

Mindset Shift!

**10 Mindset Tweaks
for More Clients,
More Revenue and
More Success!**

Edward J. Langan©

Want to get clarity on your best path to shift your mindset, create your vision, and manifest it with universal laws?

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.

Let's Chat!

[I Want to Chat With Ed](#)



About Ed...

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

About Ed:

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

Ed has been teaching workshops for over 19 years. The combination of his gift and his coaching skills makes working with him unique and powerful.

Using techniques and tools like...

- The 6 Steps to Manifesting
- 5 Things You Control That Change Your Life
- Vibrational Boosters
- TCM Transformational Coaching Method
- NLP Neuro Linguistic Programming
- 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.

Ed has been called a 'lightning rod' for his energetic being, a 'Contemporary Mystic,' a 'Master Teacher,' and a 'Spiritual Master.'

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

Ed, The LIFE Wisdom Psychic, is 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.



Contents

What people are saying.....	5
Introduction.....	6
My Story.....	7
Mindset Shift! 10 Mindset Tweaks for More Clients, More Revenue, and More Success.....	11
1.You Live What You Believe about Everything.....	11
2.You Have to Change Who You Are to Become Who You Want to be....	12
3.Do Not Attach Your Identity to Your Results.....	13
4. Embrace Failure.....	14
5. The Tide Always Comes Back.....	15
6. Be Your Own Best Friend.....	16
7. Focus on What is Working.....	17
8. There is No Such Thing as Perfection.....	18
9. Don't Take it Personally.....	19
10. The Beginners Mind.....	20
Changing your mindset takes more.....	21
Your Next Steps.....	22

EdwardLangan.com

info@EdwardLangan.com

facebook.com/EdLangan.byb

What people are saying:

When I first opened the doors to Dragonflies and Amber in April 2019 I thought this would be a place where I could do a group reading or two a month as well as practice Reiki to help people. But all that is had a different idea! Today amazing clients, magical and talented practitioners/teachers present themselves including Ed Langan, and Dragonflies has the ability to change lives and help many people in so many ways!

Ed aided me in being in a constant vibration of growth and abundance in all areas of my life including a successful business. I highly recommend adding Ed to your plans to grow yourself and your business, you will be glad you did!!

– Julie Vinson, owner Dragonflies and Amber

I think I've always thought "Hmm... I was just thinking about that and it happened", but since I first took your workshop, I have manifested so much more that I am aware of. It's truly an amazing journey! I always feel so loved and supported after seeing you, and I always have so much more to think about and process. As a new business owner I definitely have noticed an uptick in my business after doing your vibrational boosters, and I find that things increase as I remember to use the principles that you teach. You make it so easy to understand. I want a front row seat when you start doing workshops on a grand scale!

– Missy Cohen owner of Just Breathe, a salt room and healing center.

When I talk to Ed, it's like the training wheels come off. It's just the only way I can describe it. I am happy to have peeled that layer off and disposed of the misbeliefs. I'm loving my new story and feeling more comfortable with it.

—Rachel Marshall Owner Natural Health and Wellness

I am more confident in making the shift into a new career because of the wisdom I get from Ed and his Guides.

—Ann Callahan

Introduction

If you feel like you are in your own way, stuck or blocked, then what you are about to read will be of the utmost importance. Tweaking 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.

What do you know about mindset?

Do you understand that it is the key to the business and the life that you desire?

How open-minded are you?

Do you have a growth mindset?

Are you ready to start changing?

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?

My story

I had no idea what mindset was. Like many teenagers I was lectured about my attitude. I was told things like, "You're not going to get far in life with an attitude like that." And then they would say to me that I could do anything I wanted to if I just put my mind to it.

The problem was, like so many of us, I had already been taught that I wasn't good enough. When they told me that I could do anything I wanted to do, that created a big contradiction of beliefs within me. My mindset was in conflict and I was acting like an angry, rebellious kid because of that conflict.

Fast forward a few years. I had joined a multilevel marketing company. The best thing that happened to me from this was that I developed a lifelong habit of reading, which I hated to do in school. This was a big shift in my mindset.



One of the books that I read was the *Power of Positive Thinking*, by Norman Vincent Peale. Before reading this book I had no idea that there was such a thing as positive and negative thoughts. I was surprised and horrified as I examined my usual thoughts and realized that they were **all** negative **all** the time. That was my first real experience with mindset. And that's when I realized I needed to change my thinking.

When you change your mindset, your energy which is your vibration changes. When your vibration changes, you're looking at a whole new set of circumstances. The world for you has completely changed. When I started to shift, the book *A Course in Miracles* came into my experience.

In *A Course in Miracles* there is a workbook that contains 365 daily exercises that changes you from a fear-based thought system, to a love-based thought system. My father was a New York City police officer. I grew up in a very fear-based thought system.

This was a major turning point in my life, However it took my wife Marj a while to convince me to do it because my mindset was, "That's impossible. There's no way that I can do an exercise every single day for a year. What about Easter, Christmas, New Year's, Groundhog day, Hangover day, Arbor day, Pizza day....." But she didn't give up, thank goodness.

And not only did we do it one time, we actually did it twice! Two full years not missing a single day. That also shifted me about what I thought I was capable of doing. I started to believe that I could do "some things" that I put my mind to. But I still needed to do more work on me.

After doing the exercises from *A Course in Miracles*, my vibration had changed again, and once again everything changed. The next day after we finished *A Course in Miracles* for the second time, someone handed me a tape of Esther Hicks channeling Abraham.



Abraham teaches the law of attraction. I didn't know it at the time, but that tape was the start of my life's work, which is to teach people that you create your own reality. That understanding, that mindset changed everything for me. Over the next few years I was a sponge learning everything I could about law of attraction and universal laws. I listened to Abraham everyday for 10 years or so. This is also when my psychic channel really opened up.



The next big thing happened in Las Vegas. I was still trying to find work that inspired me, my calling, so I was trying a lot of things. Marj and I were at a real estate sponsored workshop called The Turning Point. And it was a big turning point for me.

The teacher of the workshop called me up on stage and as we talked he told me I was in the wrong business. I was surprised, but deep down inside I knew he was right. He helped me fully realize what I wanted to do when he said to me "You are a professional speaker and a teacher." What I really wanted to do was speak about and teach the law of attraction.

That's when I got serious. I started to really apply what I learned about the law of attraction, and created a vision (my version of one, I still hadn't heard of vision statements) that I wrote down and would go over in my mind. I had seen Olympic athletes visualizing their events before they competed, and I thought why not try to use this technique for creating a vision of my business. I had once again shifted my mindset. My vibration changed again and a few months later I taught my first workshop about the law of attraction.

That was the ignition point of what would become my life's work. I started to look for ways to help shift my mindset, my beliefs. Because changing what you think is really about resetting your beliefs, and changing your mindset. I now have tools and techniques that I have gathered over the years that I use to help people shift their mindset. The thing that changed everything was me changing my mindset!

*

Thank you for downloading this PDF, Mindset Shift! 10 Tweaks for More Clients, More Revenue and More Success. 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.

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

That leads us to Tweak number one:

Mindset Shift!

10 Mindset Tweaks for More Clients, More Revenue And More Success!

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 loose 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 the football coach or 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 asked 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 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?

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!

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 is 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.

*

Changing your mindset takes more than just reading the 10 tweaks

- **You have to take them to heart**
- **Focus on one a day for the next 10 days**
- **Write it down on a card and keep it with you so you can look at it and remember it through the day.**
- **At the end of the day write down in a journal anything that you noticed shifting during the day**
- **At the end of the 10 days start over and do it for 10 more days.**
- **Continue the process. It takes 21 days to make a new **habit****

Your next steps.....

What will you do today to shore up your mindset?

There is power and energy in action!

TAKE one small **Action** step, such as write down and review one of the 10 Mindset Tweaks. Start a mindset journal to help keep you on track.

What amazing things are you going to create in and with your business?

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 and the Guides.

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!

The Guides want you to know that you're worthy!

[I Want to Chat with Ed](#)

Light & Love,
Ed

Creating with the Law of Attraction:

10 Principles That Will Change Your Life

By Edward J. Langan

"Ed makes heady concepts like quantum physics and the law of attraction user-friendly. In this book, he takes the reader on a journey of self-discovery by offering practical, easy, and fun exercises designed to help the reader look at his/her life from a new, positive, and hopeful perspective. Everyone can benefit from this. Creating With the Law of Attraction truly is the how-to guide to creating and living your dreams."

Hannah R. Goodman, author of *My Sister's Wedding* and *My Summer Vacation*

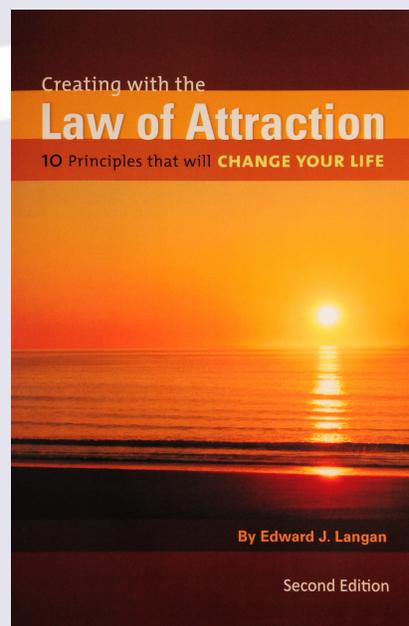
Inspired by the teachings of Abraham-Hicks, Wayne Dyer, A Course in Miracles, the movies *"What the Bleep Do We Know"*, and *"The Secret"*, this book is about how, by using the law of attraction coupled with your thoughts, emotions, and beliefs, you can change your life.

- You will learn what the law of attraction is and how to use it.
- You will learn how powerful your thoughts are.
- You will learn how to change your beliefs.
- You will learn the true reasons for your emotions and how they guide your life.
- You will be reintroduced to your "super-power"- your imagination.

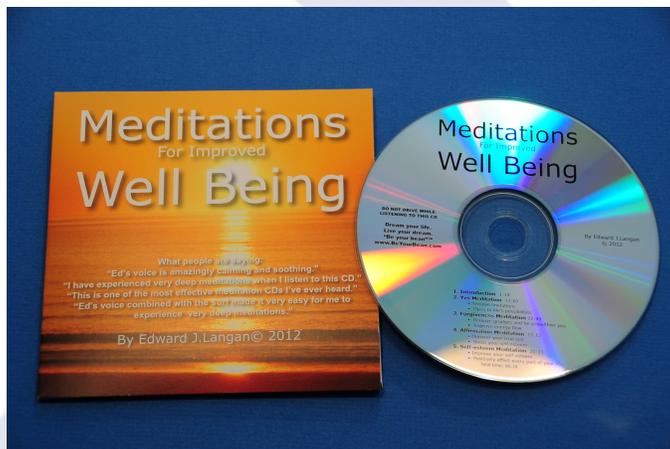
Using the Law of Attraction and the quantum physics of this time-space reality, you will live a happier and more fulfilling life.

Available at: **Amazon** [amazon.com](https://www.amazon.com)

Barnes & Noble www.bn.com



Meditations for Improved Well



Being CD

Yes Meditation

- Remove limitations
- Open to life's possibilities

Forgiveness Meditation

- Remove grudges and be a healthier you
- Improve energy flow

Affirmation Meditation

- Uncover your true self
- Boost your self-esteem

Self-esteem Meditation

- Improve your self-esteem
- Positively affect every part of your life

Available at: EdwardLangan.com

Want to get clarity on your best path to shift your mindset, create your vision, and manifest it with universal laws?

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 and the Guides.

Let's Chat!



[I Want to chat with Ed](#)



Ed Langan