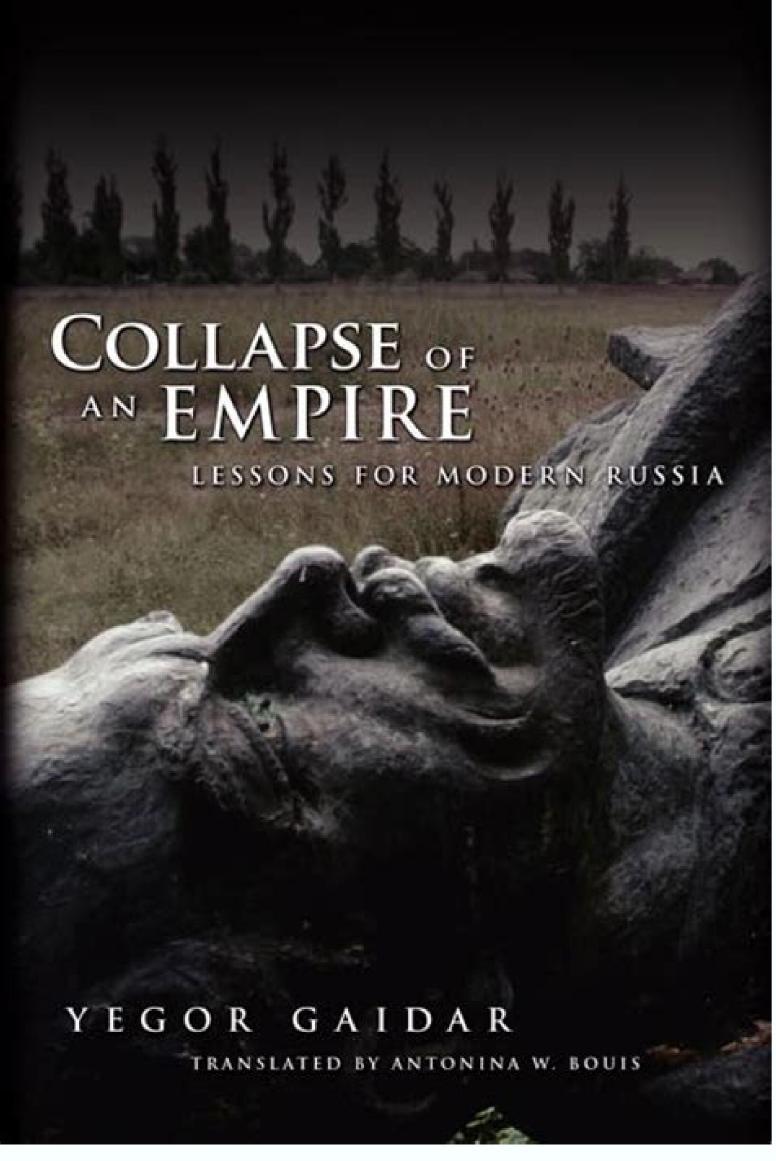
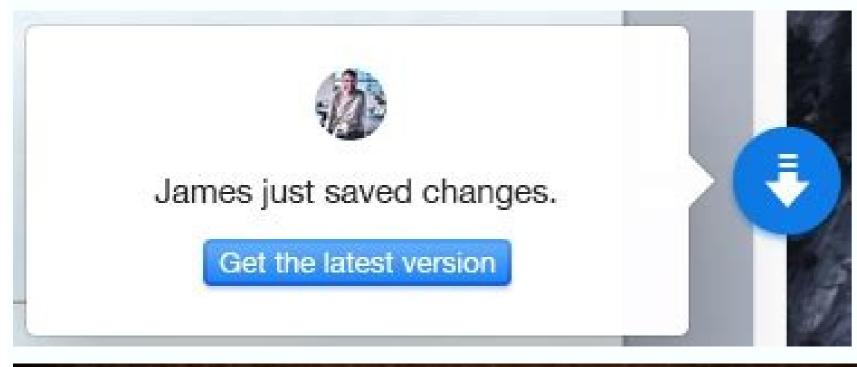
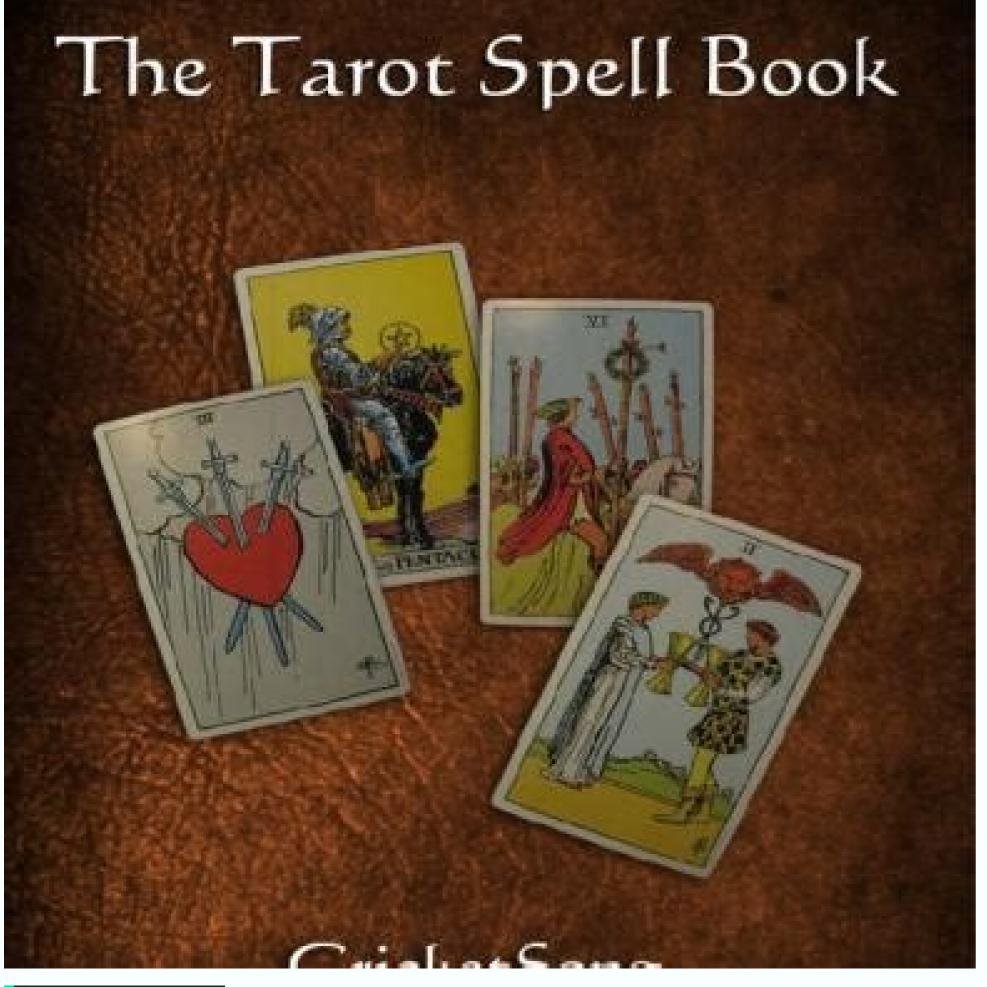
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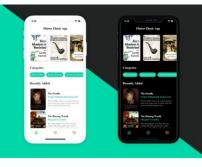
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57 76 84 88 95 96 97 99 111 113 118 120 121 124 127 128 129 132 134 135 139 141 153 165 169 169 173 Content xvii Hack 5: I-should-do-what-I-love Mindset Hack 6: Do What No one Else is Doing Corporate Zombies 175 177 178 182 183
Acknowledgements About the Author 185 189 Good News T his book will get you lots of attention and recognition at your haters into admirers around the world! This book will get you lots of attention and recognition at your
 workplace and business! This book will tune your mind, and take you from average to good to great and finally becoming unstoppable! This book will question your belief system and will give you a new perspective on things, a new reality, and a new way of thinking that will change your life forever for good! I am a bad reader myself, hence, I know the
importance of having an engaging and not so boring book. I have written this book in very easy-to-understand and simple language. While reading this book within a week and see an instant change in the way you walk, the way you
talk, and the way you conduct yourself! The only thing I request you to do - read this book as if your life depends on it, and to act on it. Once you see and realize the power of your mind, please refer this book to at least three people whom you really care for and insist that they read this book. Do not give up on them until they have read it and
understood the true power within them! Very Important: If and only if you finish this book within a week and implement this blueprint for an unstoppable mindset, will you become unstoppable mindset, will not a second mindset mindset
forget what I read in the first few parts. It is like going to a gym for a month and then taking a break for a month. All the hard work that we did in the first few parts. It is like going to a gym for a month and Sustainability. Try to
finish at least one whole segment at a go. Yes, that means you can finish this book in three days. Why not? At the end of the day, the book is nothing but twenty big articles Good News xxi put together, if you look technically. Only difference is, it is in a structure and in the form of a book. Here is a trick - start reading this on the weekend so that you
                                                                                                                              pledge my life to become unstoppable. From today, I take full control of my mind, my thoughts, my body, and my life. I would never ever ever ever think anything that is average. I will dream big and will put in 10 times more effort to make things happen.
vow to cut all the loser friends, garbage habits, and negative thoughts out of my life. I have been born with genius inside me, that I will bring to this world and become unstoppable. I have been born with genius inside me, that I will bring to the world than just live '9 to 5' or a mediocre life. I was born to help many people. I know that we truly win when we help others win. There
will never to anyone like me. I will build my legacy starting today, one step at a time. I will have the best of family life, health, and financial life. I will work hard, smart, and train every xxii 80% Mindset 20% Skills single day. I will never ever give any excuses and will take full ownership of all the events happening in my life. I will make my family
proud of me. My children, future children, and grandchildren will look up to me as their role model. I will build my legacy so strong that people will unleash mine! I pledge to become unstoppable! Sign .
 Ready to Become Unstoppable and Transform Your Life? Then turn the page to your life's new chapter! The Real Story of Moe and Joe L et me share the true story of 2 good friends, Moe and Joe (names changed). They had lot of similarities. Both were born in submiddle-class families, where their fathers had low paying jobs. Mothers were
children. Joe started working part time at a retail showroom, and Moe started working for a logistics company in the year 2004. Coming from similar backgrounds with many similar time at a retail showroom, and Moe started work for a multinational company in the year 2004. Coming from similar backgrounds with many similar backgrounds wi
They started sharing an apartment. Moe loved and admired xxvi 80% Mindset 20% Skills Joe for how street-smart he way he interpreted things, his general knowledge, the way he supported his team, and the way he fought with the senior management for his team.
He showed great leadership qualities. For instance, one day, Joe, Moe and other managers were in a meeting with the HR Head for a big multinational company. The HR head complained that Joe's team was not doing well or showing the right behavior to attain the goals. Joe was angry and almost fought with HR Head to the point that all his
colleagues had to chip in and ask Joe to calm down. Joe had a bad temper and was possessive when it came to his close friends or team. Joe showed Moe the art of being a great leader and fighting for your team. That was a leadership lesson Moe would never forget. On the other hand, Joe was quite popular among girls. He had an amazing sense of
humour to make them laugh and make them fall for him. Now, looking at Joe's personality, you would not believe that he would even have a girl in his life....ha-ha no offence, but it is the truth. He also admits the same. To prove my point, let me describe how he looked. He was short, with dusky skin color (may be more towards darker side), less hair
(half bald.ha-ha), and skinny. There was no way a pretty girl would describe him as the man of her dreams. Despite the sub-average looks, he was killing it with the girls. Girls wanted to hang out with him because of The Real Story of Moe and Joe xxvii his witty sense of humor. He was a player. Now, you must be thinking, what about Moe? Moe must
be a handsome dude with great looks, fair, and tall but you are wrong. Naaaaa... Moe was not so good looking either, except he had better height, more hair, and a similar skin tone to Joe's. Anyway, coming back to Moe's admiration for Joe. Moe secretly wanted to be like Joe--flamboyant, witty, a great speaker, possessing good general knowledge and
being an excellent leader. Time flew and they had to go their separate ways. Moe moved to a different metro city to take up a job with better pay and better career opportunities. Joe stayed in the same corporate for the same corp
completely different this time around. Moe got married to a beautiful girl who he was in love with. It was a love marriage. Moe had to fight a battle with his family to convince them to allow him to get married with amazing income plus
commissions. He had travelled to countries like Australia, Singapore, Europe, USA etc. He had good health as well. He was extremely happy and was living a comfortable life. On the other hand, Joe was struggling with his life. His income had not changed much in last ten years. In fact, xxviii 80% Mindset 20% Skills it had just increased by 20-30% as
compared to what he was making in the year 2005. He was addicted to drinking daily. He would hang out with local punters (goons) who worked as body guards for some local crooks. He had had a terrible break-up with the love of his life; an amazing girl who was very pretty, with a great toned body, fair complexion, long hair, brown eyes, bubbly,
and an understanding, and adjusting nature. Even to date, Joe regrets his stupid mistake of flirting with other girls while in a relationship this beautiful girl. He admits his mistakes and knows that his short temper and arrogance lead to this situation. Because of all his faults, she left him. His sister does not listen to him even though he is elder to her
His mother is quite worried, as he drinks a lot and is getting old for marriage. He picks up fights every now and then. He lives in a small house where he is struggling to keep up with expenses. Joe had tears in his eyes while sharing his life's complications with Moe. Moe had never seen him cry, as Joe came across as a very strong person mentally.
Moe was shocked seeing this because the one who he admired and wanted to emulate all his life was now someone who had lost the battle of life. His life graph was declining, forget about staying stable. Sitting at the side of the pond, Joe said to Moe, "Brother, I am in a shitty situation. I hate my life. I do not have a good salary. I do not have enough
money. It has been a few years since I broke up with my love, but still I cannot The Real Story of Moe and Joe xxix accept the reality. I want her back in my life. Please talk to her and ask her to give me a chance to explain. I do not know what to do!" Moe replied, "Brother, I will be honest with you. You have been a role model for me back in those days
You were so good at what you did that I admired you and wanted to be like you". "I will not sugarcoat anything. You need to stop hanging around with
people who are not ambitious. I am not saying that your friends are bad, but what will you learn from hanging out with your punter friends who you accompany during their fights. You need to quit drinking or at least control it". Joe said, "Yes, I completely agree with you, brother
 I need to change. Please help me find a job in your city, and I will move out of this depressing place". Moe replied - "Great, send me a resume, and I will take care of the rest. I can even hire you in my team if you are committed enough". Year 2018. To date, Moe has never received the resume from Joe despite sending reminders. Moe has increased his
 income by 200% since 2015. He has built passive income sources. He has become a role model to thousands of xxx 80% Mindset 20% Skills people. He travels the world, has an amazing daughter, and his family loves him. He has cracked the code of becoming successful and living a rich life, not just in terms of money but in terms of health and family
as well. He has a better physique than ever before. He is still single. Still has similar pay. His sister is married and happy with one child. Mother is still worried for Joe. He still lives in the same small apartment. Not
sure about the friends he hangs around with. In short, Joe is still an Average Joe! Bright Future Year 2022, Moe has become super successful in his life by helping millions of people transform their lives. Moe has built a strong legacy with millions of admirers who consider him a mentor. Moe is a highly paid consultant and business mentor who has
built life-changing products like: • Best-selling books educating people on how to win in personal life and business using proven ideas and innovative techniques around sales, social media and entrepreneurship • Digital Universities that beat the redundant traditional theoretical education systems The Real Story of Moe and Joe xxxi • An Inner Circle
of like-minded people who are helping each other grow • Mentorship programs that provides practical ways of winning • Workshops helping people build multiple sources of income • Workshops helping people attain financial freedom Moe is running an NGO too, helping people attain financial freedom Moe is running • Workshops helping people build multiple sources of income • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running • Workshops helping people attain financial freedom Moe is running f
ideas, for free! There is a waiting period of two to three months to get Moe's appointment for consulting! Moe and Joe are still friends but more like social media friends, who know each other but do not know each other well enough. Once a while, Joe sends a message to Moe saying, "I am so proud of you and your growth". Now, you must be
 wondering and judging Moe. Since Moe is transforming many lives, why is he not helping Joe transform his life? What do you think? Why not? This saying will answer your question - "You cannot help someone who is not willing to help himself!" • Having the exact same background and skills, what made Moe grow so much, whereas Joe remained
average? xxxii 80% Mindset 20% Skills • What was the one element that was missing in Joe's success? • How can Joe kill "Average Joe" and build a life of abundance? Joe's story may not be
everyone's story, but I can tell you this. There is an average Joe and Moe in each and every person living on this planet. Our subconscious has both Joe and Moe in our mind in the form of a little voice. Joe represents a middle-class mentality whereas Moe has a Millionaire Mindset. Middle-class mentality has nothing to do with money. A person having
a million dollars in his account can have a middle-class mentality, and a middle-class mentality, and a middle-class mentality (Joe mentality) person with a million dollars in his bank account continues to have the
same mindset, it won't take long before he goes broke. If a person living in a middleclass family continues to think like a millionaire (Moe Mindset) then he surely will find a way to make it happen and will live a rich and happy life. The Real Story of Moe and Joe xxxiii Joe is the little voice within us that tells us things like: relax, don't push yourself too
hard, life is to enjoy, just go to work and pay the bills, save for a rainy day, do not take risks, you cannot do business, you are not so great at this, books are a waste of time, you feel bored reading books, let us watch TV instead of reading a book, don't go to the gym, you do not have time for this, self-help is crap, rich people are evil, and on and on!
Moe is the voice within us that tells us exactly opposite of what Joe says. It tells you to go beyond your comfort zone. It tells you to take risks. Imagine unimaginable things. You have unlimited energy to make things happen. You have the power to
change world. Everything will fall in place, just take the leap of faith. Moe mindset usually is very dominant during our childhood days. Remember as a kid, how naughty you were? How much action you had in your life? You were unstoppable. You were unstoppable. You were unstoppable as a kid, how naughty you were? How much action you had in your life? You were unstoppable.
doctor, or even super rich. So, what happened then? How did Joe become so powerful, putting himself in charge over Moe and making us average? xxxiv 80% Mindset 20% Skills I have heard people say, "Dev, I do not have time to set up a business or do
where Moe is trying to rise but then the following statement from Joe overpowers "But, I don't have enough money" or "I don't have enough money" or "I don't have time to do it", and he goes back to being Average Joe! Now, lots of people may not have time to do it", and he goes back to being Average Joe! Now, lots of people may not have time to do it", and he goes back to being Average Joe! Now, lots of people may not have time to do it", and he goes back to being Average Joe! Now, lots of people may not have time to do it", and he goes back to being Average Joe! Now, lots of people may not have time to do it", and he goes back to being Average Joe! Now, lots of people may not have time to do it", and he goes back to being Average Joe! Now, lots of people may not have time to do it", and he goes back to being Average Joe! Now, lots of people may not have time to do it", and he goes back to being Average Joe! Now, lots of people may not have time to do it", and he goes back to being Average Joe! Now, lots of people may not have time to do it", and he goes back to being Average Joe! Now, lots of people may not have time to do it", and he goes back to being Average Joe! Now, lots of people may not have time to do it", and he goes back to be in a contract time to do it.
thinking. Let me share one more story! Mukesh was born into a middle-class family where his parents were living on a single income salary. He loved his life as a kid, had big dreams, and was passionate about photography. As he grew up, his family sent him to a preschool and later school. Teachers and family told him, "If you do not work hard, you
will fail. If you fail, you won't get a decent job. If you do not get a decent job, you will never be able to live a happy life!". The Real Story of Moe and Joe xxxv So, he did study very hard, scored decent marks, and became an engineer. At the age of 25, he found a job and got into the rat race. At the age of 28, his income grew, and he was satisfied with
his life, although his passion was photography. At the age of 30, he got married. At the age of 32, the couple were blessed with a child. At the age of 33, he took a home loan and realized that he was only living paycheck to paycheck with little or no
savings. At 37, he started to look for better jobs with better pay to so that he could afford his two children's education, pay the bills, and his house loan (mortgage). He continued to work hard and tried to climb the corporate ladder by fighting against all the politics, his annoying boss, minor health related issues, late-night work hours, bad work
schedules, and sometimes took vacations using his savings. At the age of 50, he had finally saved some amount but that was kept aside for his children's marriage and retirement. He wanted to get into photography but was worried that he wouldn't be able to make much money and provide the same lifestyle for his family. xxxvi 80% Mindset 20% make much money and provide the same lifestyle for his family. xxxvi 80% mindset 20% make much money and provide the same lifestyle for his family. xxxvi 80% mindset 20% mindset 20%
Skills At the age of 60-65, finally, he saved enough and raised his children well. Now it was time to enjoy the freedom, travel the world, do some photography, and retire in a peaceful location - but the problem was that his health is not so good. He did not have as much energy and stamina. His only regret was that he never got to live the life of his children well.
dreams and follow his passion. Does this story sound familiar? So, what happened to Mukesh? If you notice, Moe (Millionaire Mindset) was in control when he was a child, but he too was blindfolded by the education system and got into the rat race allowing an Average Joe to take over his life. He could not find the guts to take risks or find ways to
follow his dreams. I am not saying that everyone should quit their job, because some people are happy working for someone else and do make it to the top in a few decades. But what you need to do is follow your dreams. Find ways to fulfil your personal desires as well while working 9-to-5! Are you excited to live an average life and allow Joe to take and to make it to the top in a few decades. But what you need to do is follow your dreams.
control of life? Or would you rather make changes to your life today, make Moe stronger to fight against average Joe and have a better ending? Some people recognize the need of making Moe stronger to fight against average Joe and Joe xxxvii
where their parents, friends, or colleagues encouraged Moe, and they became successful. For instance, in Silicon Valley, people are more business-minded and are willing to take risks. Western countries encourage building your life around your passion, like: arts, music, dancing, swimming, and others. But let us admit, not everyone is lucky
enough to get that kind of environment. We rely on life-changing moments or incidents/moments which helped me kill Average Joe, and since then I have become unstoppable. Now I do not let Joe overpower Moe. I still have those moments where
Joe tells me to relax and take it easy. I listen to it sometimes as life is for living and not just grinding; but for the majority of time Moe is in charge. In fact, I enjoy it more when Moe is in charge as I do not take my work as work. This book is going to give you the exact formula that helped me. This same formula can be applied in your life, and you can
become unstoppable and super successful! This book is not one of those typical theoretical motivational books that pump you up momentarily. This book is a proven, practical step-by step-guide with easy implementation methods to transform your life! I congratulate you for picking up a copy of this book. You have proved that you are different, and
you have recognized the Moe in you. I am excited that you chose xxxviii 80% Mindset 20% Skills me as your friend, guide, and mentor to help you grow exponentially! Now, here is an important question. Are you ready to explore the secrets of Moe's success and learn the formula? Then follow this guide, complete each exercise, and implement these
teachings into your life starting today! CHAPTER 1 THE FORMULA! You were born dumb, naked and speechless. You do not have to die that way, however the irony of life is that there are billions of people who spend thousands on their attire to cover
Napoleon Hill Impossible things have been achieved by human beings. Imagine, you are sitting on an exotic beach, wearing a Hawaiian outfit and lying on one of the shacks sipping an 2 80% Mindset 20% Skills apple martini/mocktail. You are observing people around you. They are relaxed, especially those hot girls in bikinis and handsome guys. You
favorite music is playing in the background. You see happy couples and families, most of them super-smart looking and super rich. Back home, you have employed hundreds of people to run your business. You have multiple sources of income. Even while you are sipping on your favorite drink,
your bank balance is going up every day. You have reached a position in life where you have created indestructible wealth. There are millions of people who know you and follow you on various social media platforms. You have changed many lives. Your family is very proud of you. You just remembered an interview you gave recently where you were
asked, "What is the secret of your success? How did you go from being an Average Joe to a super-rich and famous person?" To which transformed my life. I could feel the new Me within a few days of that
discovery". Now, what if I told you this story is true and will become your reality. Question is, will it take 5 years from now? For sure, this will become your reality. Question is, will it take 5 years from now? For sure, this will become your reality. Question is, will it take 5 years from now? For sure, this will become your reality.
envying you for being so motivated that you will never stop at average results? What if I showed you the exact formula, step-by-step, which can help you lose an ordinary or middle-class mentality and adopt a millionaire mindset? After studying all the millionaires around the world, I was forced to think what makes them who
they are. I spent thousands of hours understanding the secrets of the most super-successful people. I started to look for any blueprint, any mantra, or any formula that could be applied by anyone in their lives to become super-successful. Finally, I understood the ultimate formula to become unstoppable. It has more to do with mindset than skills. In my
words, it is 80% Mindset and 20% Skills to become unstoppable. Some even argue that it is 90% Mindset and 10% Skills, but I prefer Pareto's 80:20 rule! It is only the unstoppable mind that can imagine, dream, and force people to do things beyond the ordinary and make them legendary. After trying and testing this formula on myself, I got fantastic
results within a year's time. It was the same formula applied by Moe and hundreds of others. I went from someone who was in a comfort zone to becoming unstoppable and hence multiplying my income, getting 4 80% Mindset 20% Skills thousands of followers, and admirers. I bet you can do that too. Best part, it is easy if you truly apply it! I promise
if you follow what is written in this book every day diligently for next few days, you will enter a zone of top 10% in the coming years. You will become an unstoppable beast who will tear the world apart until you get what you truly deserve for yourself and your family. I am not talking about just money. An unstoppable or great life must have the Holy
Trinity in life - lots of money, amazing health and a beautiful family life (in no specific order). So, what do you need to become unstoppable and super successful? Let me share one real incident that took place in the southern part of India a few decades ago! There were two friends. One was an industrialist and wanted to build a water purification
 I think I can help you. I think I can set up this water purification plant for you". The industrialist responded with a broad smile, "Are you serious? How would you do that? You have no such background". The Formula! 5 He responded with a broad smile, "Give me some time. I will learn and show you". He went and studied water purification books and other materials for
 agreed. He went back and again, studied why he failed and what he had missed. Finally, he went back and said, "Are you ready?" He tried it and guess what, it worked. He won the project and executed it at a fraction of the cost that foreign companies would have charged. This man is none other than Sadhguru, a well-known Indian spiritual leader. I
you have the right mindset. I am talking about an obsessed mind. Sachin Tendulkar was the only cricketer to score more than a hundred centuries in his career. He says that going to the cricket ground is as holy as going to a temple for him. He had the obsession and the right mindset from his childhood days to develop his unbeatable cricketing skills
Had he not acquired the right mindset, he would have never mastered his craft. Similarly, for all the greats - Usain Bolt, Steve Jobs, Muhammad Ali, Bruce Lee, Elon Musk, Larry Page, Jack Ma and others, if they had not developed their mindset, they wouldn't have become who they are today. They are the people who were obsessed with their craft
 and were unstoppable. They might have failed in many areas of life but despite all those temporary setbacks, they stayed unstoppable because they had tuned their minds to achieve great success in their fields and not remain average. With the help of this book, you will be able to attain the same level of mindset, provided you truly believe that this
book is going to change your life. We will talk more about it as we go deep into this in coming chapters. The Formula! 7 Let me share how I built an unstoppable mind. Let us start from the beginning! My Story -Journey to 10 Million! • From not being able to communicate well in English to becoming a Bestselling Author and an International Keynote
Speaker! • From not liking sales to loving it and becoming India's leading Sales & Social Media Expert! • From not knowing what to do in life to having a goal of transforming 10 million lives! • From having one source of income for 13 years to building multiple sources of income and ultimately becoming part of the top 6% earners around the world!
 "Do you believe someday you will live a life that you dreamed of and not the one that was given to you?" Let me share my life's exciting journey so far and the reason for my goal of helping millions of people become great in life! My Family and I I was born in a lower middle-class family, father a truck driver, mother a housemaker, an elder brother and
grandparents. We lived in a small town called Adipur 8 80% Mindset 20% Skills (Kutch, Gujarati. We used to live in a small house with cement sheets as the roof top. It was a corner house which was surrounded by people who were drunk, jobless, and good for
nothing. We had good neighbors though. I remember the summer afternoons were so hot and having no air-conditioning or coolers, we had our own ways of keeping ourselves cool. My mom used to wet thin blankets and we used to put them on ourselves cool. My mom used to wet thin blankets and we used to put them on ourselves cool afternoon nap. That was our homemade air-conditioner. Once the blanket was dry
we would run to dip it in the water to refill our cooling. Those days were fun I must say. No matter how bad the surroundings were, my mother protected us from getting spoiled. She was very particular about not letting us play will other kids who used abusive language and were very shabby. Our life was between school, tuition, and home. It was
only when we were grown enough to understand the difference between good and bad, that she allowed us to play cricket with the neighborhood kids. Even today, she would work as a nanny/caretaker at some rich people's homes. She would
see their children wearing nice uniforms and going to good schools. She became obsessed The Formula! 9 with her dream of making her future children study in a good school. My dad refused to agree to her wish and told her many times that we were
ordinary people who couldn't afford to spend money on children's schooling. However, my mom never gave up. She asked my dad to sell all her jewelry and other precious things, borrow money if required. She wanted to make things happen at any cost. At last, my dad agreed and told her to go ahead and do what she pleased, but that he would never
have time to visit school. She said that she would manage everything, and she did. Despite all our relatives putting doubts in my dad's mind, despite money problems, despite them not being educated, they ensured that we got a good
education. My mom shared some of these interesting life moments when I interviewed her for my YouTube Channel. You can look it up by searching, "Who is Valbai Gadhvi and What Is Her Story?" (It is in Hindi). None of our relatives of same age or elder to us studied in an English-medium school except my brother and myself. They all have either a
small business like tea stalls, sugar cane juice stalls, milk delivery service, rickshaw driving, selling cutlery, or they are into farming. Only a couple of our cousins have done well in their businesses. 10 80% Mindset 20% Skills I am so grateful to my parents for sending us to an English-medium school by overcoming all the hardships. However, apart
from the classroom sessions and books, there was no English in our lives. Everyone spoke in either Hindi, Gujarati, or Sindhi. So, having bad English along with a terrible 'Gujju' accent (Gujarati language pronunciation) was obvious. My Journey Having no idea of what to do post-college, I grabbed whatever opportunity came my way, i.e., the booming
industry at that time - BPO (Business Process Outsourcing). Despite living in Mumbai and other metros, I still lived with my average mentality. I was in the company of people who were great, and some average people who were great, and some average mentality. I was in the company of people who were great, and some average mentality. I was in the company of people who were great, and some average people who were great in the company of people w
started my career in a domestic call center where my opening greeting line use to be "Namaskar, hu Dev, tamari kevi reete sahayata kari shakoon" (Hi, this is Dev here, how can I help you?). That's a killer greeting line, isn't it? When I decided to move from the Gujarati world (Domestic BPO) to the English World (International BPO) lots of people told
me not to take the risk because they hire and fire fast. I still took a risk despite having The Formula! 11 the wonderful Gujju accent and terrible English grammar. Thanks to that risk, I improved my communication skills 2. Wipro days: During training days, I was laughed at for my Gujju pronunciations like "JEE TV" (Zee TV), "Snacks" sounding like
 "Snakes". Grammatical errors like - 'He say', 'I didn't went'; it goes on and on. Thanks to my great communications skills, I got myself seven-weeks of On-Job-Training (OJT) instead of the usual three weeks. I probably hold the record for highest number of weeks spent in an OJT in Wipro - FUN Ha? FYI... OJT was after one month of classroom
training, so I really did great to earn myself a seven week record, I guess, wink! A Huge THANK YOU to Sandeep Dave's amazing OJT squad - Chetan, Dixit, Sid, Sarita, and many more. They didn't give up on me as they saw my commitment to make it happen. Fast forward 1.5 years, I was the one training people in OJT (Thanks Shibli Joad) and
helping them become good at customer service and upselling. That was the time I realized how much I like to help people become better at their jobs! 3. Oracle Days: Oracle Days: Oracle Days: Oracle Days were the most important days in my career as they taught me the ABCs of sales through different sales 12 80% Mindset 20% Skills trainings and methodologies like
Sandler's, Costigan, Emotional Intelligence etc. Very thankful to great leaders and supporters like Sumant Padmanabhan, Satya, Sameer, Rajesh and guiding me with my career path! Sales Luck by Chance Sales happened to me by luck, but after being in sales for a leaders and supporters like Sumant Padmanabhan, Satya, Sameer, Rajesh and many more. A BIG thank you to my brother, Mansingh Gadhvi, for always helping and guiding me with my career path! Sales Luck by Chance Sales happened to me by luck, but after being in sales for a leaders and supporters like Sumant Padmanabhan, Satya, Sameer, Rajesh and many more. A BIG thank you to my brother, Mansingh Gadhvi, for always helping and guiding me with my career path!
decade, I realized I landed at the best place because sales drive the economy. Imagine there were no sales people, all the produce in great quantities
This role has the ability to earn you unlimited money in the form of commission. Work from wherever you want, whenever you want (provided you keep the cash register ringing). Travel around the world, and see some of the amazing places. There are very few jobs like sales that have so much leverage. Every successful entrepreneur is a good sales
person as well, with few exceptions from technology world! But an average Sales person will not have most of the above privileges. So, this brings me to my next point! The Formula! 13 Average Company - Average Thinking Despite being called a good performer and a star, I realized that I never worked up to my potential and was satisfied with
average output. Average performance would only get me an average life. Here I was, the victim of the averagethinking disease at some point in your life. There are at least 150-250 million (15-25 Crore) people in India alone who are not yet aware that they have
this disease. An average middle-class working person is not willing to push himself/herself to do great things in life. We call ourselves professionals, but 90% of us are far from becoming one, and the reason is that we don't practice our skills enough, especially in sales! "Kill the average disease before you are deceased". - Dev Gadhvi If you want the
life that you and your family deserve, you need to come out of Average Joe mentality and aim to become great. By not committing to becoming great, you are breaking your family's trust! Most of the technology companies originated in Silicon Valley. Why? Because of the tech-savvy neighborhood. Everyone eats, sleeps, and dreams technology. Ideas
breed more innovative ideas. 14 80% Mindset 20% Skills I am sure you already know the story of Google, Apple and other big giants. Some originated from a discussion over a coffee at a famous coffee shop there. Company matters! I grew up in an environment with average schooling, an average company, an average middle-class life. Everyone was
happy and satisfied with the average paying jobs, the average lifestyle. Not that anyone was bad, but the truth is - everyone limited themselves to an average life, and that is the biggest mistake even I made which cost me so many years. Why? Because no one told me that I could become great! Why? Because no one told me to
 work so hard till people call you crazy until I could live a rich life. Rich not just in terms of money but health and family too! Why do we have to ask friends to refer us for a job? Because most of us are average performers! Why do we have to ask friends to refer us for a job? Because most of us are average performers! Why do we have to ask friends to refer us for a job? Because most of us are average performers! Why do we have to ask friends to refer us for a job? Because most of us are average performers! Why do we have to ask friends to refer us for a job? Because most of us are average performers!
Because we don't eat right and work out! Why do we always worry about expenses? Why not focus on how we can multiply our income! Schools don't teach you to have a dream, be passionate, stay motivated, and more. You must realize it yourself someday and the sooner the better! The Formula! 15 "Average company breeds average thinking". We
 will discuss the solution in detail in coming chapters! Why Mission 10 Million? Post starting a YouTube channel, keynote speeches to help individuals and businesses, writing articles on LinkedIn, helping poor street vendors via CareNation initiatives, I had lot of people asking me about my goal of helping 10 million people and why I was doing this. Not
counting the rest of the world, just in India there are 267 million people falling in a middle-class category. Coming chapters will cover my journey so far, the why behind Mission 10 Million, and the secret of getting rid of the average mentality, finding your life's purpose to become unstoppable, and keeping the fire burning! I wasted precious decades
of my life working and getting by, thinking I was doing well as compared to my friends and other colleagues. Little did I know about success, winning, or making it big. I did not have anyone who could teach me how to treat success, winning, or making it big. I did not have anyone who could teach me how to treat success, winning, or making it big. I did not have anyone who could teach me how to treat success, winning, or making it big. I did not have anyone who could teach me how to treat success, winning, or making it big. I did not have anyone who could teach me how to treat success, winning, or making it big. I did not have anyone who could teach me how to treat success, winning, or making it big. I did not have anyone who could teach me how to treat success, winning, or making it big. I did not have anyone who could teach me how to treat success, winning, or making it big. I did not have anyone who could teach me how to treat success, winning, or making it big. I did not have anyone who could teach me how to treat success, winning, or making it big. I did not have anyone who could teach me how to treat success, winning, or making it big. I did not have anyone who could teach me how to treat success, winning, or making it big. I did not have anyone who could teach me how to treat success, with the success and the success are not also any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. I did not have any or making it big. 
from my mediocre sleep though a 440-volt shock in the name of The 10X Rule by Grant Cardone. Just like millions of others, I hated 16 80% Mindset 20% Skills reading books. I still do, but I found a hack which I will share in the coming chapters. After I became aware of what I had been missing in life, I realized that there are millions like me who
need to explore the power of an unstoppable mind. Hence, I decided to experiment on myself and then later I would bring the same success formula to people who wanted to succeed. As of today, I am on track to becoming financially free, building my own legacy by helping many people across the globe, having multiple sources of income, living the
10X life with great health and family. I am part of top 6% population in terms of total annual earnings. I have been speaking at premier events doing keynote speeches, coaching and training small businesses and solo entrepreneurs, helping them with their sales and social media strategies, conducting workshops like Passion that Pays, helping many to
become financially free by building the amazing mindset to win. I also have my NGO CareNation, that is busy helping street warriors and hence inspire and empower 10 million people (Goal may have increased by now). Why 10 Million? According to NCAER, India's
middle-class population would be 267 million in 2016. Further ahead, by 2025-26, the number of middle class households in India is likely to more than double from the The Formula! 17 2015-16 levels to 113.8 million households or 547 million individuals. Seventy percent of the 267 million people, i.e. 186 million have the average disease and I know
for sure that I have a cure. So, helping 10 million to begin with is not a bad goal to have, would you agree? 3-Step Formula to Become Unstoppable 1. Realization 2. Transformation 3. Sustainability CHAPTER 2 STEP 1: REALIZATION G oing back to our story of Joe, what was missing in his life? He did not realize what he was missing. He did not known agree? 3-Step Formula to Become Unstoppable 1. Realization 2. Transformation 3. Sustainability CHAPTER 2 STEP 1: REALIZATION G oing back to our story of Joe, what was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing in his life? He did not realize what he was missing what he was missing
he didn't even know needed improvement? • How could he fix something that he was not aware as broken? • How could he find time to learn new things if he did not realize the importance of learning every day? 22 80% Mindset 20% Skills I am sure you have
seen or heard the success stories of people who transformed their lives due to some incidents. There are millions of real people who have not been listed in any news or magazines, but they have become successful in their own ways. They all had some incidents that triggered them to do more and give more to the world, in other words Moe
overpowering Joe! For instance, there was a brigadier who served in the Indian Army for 35 years. The day he helped school children and received 800 thank you notes, he found his life's purpose and became unstoppable. He realized the power of giving and having purpose in life; in short, Moe overpowered Joe at the age of 60+, one more time.
There are people like John, who saw a poor beggar on the street and decided to serve them in the coming years. There are people like Shiv, who saw a Varun Pruthi video on a social media channel and realized that they don't need money to help others. They just embarked on the journey! There are people like my friend Vishnu Mohan, who felt good
 when working out and realized that they really loved fitness and became unstoppable. Realization is the first step to becoming unstoppable. Realization 23 • Realize that you may not have used 100% of your potential. • Realize that you may be living life
just for the sake of living with no real purpose and goals. • Realize that you may have been thinking small and living with a mediocre or an average mindset. • Most importantly, realize that you have your family who is counting on you to become great. Realization may
not come overnight or only from one incident. It may take time, but if you have tuned your mind to be open to notice those incidents, you will get your breakthrough for things that I was living from paycheck-topaycheck
despite making lakhs of rupees every month. So, I tuned in to a YouTube channel to learn about sales. Started feeding Moe. 2nd when I read the The 10X Rule, Moe became powerful with this booster. 3rd when I started to take action on my Mission 10 Million. 24 80% Mindset 20% Skills 4th when I built the CareNation community to help serve them
One thing lead to another, and I acquired a millionaire mindset. I realized • There is an abundance of everything. • True success is when you help others succeed. • Being average is a failing formula. In the next few chapters, we will
cover different realizations starting from Mindset, Money, Health to Family. It will show you have everything that you dreamed of? Do you believe you are providing
the best life for your family? Who are we kidding: There are billions of people like Joe, living an average life, assuming they have the best they can get. Realization 1: Average Mindset - AVERAGE is a FAILING Formula 25 Hard reality: We got average schooling, average schooling, average schooling, average social life, assuming they have the best they can get.
performance, average health, and most importantly average ecosystem = AVERAGE LIFE You want to grow your business will not make your business grow your business grow your business ecosystem.
substantially! You want loads of money?: Average salary won't be enough! You want to be a sales champ?: Average number of calls and meetings will not help! Let me ask you this: Do you recall a star performer at work or your competitor who is doing really well? Did you admire the way the he/she works? Did you ever wonder - What makes him/her at work or your competitor who is doing really well? Did you admire the way the he/she works? Did you ever wonder - What makes him/her at work or your competitor who is doing really well? Did you admire the way the he/she works? Did you ever wonder - What makes him/her at work or your competitor who is doing really well? Did you admire the way the he/she works? Did you ever wonder - What makes him/her at work or your competitor who is doing really well? Did you admire the way the he/she works? Did you ever wonder - What makes him/her at work or your competitor who is doing really well? Did you admire the way the he/she works? Did you ever wonder - What makes him/her at work or your competitor who is doing really well? Did you ever wonder - What makes him/her at work or your competitor who is doing really well? Did you ever wonder - What makes him/her at work or your competitor who is doing really well? Did you ever wonder - What makes him/her at work or your competition will be a subject to the work of t
Moe is no different than Joe. In fact, Joe is smarter than Moe in many ways. The big challenge is, Joe is caught up in an average and happy, but if you are someone like me, you would agree -why not be extraordinary and be happy? There are four categories of people
around us: Category 1: Losers People who always see negative in everything and put in the least amount of effort or no effort at all. They will only crib and complain about what is happening around them. They will only crib and complain about what is happening around them. They will only crib and complain about what is happening around them. They will only crib and complain about what is happening around them.
sucks! • My boss sucks; he doesn't know what he is doing. Loser! • I could have been more successful if it wasn't for the company/manager/friend/family/a particular situation! • All my colleagues are losers! • Money is not everything, Money will not make you happy! Category 2: Comforters 27 Category 2: Comforters These are the people who get
comfortable in life and put in minimal efforts to stay afloat. These people just focus on hitting targets. Even if they reduce weight by 2 kg. They will prefer going for movies, hanging out with friends, relaxing on the couch over
the weekend instead of reading a book or watching educational videos. They will label others as "Kitabi Keeda (Nerd), Padhaku, Studious, Loser" etc but in reality, they themselves are semi-losers. They will say something like: • I am doing my
are doing good, or that they are better than others. They always have an excuse for not doing something or not being able to achieve something. They are happy with what they have a supposed to do, sometimes creating small success, meeting their goals, or
keeping bosses happy. They work hard or pretend to be working hard when it is required for the company or doing what is required for business. They may watch some motivational video, but that drive soon fades away, and they go back to their
average lives. They have many pending books to read. They buy books but don't finish them. They would say something like: • I am doing good at work. • I met my targets. • Yes, I read that book but I'm not yet finished. Will finish it soon. That soon never comes. • I can't take that risk; I have so much responsibility. • Getting into a business is hard. • I
want to start something on my own, but I do not know how. • I know the value of money and how important it is. • I know the value of hard work; I saw how my dad used to work hard. Category 4: Unstoppables These are the people who take massive action. They create
remarkable success very often. Winning is a habit for them. They are addicted to success. They are looked upon by others as extraordinary humans. They are highly productive. They are people who have started their own businesses and
committed to making it big someday. They read books very often, go to seminars, hang out with leaders, have big goals, will be well known for something great, their family loves them but sometimes they are too busy with work. They inspire others to come out of their comfort zone. They become a benchmark for people around them. People tell them
things like: slow down; your goals are unrealistic; you are crazy; you are crazy; you are studious; etc. This is what they say: • I want to make things happen. • I have a mission. • I will do it. • I will not stop till I get there. • I know nothing comes easy in life. • I love doing this. 30 80% Mindset 20% Skills Now Joe in our story can be categorized in either the Losers or
Comforters categories. People like Joe would never even pick up a book like this because they do not even have the realization and do not feel the need to change. People around them would have already told them that they are either losers and Comforters!
It is Averagers indeed! Why? Because it is very hard to identify Averagers. They are people who are doing fairly well at their jobs and somehow getting by. They meet their targets, sometimes miss them, but mostly do what is asked of them. An Averager is a Comforter in disguise! They do realize that they are not working up to their potential and yet
continue to convince themselves that they are doing well. But in reality, it is just hurting them in a long run. They will feel the pain when the economy goes bad or some unfortunate incident happens, and they do not have enough money to handle it, so they rely on loans. I was definitely not in the Losers or Comforters category but in the Averagers
category for more than 33 years. Indeed, you too are not in a Losers or Comforters category because you picked this book, but did you check if you have any of the Averagers symptoms? When the economy gets difficult and people are cut off from their jobs or businesses, it's the Losers, Comforters and Averagers who are in the danger zone because
the Category 4: Unstoppables 31 winners would have stacked up wealth for themselves and will easily weather the shock! Exercise: • Write the names of your colleagues or friends who are in Loser Categories, and stop hanging around them! • For Comforter Category
inspire them with your growth! • Make sure they notice your growth and push their limits as well! • Gift this book to Averagers, and make sure they notice your growth and push their limits as well! • Spend as much time as possible with Unstoppables. If you do not have them on your list, then this is the time to find them. Where can
  ou find them? You will find out in the coming chapter called "Ecosystem"! Reason Why People Fall for Average Everyone has a dream to live a better life and to earn loads of money, have a good house, wonderful family life, and more. But the reality is only 10-20% of people get ahead of the game and get what they dreamed of, and the rest of the 3'.
80% Mindset 20% Skills 80-90% of people fall into the trap of living an average family (financially) with an average education and in the company of average thinkers, so when you started to get small successes, you became
comfortable and decided to take it easy. I know this is not intentional, but people get comfortable with life and stop growing. They don't want to take risks. They don't want to take risks.
as your duty, obligation, and responsibility". Make success an ethical thing. Be successful for your family who is counting on you! Do you want an average life for your family? NO - Then realize that "AVERAGE is a FAILING Formula!" "You need to be at the top because it's the average and bottom that are over-crowded!" Average is the reward for
mediocrity From childhood, the majority of people have been asking you to get a job, get married, not to take risks, go easy, and on and on. The people who have no dreams for themselves will ask you not to have yours too. They will ask you to Average is a reward of mediocrity 33 limit yourself to the boundaries that they have made for themselves.
Innocent us, we fall for that trap and don't go out building our wings to fly. How many of us were taught in school or by our family to go out and take risks or do our own thing? Ninety percent of the time, people around us, especially our loved ones, will ask us to be safe and not to take risks. Take a risk, especially when you are young. Get into a
business; you will fail many times, but you will learn a major lesson of your life. You will be able to live the life you deserve, on your own terms. Realization 2: Purpose of life is not to be happy. It is to be useful, to be honourable, to
be compassionate, to have it make some difference that you have lived and lived well". —Ralph Waldo Emerson "Definiteness of purpose is the starting point of all achievement". —W. Clement Stone In the early 80s, one man walked into a coffee store and was mesmerized by the aroma of coffee, the smell, the smooth taste of the burned beans. That
day he decided to dedicate his life to bringing this joy to the people 34 80% Mindset 20% Skills around the world. He quit his high paying job and started working in a coffee shop as Head of Marketing. A few years later, that company became a multibillion-dollar business known as Starbucks, and the man is none other than Howard Schultz. Why did
he risk his steady income to take a pay cut and work for a small boutique coffee shop even when his family asked him to focus on work? He found his purpose and realized it the moment he stepped into that small boutique coffee shop even when his family asked him to focus on work? He found his purpose and realized it the moment he stepped into that small boutique coffee shop even when his family asked him to focus on work? He found his purpose and realized it the moment he stepped into that small boutique coffee shop even when his family asked him to focus on work?
what if you discover that the life you lived was all wrong? You were given the gift that you never discovered. You sacrificed your dreams to live paycheck to paycheck. How would you feel? • Why not find that special purpose,
special gift, today? • Why not dedicate the next few weeks or months discovering that special purpose, just getting by. I was going to work, getting promotions, getting better pay, and relaxing. It was only when I stumbled upon a book called The
10X Rule by Grant Cardone, that Realization 2: Purpose 35 I realized that I was not working up to my potential and was just getting by. I was being selfish! My belief of me being good at my work was shattered, and I realized that I could do much more than what I was doing. After reading that book, I started following Grant Cardone and the things he
preaches religiously. I made up my mind that I had been average, I never worked up to my potential and millions like me were still living in same frame of mind. Just getting by, relaxing, and feeling that they are doing well but in reality, they were losing out on the most important time of their lives. Since I was awoken from my average dream, I
decided to make this my life's purpose - to help people realize that average is a failing formula. Helping 10 million people is difference to their lives. A big goal will make sure that your fire keeps burning. As you get going and take
small baby steps, you will start feeling good because you have started making a difference to another person's life. You will be recognized for that. Now that is released in our brains when we help
someone. It is a highly addictive chemical which is produced while having sex, gambling, doing drugs, 36 80% Mindset 20% Skills consuming alcohol etc. The CareNation initiative to help street vendors and underprivileged kids is my dose of dopamine. I am documenting all those videos on my YouTube channel to help people get the same dose of
dopamine because the fun part of a kind act is that it not only triggers dopamine in the brain of the person performing it, but also someone who is watching the act of kindness. It is beautifully explained by Simon Sinek in one of his videos! Realize our
purpose. It is time to start thinking and realizing your true purpose. You need to leave your legacy behind, a legacy so strong that millions of people will remember you for what you did for them. So how will you find your legacy? Start with finding your Why! Find Your Why "The two most important days in your life
are the day you're born and the day you discover why". —Mark Twain • Why do you go to work every day? • What is the meaning of your life? • Why were you even born? Find Your Why 37 • What is the meaning of your life? • Why were you doing what are doing? • What is the meaning of your life? • Why were you discover why".
questions? These are not philosophical or rhetorical questions. These are the questions that will make you realize what you stand for. What is the meaning of your life? What drives you, and much more! Going back to our original story, what if Joe had realized that he was born to make people happy because he had a great sense of humor, and he was
kind at heart. What if he had discovered his purpose and had become a good stand-up comedian like Russell Peters, Kapil Sharma, or Louis C.K.? What if he had discovered his purpose and then started his own institute to help
other comedians groom their skills? What if he became the most popular stand-up comedian in the history of comedians and left a legacy by spreading laughter and happiness among millions of people? Does this all sound possible? Maybe not for you or me because we are not into stand-up, but it would have become real to Joe if that was his life's
purpose, and that is what would have made a difference in his life, by giving it meaning! 38 80% Mindset 20% Skills Had he found his purpose and understood his why, he would have realized his resume, or read a book, or quit hanging around with loser friends, or
work on improving his personal relationships! The biggest motivator for most of the super successful people is, "How do not have to worry they do not have to worry work on improving his personal relationships! The biggest motivator for most of the super successful people is, "How do not have to worry they do not have to worry they do not have to worry they have reached a point where they have achieved success, they have money, they do not have to worry they do not have they have money they do not have the world have th
about paying the bills, they do not struggle with daily life situations like we do", stop and admit that they became successful because they were driven, had big dreams, knew their passion way before they became successful. It is not the other way around. "Legacy Bigger Than Currency" - Gary Vaynerchuk is an American
serial entrepreneur, four-time New York Times bestselling author, speaker and internationally recognized internet personality. Let me share a little story about my dad. My dad was a very humble man. Whenever he would visit our village, everyone would be happy and excited to see him - "Deva Bhai has Come" was the talk of the town. People used to
come walking for miles even on dark nights just to see him and spend time with him. He was loved by many because Find Your Why 39 he would give away all his money, and later end up having a fight with my mom for the same reason. This got repeated several times and he never
changed. He would say to my mom - "It is just money, god will give us more. That poor guy needed it badly". He died at the age of 55. With his kind acts and his good deeds, he left his legacy behind, even though it is small and only known to our relatives. He did what he could, with what he had. You and I, we are born with amazing abilities and gifts.
We must just recognize the same and become masters at it. Once you do that, teach others to become a master as well, and you will have created your own legacy. Your legacy doesn't always have to be like the legacy of Mahatma Gandhi, Mother Teresa, or other great souls. You can have your own small legacy. Ask yourself: • How do I want my
family to remember me? • How do I want my kids to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How do I want my friends to remember me? • How
masters of their lives and shift their minds from a middle-class to a millionaire mindset, do you think I would have created my legacy better than 90% of the people? Do you think I would have also made money while doing that? While money is not my goal and will never be, money will follow you if you solve millions of problems. We all have been
gifted with some abilities that can be mastered, and they will help us build our legacy. I cannot play cricket like Sachin Tendulkar, jump like Michael Jordan, sing like Mich
presence like Gary Vee and help millions do the same - and build my legacy. Only a few people will understand the true meaning of their lives, only a few what they do Ws They know exactly why
they are doing what they are doing! • They try to console themselves that they have to do it even if they don't like to Vs They do not do things that are not aligned to their Why. Find Your Why 41 Exercise: On a piece of paper write down your answers to these questions: • How do I want my family to remember me? • How do I want my kids to
remember me? • How do I want my friends to remember me? • How do I want my organization or employees to remember me? • How many lives do I want to change in my lifetime? Realization 3: Passion "If you have a strong purpose in life, you don't have to be pushed. Your passion will drive you there". —Roy T. Bennett, The Light in the Heart 42
80% Mindset 20% Skills What is missing in Joe's life? For sure, he has not found the purpose of his life, and has no idea what he is truly passionate about. He is just working for a company to make some money. Do you think he would work for that company if he had $10 million in his account? You know the answer. Now, there are few people who are
passionate about working for someone, and they are passionate about, good for them. Trust me, Joe is not alone in this world. Ninety percent of people are in the same boat, not knowing what they are passionate about. There are many
who know what makes them happy like photography, dancing, singing, fitness, coaching, farming, or sketching, but they never gave wings to their passion and dreams. Why? Because they were caught up in the race where they had to feed their families. What about Mukesh? What if he had realized his Why and worked on his passion of photography?
That "why" and his passion would have pushed him to find ways to build have built a community of photography classes or workshops on weekends? Realization 3: Passion 43 What if he would have built a community of photography classes or workshops on weekends? Realization 3: Passion 43 What if he would have built accommunity of photography classes or workshops on weekends?
others the skill of photography? He would not have built his own community that would have been been built his own community that would have been built his own community has been built his own community that would have been built his own community has been built his own community has been built his own community his own community has been built his own community his own community his own 
his online course or books or photo gallery, he would have built his legacy in photography, and become known to thousands of people! Thank God, I was able to come out of that race a few years ago, and now I am teaching others to follow their passion
and dreams as well. Feel free to attend my workshops or check out the recorded ones if it helps! Let us look at the top 1,000 people in the world. I don't need to name them as you already know who they are. All of them, seriously, all of them just focused on what they were passionate about in their whole life. The mistake that we make is we revolve
our lives around either things that are making us comfortable, money (temporarily), or doing multiple things but not mastering even one of them. 44 80% Mindset 20% Skills There was a survey done which said that 50% of people are stuck in jobs that they don't like. They have some passion, but they give up on it just to make enough money to feed
their family and live a comfortable life. I too was one of those people for more than 13 years. I was going to work without realizing what I was passionate about training, helping, and giving back to the people. It would bring a smile to my face when I was able to help someone get better in their life, but I
gave up my training job to get into sales, why? Because I was bit by the bug called "Find the job that pays well and settle for a comfortable life. Do not take risks". Many years ago, I use to think that trainers and mentors did not make much money. While it may be partially true in many cases because there are hundreds of trainers caught in a rat race
but in reality, if you are a great trainer with good knowledge, great communication skills, and have a business around it, then you can make a crazy amount of money! I got into sales by chance, but I am glad I did (Thanks to my brother). After being in sales for more than 15 years, I realized that it made me even more powerful as a professional
because imagine a hands-on sales professional who not only can train people but transform them into becoming great sales professionals. Sales is vital for any businessman as well. Especially solo entrepreneurs. If you Realization 3: Passion 45 do not know how to sell your idea or products to get the cash flow, your business will die. I am sure you
know that 90% of businesses fail in first five years. Why? There could be many reasons, but common ones are lack of focus on serving the customer, lack of people management skills, no cash flow, or no proper systems and processes in place! I know it for sure that 90% of sales people management skills, no cash flow, or no proper systems and processes in place! I know it for sure that 90% of sales people management skills, no cash flow, or no proper systems and processes in place! I know it for sure that 90% of sales people management skills, no cash flow, or no proper systems and processes in place! I know it for sure that 90% of sales knowledge, lack of people management skills, no cash flow, or no proper systems and processes in place! I know it for sure that 90% of sales knowledge, lack of people management skills, no cash flow, or no proper systems and processes in place! I know it for sure that 90% of sales knowledge, lack of people management skills, no cash flow, or no proper systems and processes in place! I know it for sure that 90% of sales knowledge, lack of people management skills, no cash flow, or no proper systems and 90% of the rest fail in next five years.
do not even spend time and money developing their sales skills proactively. Only when they are asked by their employer to attend some training people only on process and soft skills, but now I can teach them sales, social media branding, startup
strategy, leadership and entrepreneurship! Steve Jobs said, "People with Passion Can Change the World". For sure, he did change the world for good. He changed the world only because he was passionate about technology and how it can make a difference to this world. Passion is very important because there will be a time in your life when everyone
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around you will think of giving up; only you will hold on to it and thrive because of your passion. You will win! 46 80% Mindset 20% Skills The question is - Have you found your passion yet? Write down your answers to the question is below, because what you write becomes real to you and will be registered in your subconscious mind. Look at this

every morning as soon as you wake up and when you go to bed. Repeat this exercise for next few days or weeks until you truly understand what you are passion. Yes or No, either way, do this below exercise to find it or validate it: • What would you do today if you no longer had to worry about money? • Assume you were a billionaire, what is one thing that you can do for the entire day, without food, nonstop? Self-Awareness 47 • What is one thing that you would keep doing for your whole life even if you remains a few to self-Awareness 47 • What is one thing that you would keep doing for your whole life even if you remains a few to self-Awareness 47 • What is one thing that you would keep doing for your whole life even if your would keep doing for your whole life even if you remains a few to self-Awareness 47 • What is one thing that you would keep doing for your whole life even if your would keep doing for your whole life even if your would keep doing for your whole life even if you would keep doing for your whole life even if you would keep doing for your whole life even if you would keep doing for your whole life even if you would keep doing for your whole life even if you would keep doing for your whole life even if you would keep doing for your whole life even if you would keep doing for your whole life even if you would keep doing for your whole life even if you would keep doing for your whole life even if you would keep doing for your whole life even if you would keep doing for your whole life even if you would keep doing for your whole life even if you would keep doing for your whole you would keep do you would keep doing for your whole you would keep doing for your wh you did not get paid? Self-Awareness "If you judge a fish by its ability to climb a tree, it will live the rest of its life thinking like a loser". We all have been gifted with some special abilities and skills. By denying who you were born to be is the biggest mistake you can do. Let us agree, not everyone can become Lata Mangeshkar, Beyoncé, or Madonna. You must be gifted with a good voice for that particular example, but there must be something else within you that you are good at. Sachin Tendulkar had some ability when you were growing up, but you gave up on it just because society and your family told you to get a job or start a small business. One of my nephews, DK Likhari, has some raw talent for rest of his life. They feel Hindi rap singing does not make a career. 48 80% Mindset 20% Skills You need to become self-aware of what you stand for. Realize what comes to you naturally. Then develop that skill regularly. Become obsessed at becoming the best! For me, giving keynote speeches, training, mentoring, and helping others comes naturally. I do not have to push myself into doing it. Of course, I have to sharpen my axe every day to develop my communication skills, my public speaking, my knowledge of business, sales and social media, but I became self-aware and started taking action. I am sure if you follow my daily reality show, #DailyDevGadhvi, on YouTube, you know it all! Middle-class Mentality Vs Millionaire Mindset: • They live their whole life without realizing their passion vs They know what they are passionate about! • They live their life working on things just for money and never get to live their passionate about! • They live an average, boring, mediocre life vs Their life is filled with excitement and more happiness! • They do not excel in their craft vs They are the master of their craft because they are passionate about it! Exercise: (Write the answers below) • What do I enjoy doing the most? Realization 4: Realization your dream alone, then you are not dreaming big enough". —Scott Rigsby The other day I was talking to my wife, and she told me that our daughter Arianna (3 years old at that time) tells everyone that her daddy has got a jet plane. To which jokingly I said, "Why not? I will have a jet someday". My wife Asen started to laugh and told me that I had gone crazy. "Why not?", I said. "The only limit our mind has is the one we set for ourselves to owning a BMW. Why is it impossible even in one's entire lifetime?" 50 80% Mindset 20% Skills Definition of a Goal: "The object of a person's ambition or effort; an aim or desired result". For my whole life, I was told to have realistic goals because if you are not able to achieve them, you will lose motivation, or you will lose motivation, or you will lose motivation, or you will be disappointed. This is what our family, our society, and our school teach us. Be realistic goals. Be happy and satisfied with what you have. People don't have proper meals in a day; be thankful. Why do I have to think small and be glad that I have food, running water, and electricity? I am not saying I am not grateful for all that, but why do I have to keep the not-so-fortunate people as my benchmark? Why can't I think big and have the benchmark of people who are a hundred times better than I am? Why can't I be super successful, make lots of money, and help the needy with the same? I am glad the greats of the world did not listen to society and middle-class mindset people; otherwise we wouldn't be flying, sailing, going to the moon, working from home, and much more. What if the Wright brothers had paid attention to realistic society's limiting beliefs; then we would not be flying to different places today. Rather, we would spend days or even months reaching different places. If Henry Ford had listened to the society that only wanted horse carts, then we would not be driving cars today! Realistic Goal Mindset 51 Here is the new millionaire (Moe) mindset. Have a goal that is crazy. If people don't laugh at your goal, then it is not big enough. When I decided to touch 10 million lives, I was crazy too. That is when I knew I was on the right track and I kept going! "Your goals are not real goals if no one laughs at them". Have big juicy goals because the bigger the goal, the more effort you will put in. One of my friends had set a goal of losing 15 kg. She was weighing around 85-90kg and once she got to 70kg, she gave up on the healthy diet and put on 7 kg. again. Why did that happen? It is human psychology that once you achieve your goal, you go back to your middle-class mindset. Imagine she would set her going back to an unhealthy diet? Now, when she was 90 kg and would have told her friends that she would get a bikini body by reducing her weight to 55 kg, I am sure she would have been laughed at but that could have been a great force. When I started my body transformation challenge, I weighed around 72 kg. After completing 90 days of a proper diet and work-out schedule, I lost around 7 kg. Everyone around 7 kg. Everyone around 7 kg. Everyone around me started telling me that I was alming for, 6-packs. I told some of them and they understood, but others still laughed at me. If you were to lose weight, when would you put more effort, a 5 kg goal or a 25 kg weight loss goal? If my goal is small, then my action will be at a small level. Better to have big goals. This will keep us motivated to keep working towards them. So what if it takes years to achieve them. Have a long vision and a juicy goal. Middle-class Mentality Vs Millionaire Mindset: • Set realistic goals • Will not write goals every day Vs Writes down goals • Will never reduce goals but increase the effort Realization 4: Realistic Goal Mindset 53 Bonus tip: If you chase a monetary goal, your drive may phase out. If you notice, the money. Either they were passionate about it or wanted to help others. Do you think Steve Jobs, Muhammad Ali, Bill Gates, Oprah Winfrey, and other greats were chasing monetary goals? My body transformation drive did not phase out because I wanted to inspire others to work on their health. Imagine a doctor who is not fit himself. Imagine a doctor who is sick. Would people take them as their guide, mentor, or coach? Exactly! I will talk about health more in the coming chapter called "Health Mindset" and I am sure you will love it. Here is how I write down my goals: • I have built a strong legacy by helping, inspiring, and empowering more than 10 million people. I have been helping them for more than five years via transformational programs, mentoring, videos, bestselling books, workshops, Dev Gadhvi InnerCircle, Dev Gadhvi University Programs, CareNation NGO etc. • My family loves me more and more every day for spending OUALITY time with them, caring for them, and loving them like no one else would. Taking them on vacations to exotic locations around the world. 54 80% Mindset 20% Skills • My daughter, Arianna, is one of the youngest successful persons in India. • I have built my business in such a way that it only requires a 4-hour workweek and still generates more than \$100 million in revenue and \$50 Million in profits. • I have multiple sources of income from books, digital products like business, sales, and social media universities, keynote speeches, mentorships, Dev Gadhvi innercircle, royalties, endorsements, investments, etc. • I have built an amazing body that is admired and envied by many. I have great fitness with excellent stamina, strength, endurance, and MMA level endurance. • I have my NGO CareNation that is helping millions of street vendors grow their business through innovative business ideas. Exercise: • Think of the goals you wanted to achieve for Health, Business, Family. Realistic Goal Mindset 55 • Multiply that 5X or 10X • Write it down every morning and every night. • Write your goals as if you are living them (Present tense). • Look at your goals and visualize them first thing in the morning so that they will push your subconscious mind, and they will become real to you. • Share your goals with all the people. Some will appreciate them, and some will try to demotivate you. Either way, you will push yourself to make them happy or prove them wrong. 56 80% Mindset 20% Skills Realization 5: Abundance 50+ years ago, there was a time when aluminum was called a rare metal. It used to come in the form of bauxite, but there was no process to purify it. Only when the process to purify it. Only when the process to purify it. of money and success because they have never seen the other side of the world where there is an abundance of knowledge and secrets to make lots of money. Here is shortage of money Vs Money is everywhere! • There is a shortage of good people Vs Good people are everywhere! • No one in hiring Vs There are lots of jobs. I just need to work hard to find one even if I need to start for free. • There are very few opportunities to work with big brands Vs There are lots of jobs. I just need to start for free. • There are very few opportunities to work with big brands Vs There are very few opportunities to work with black vs There are very few opportunities to work with black vs There are very few opportunities to work with black vs There are ver Realization 6: Money Mindset 57 Just look around, are there not people making billions of dollars? Do you see the crores of rupees spent on infrastructure and more. Start believing that there is enough of what you need out there, and just get your share! Realization 6: Money Mindset "You cannot get rich thinking poor". —Grant Cardone I come from a "not so well-to-do" family where my father was working as a truck driver for a transportation company. Since my family had borrowed money, I had to send money back home every month. In the year 2003, I used to save Rs. 3,500 (\$50) from my Rs. 6500 (\$100) salary every month, and this made me realize the value of money. At that time, I didn't know about active and passive income, nor did I know how to make my money grow. When I started my career in sales, I only knew that I had to sell more to get big fat commission checks. Hence, I had a mindset that told me to close more deals in order to make more money. There were a few things about money that I learned after talking to millionaires and billionaires. Some people would say, "Money is not everything". Guess what, they are broke. Ask a rich person and he will tell you that money is important. If I have lots of money, I not only live a good life, but help others as well. Money is power. 58 80% Mindset 20% Skills People told me that money is power and gives you freedom to choose what you want to do with your life. Hence, I started looking for ways to get rich. I studied millionaires like Robert Kiyosaki, Grant Cardone, Gary Vaynerchuk, and Dan Lok. I started learning everything there is about how to make money. I realized there is no shortage of money. Rather, there is a shortage of knowledge of how to make money. There is a shortage of people who know how to make money; there is a shortage of people who know how to make money; there is a shortage of people who know how to make money; there is a shortage of people who know how to make money. There is a shortage of people who know how to make money; there is a shortage of people who know how to make money. There is a shortage of people who know how to make money. There is a shortage of people who know how to make money; there is a shortage of people who know how to make money. There is a shortage of people who know how to make money is a shortage of people who know how to make money. There is a shortage of people who know how to make money is a shortage of people who know how to where I teach passion preneurs how can they build multiple sources of income by exchanging their knowledge and skills. Look around you; you will find plenty of people who buy expensive properties, go on luxurious vacations, wear luxurious brands, and who have money flowing from them like water from a waterfall. These people were not born with a silver spoon in their mouth. These are selfmade millionaires and billionaires who think that money is available in abundance in exchange for their skills, knowledge, and experience. They know that money is simply exchange for their skills and knowledge, and experience. They know that money is available in abundance in exchange for their skills and knowledge, and experience. who use to spend hours watching Prison Break and Game of Thrones until I realized it doesn't Realization 6: Money Mindset 59 help me make more money is not important in life please unfollow me, we will never work together! "Money is like your hot and beautiful girlfriend who only gets attracted to and stays with the person who pays the most attention to her". —Dev Gadhvi I discovered an income quadrant, based on how we can make money (This is inspired by Robert Kiyosaki) 1. Job 2. Self-Employed or Small Business 3. Corporate (Own a big business) 4. Player/Investor Quadrant 1 - Job: Most people remain in the first Quadrant and exchange their time for money. This is thanks to our education system, that is mass producing workers. People in this quadrant live on a single stream of income for their entire life and never become super rich. They save money their whole life and spend it on major events like marriages, medical emergency, owning a house and car, and saving for retirement. They do not spend money on self-education and have no idea how to make a lot of money from it. Let us take an example of Martin who is an advocate and works for a company on salary. Martin could be: • Making good money but hates his job or • Making less money and love his job or • Making less money a working for money. Quadrant 2 - Self Employed or Small Business: Martin took a risk and found the courage to switch from a job to becoming his own boss by starting his small business. He could have a couple of people working for him, but he does most of the work including prospecting, marketing, accounting, execution, consulting etc. In short, he has become a slave to his own business. If this doesn't work as planned, he will go back to Quadrant 1. Martin starts to enjoy working like this. After a year's struggle as he starts seeing money coming in, he does not have to report to anyone, and he works very hard every day. But 90% of businesses fail in first five years due to lack of Realization 6: Money Mindset 61 process, people, funds, systems etc. Income stops if they go on a break. This is because Martin starts to think of himself more than adding value to others and solving their problems. Ninety percent of the remaining 10% startups fail in next five years. Quadrant 3 - Corporation or A Big Business: This is where Martin makes his wealth and enters the top earners group. This is where Martin has all the systems, processes, and people with premium products at affordable prices. The business is at affordable prices or serving selective people with premium products at affordable prices. The business is at affordable prices or serving selective people with premium products at affordable prices. goes on holidays, the money will keep coming in. You must aim for this if you want to become super rich! Quadrants and is investing into his friend's startup, real estate, and other ventures. All he needs to do is gain knowledge of the market and invest in the right areas. The returns could be very high. This takes years of work but is for sure the best place to be in if you are looking to enter the rich league! Now, let us look at various money mindset 7 by breaking old myths before you make money in a real life! 62 80% Mindset 20% Skills Money Mindset 7 by Number 1: Enough Money Mindset "Just Enough Money" thinking is the root cause of "Not Having Enough!" How much money is enough to live life the way you want to? People get caught up in "Just Enough thinking" and end up in a "Not Having Enough!" How much money is enough to live life the way you want to? People get caught up in "Just Enough thinking" and end up in a "Not Having Enough!" How much money is enough to live life the way you want to? People get caught up in "Just Enough thinking" and end up in a "Not Having Enough!" How much money is enough to live life the way you want to? People get caught up in "Just Enough thinking" and end up in a "Not Having Enough!" How much money is enough to live life the way you want to? People get caught up in "Just Enough thinking" and end up in a "Not Having Enough!" How much money is enough to live life the way you want to? comfortable life that can withstand any economic meltdown. Multiple your income goal by 10 to correctly estimate the amount required to live an awesome life. That is what your goal should be. Money Mindset Tip Number 2: Value vs Time Why do people pay you? They do not pay you for your time. They pay you for the value you create. Let's understand this with the story of Mahesh (a mechanic). You take your car to his workshop. He says that he will fix it for you at Rs 2,000, to which you agree. He takes approximately two hours as he is new into this profession. You watch him do his work and pay him when it is complete. After a couple of years, Mahesh is now experienced in his field, and you go to him to get an issue fixed. He quotes Rs 3,000. However, this time, he fixes the issue in less than ten minutes. Money Mindset Tip Number 3: Making Money is in the Mind 63 See the difference? The first time, he took more time. Effectively, he had charged you for the value that he had created for you and not for the time. Now as a person you may think that he just took 10 minutes and charged you more than last time. See, he is not charging for his time; he is exchanging the value and not just your time. Most salaried people just exchange their time for money. Of course, they have targets and they create value as well but mostly they are bound to work certain hours even if they finish their work in half the allotted time. Money is in the morning, imagine you are going to make double the money today compared to yesterday. Imagine what you will be able to do with all the extra money. You will be able to fulfil your dreams, go on luxury vacations, help millions of people, etc. Imagine the feeling, the excitement and the happiness it brings you. "You become rich twice, first in your mind and then in reality". If you cannot see it in your mind, you can never have it in reality. Start believing and living it before you have it! 64 80% Mindset 20% Skills Money Mindset 7 Tip Number 4: Is There a Universal Formula to Become Super Rich? Yes, there is. Success leaves clues. If you would be much further ahead in life than 90% of your colleagues. Having said that, do not just copy. Be creative and customize their formula in your own way. When I started my social media branding, I just followed what others had been doing and added my creativity and my personality to it. For instance, Grant Cardone wrote books; I started writing them too. Grant Cardone had training programs; I will have mine too. Gary Vee made #DailyVEE; I made the to reinvent the wheel. Just learn the proven strateg

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