a human being or a human doing? Is your worth based on who you are? Or what you do? We have been programmed to believe that what we do defines who we are. Things like, did you get good grades? Did you win this event? Where did you go to school? What do you do? How successful are you? How many likes and followers do you have? Where do you live? What kind of car do you drive? etc....

There is a problem with that. If you let your worth be based on what you do, if you lose your job, you lose your identity. A sad fact is a lot of men (and some women) die within a year or two of retirement, because they

have lost their identity. They have been taught and believe that they are what they do. If who you are is based on something that can be taken away, that's a recipe for disaster. This can also affect younger people too. If you expect to be \_\_\_\_\_ by the time you're



30..... and you get to that birthday and you're not there, you can feel a deep sense of disappointment and lose your identity. I don't know who I am anymore.

You worth has nothing to do with what you do. There are always going to be people who are smarter, faster, stronger, younger, older, quicker, etc... than you. That does not make them better than you, unless you attach your identity to what you do, instead of who you are.

Is your identity tied to your results? One way to tell is how do you take failure?

## **4. Embrace Failure**

A college football coach was giving a press conference after his team just lost a big game. "I have never lost a football game!" he said. The reporters went wild yelling out questions and comments. "Are you kidding?" "Are you not seeing reality?" and so on..... The coach held up his hands and said, "I have never lost a football game...a few times we have run out of time!"

Failure is about time and giving up. Given enough time anyone can do just about anything, as long as they don't quit. Thomas Edison had 1000 failed attempts to make the light bulb. When asked about it he said "I am 1000 times closer to successfully making a working light bulb."

Embrace failure, because from it there is so much learning, growth and wisdom if you look for it. Or you can just beat yourself up, call yourself names, and feel bad. When I was learning to be a photographer, I would get very upset when I made a bad photo. My teacher came over and said to me, "Ed you learn so much more from making bad photos than you would if you made all okay or decent photos. Look at the desire that is

coming up in you from this. Look at all of the questions you are asking. Bad photos are really the best way to learn fast!"



There is really no such thing as failure. There are ways that things don't work, and if you give up that could be called failure. But that's really deciding when you've had enough and giving up or stopping, not failure. There is a difference between failing and failing productively. On the one hand you can pout that it didn't work out, on the other, you get back up, dust yourself off, and learn from your mistakes. Mistakes, failures lead to success depending on your mindset!

How are you reacting to failure? Are you embracing it, and learning from it? Or are you giving up? Are you framing it as good or bad? It's up to you. Are you Edison? Or are you letting "failure" get the better of you? When you "fail" ask yourself "What went wrong and how can I do it better?"

## **5. The Tide Always Comes Back**

Nature is a great teacher, and it shows us rhythm which is one of the seven hermetic principles. Rhythm; day and night, the tide goes out and comes back, winter and summer, spring and fall, all in balance. Do you only exhale, or only inhale? Even the stock market has bull days and bear days.

When you adapt this mindset, you understand that there will be good days and days that are not so good. Use this mindset to make peace with this. The tide always comes back. Find the optimistic part of yourself and hold that feeling. It will save you from a lot of anguish.



Here is the law of attraction part of this: On the good days you're allowing. And on the not so good days, you're asking. Both are part of creating the life you want. It's about rhythm and balance. Try not to let the not so good days throw you way out of your natural balance, but if it does remember, the tide always comes back!

## **6. Be Your Own Best Friend**

This may seem obvious to you, but are you your own best friend? Most people are not! If you are not your own best friend, who is supposed to be, your goldfish? When I talk about this in my workshops, most people confide that they're not their own best friends. They are hard on themselves and beat themselves up mentally and emotionally. I ask them this question, "If you said what you say to yourself in your head to your friend, would they still be your friend?" And most people reply "No they wouldn't be." So why are you saying that to yourself?

Now before you get too hard on yourself and start beating yourself up, the answer to that question is that you have been programmed to do that. When you were little, you didn't have an adult brain capable of



understanding all of the nuances, situations and emotions that were communicated when someone said something to you or about you. Most of you just took it to heart as fact and started repeating it to yourself. That's how the programming starts.



You are admonished, shamed, or flat out told you are bad, wrong or inappropriate. Depending on how often you repeat that to yourself, that becomes our self talk, which affects every single aspect of our life.

Here is a way to start taking the energy out of that and empowering yourself. When that inner dialogue starts, notice it, and ask yourself whose voice is that? You may be surprised by who it is. It may be a parent or grandparent, a teacher, a sibling, but whoever it is, it's not you. When you realize who it is, you can talk back to them and tell them to be quiet, what they're saying is not true. In time that self talk will begin to shift and lessen.

## **7. Focus On What is Working**

You cannot complain your way to anything good. Abraham-Hicks says "You cannot have a happy outcome to an unhappy journey." This mindset should seem obvious, but how many of us only notice the things that aren't working. We get out on our social media and rant about things going wrong. We tell our friends and our family about it. Sometimes we do

it under the guise of venting. However it may be done it's still attracting more of what you don't want.

The very essence of the law of attraction is this, you get more of what you focus on. Instead of focusing on what's not working focus on what is working. There are good things happening all throughout your day. Focus on those. What parts of your business are working, focus on those. What parts of your life are working, focus on those.

The more you focus on what's working the more law of attraction brings you more things that are working. It has a ripple effect in every area of your life. You get and live what you think about. What are you thinking about? **This will help you breakthrough your income plateau.**

## **8. There is No Such Thing as Perfection**

Do you have a perfectionism mindset? That mindset is a great way for you to beat yourself up because there is no such thing as perfection. Most people who are perfectionists use this in one of two ways, either as an excuse to beat themselves up when they do not reach perfection, or as a reason to give up because perfectionism is an impossible goal.

The mindset shift in this is: everything is perfect right now exactly as it is. Have you had any experience with babies? They are these tiny little creatures that eat, sleep, and poop, and they are joyful and happy. They are un-programmed, wide open spiritual beings. They know that they are perfect and that everything is perfect exactly as it is.

It's the adult that comes in and starts to reprogram this. No one is born thinking, "I have to be perfect." No one is born saying, "I'm going to grow up and be perfect." Logically we all know that you learn from your

mistakes. If you need to be perfect you're not allowing yourself to make mistakes. You're not allowing yourself to grow and learn. How many times does it take a child to learn how to walk? 50 tries. 100 tries. Do they ever say, "I'm not perfect so I give up." If you have a perfectionism mindset, it's time to let that go. Everything is perfect right now exactly as it is.

## **9. Don't Take it Personally**

When I was in art class years ago one of my teachers said "Whatever it is that you're drawing, you're actually drawing yourself." I never forgot that and always found that to be very profound. We don't see things as they are, we see them as we are. At times we are projecting our perceptions onto situations and other people, which is still about us. I have learned that 99.9% of what people think is about themselves and has absolutely nothing to do with you. It's not really about what they think about you, it's what you think they think about you that bothers you. That is still you thinking about you!

When someone is angry or upset, the fight that they are feeling is inside of them. I can tell how people are flowing their energy by what they say. Being an empath I can also feel their energy. When someone says something, it's based on their thoughts and experiences. Even if they're talking about you, it's still based on their thoughts and their experiences because that is the only point of reference they have.

The question is are you going to give your power away by joining whatever it is they are fighting about. In other words, are you taking what they say personally? When I talk about this, people say to me, "But Ed that's hard." Yes it is hard because we have been taught to take things personally. And when you're taking things personally you are giving your power away to the other person.



What people say is about themselves. And in every moment you have a choice, to join their energy or not. It doesn't matter what other people think. It's really not any of your business. I believe that everybody should have to work a retail job for one year. And when the person comes into the store out of their minds with anger, because their blender doesn't work, you will quickly realize that that has nothing to do with you. So don't take it personally! **This is a very important mindset that when you adopt will help you breakthrough the plateau you're on.**

## 10. The Beginner's Mind

Have you heard the expression "Your mind is like a parachute, it only works when it's open?" In martial arts when you start they give you a white belt. The white belt signifies that you are a beginner. As you learn more of the martial art and you progress your belt color changes. I have the mindset of always having a white belt, of having a beginner's mind. When you start with the beginner's mind, you drop all of your assumptions. It's the mindset of looking at things with childlike eyes.



Try to look at it like you're seeing something for the first time, even if you have seen it a hundred or more times. A beginner's mindset could be the difference between a huge breakthrough or not seeing a solution at all. Don't let your age or your experiences talk you out of this mindset. The older I get the more I realize there's always more to learn. Science has proven that your brain is always open to learning new things. In the past

we were taught that when your brain reaches a certain age it's "full grown" and we spend the rest of our lives killing brain cells. Fortunately that's not true! The cells of your brain do regenerate and grow new ones. Even a person who is 99 years old can learn something new.

When you stop learning you stop growing. We know from nature what happens when you stop growing. Our universe is always expanding. There is always more to learn. Adopt the mindset of the beginner's mind, keeping an open mind and wearing a white belt. You can learn something from everyone, if you're willing to learn, and you have your white belt on.

### **Sue's Story:**

*When I was about 7 or 8 years old I had a group of girlfriends that I played with. One day they decided that they didn't want to play with me anymore. I took it personally and felt hurt by them. I had no idea that events like that could affect my mindset, and be hurting my business all these years later! I was unconsciously holding myself back because I was afraid of rejection.*

**Do you want to find out what's limiting your business?**

## Your next steps.....

**What will you do today to shore up your mindset?**

There is power and energy in action!

**Want to get clarity on your best path to shift your mindset and Breakthrough?**

**Are you...**

**Stuck and can't seem to breakthrough an income plateau?**

**Working way too hard for little results?**

**Not getting paid what you're worth?**

**If you want to figure out exactly what you need to do to supercharge your business, then I invite you to apply for a call with me.**

Whether we end up working together or not, you'll get great value out of our conversation. That's my number one goal!

I will also email you much more valuable information about mindset, vision, universal laws and how to use them to manifest your goals and dreams.

**Watch your inbox!**

Light & Love,  
Ed

**Chat with Ed**

## About Ed...

Ed Langan, Master Mindset Coach, Law of Attraction Expert, and Psychic helps Heart centered/spiritual entrepreneurs shift their mindset, create their vision, and manifest more clients, more revenue and more success using universal laws!

He has helped thousands of clients with tools, techniques, and programs to help them transform their lives.

Ed has been coaching and teaching workshops for over 20 years. The combination of his gift and his coaching skills makes working with him unique and powerful.

Using techniques and tools like...

- How to uncover blocking/limiting beliefs
  - How to release blocking/limiting beliefs
  - The 6 Steps to Manifesting
  - 5 Things You Control That Change Your Life
  - Vibrational Vision
  - Vibrational Boosters
  - TCM Transformational Coaching Method
  - EFT Emotional Freedom Technique Tapping
- ...and more.



...he can help you transform your business, and your life.

Ed's journey began when he started asking himself questions about his life and the way he was living it. This has led him to share with others what he has learned, and what has helped and worked for him.

He is the author of *Creating With The Law of Attraction: 10 Principles That Will Change Your Life*.

Ed, was a featured writer for Star Nations Magazine, and the host of LIFE Wisdom With Ed Langan, a spiritual talk show on Star Nations Live Stream Shows.

**Ed can help you transform your business, and your life. Are you ready?**

**Chat with Ed**

## What people are saying:

*I took Ed's Mindset Breakthrough Method workshop and it was absolutely transformational! I loved working with him. He was knowledgeable, enthusiastic and caring. His experience with the Law of Attraction and limiting beliefs helped me to realize how I was holding myself back from achieving goals both personally and professionally. This program was presented to me at just the right time in my life too. Because of this program, I was able to confidently shift the focus of the mission of my business and truly become more clear as to what I want to achieve. Ed is absolutely amazing and I look forward to continuing my growth by extending my sessions with him. In these short eight weeks, I was able to uncover limiting beliefs I didn't know I had, I was able to shift these beliefs as well as create a unique and individual "Vibrational Vision" for my business, my success, my family, my gratitude...and so much more. I feel lighter, I feel motivated, I feel ready and confident to move forward, all thanks to Ed and the Mindset Breakthrough Method.*

Elizabeth Phillips, M.Ed

Owner of Mainstream Coaching and Wellness, Host of HEAL Podcast, Reiki Master Teacher



# Ed Langan