

**Health Biz**<sup>™</sup>  
*Mastery*

UNLOCKING WEALTH: 5 KEY  
TRANSFORMATIONS THAT CATAPULTED US TO  
SELF-MADE MILLIONAIRE STATUS



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# 5 SHIFTS WE HAD TO MAKE TO BECOME SELF-MADE MILLIONAIRES

1

## **MINDSET SHIFT FROM SCARCITY TO ABUNDANCE:**

Instead of focusing on limitations and scarcity, we embraced abundance thinking. We believed in endless opportunities and were open to exploring various avenues to create wealth.

2

## **RISK-TAKING SHIFT FROM FEAR TO COURAGE:**

To reach millionaire status, entrepreneurs must be willing to take calculated risks. This shift required us to move beyond the fear of failure and embraced the courage to pursue ambitious goals and ventures.

3

## **FOCUS SHIFT FROM “WORKING IN” TO “WORKING ON” THE BUSINESS:**

Entrepreneurs often start by working in their businesses, handling day-to-day tasks and operations. However, to scale and grow into a million-dollar enterprise, we had to shift our focus to working on the business by developing systems and processes, delegating tasks, and strategizing for long-term success.

4

## **VALUE CREATION SHIFT FROM TRANSACTIONAL TO TRANSFORMATIONAL:**

Successful entrepreneurs understand the importance of creating value for their customers beyond simple transactions. We focused on providing a “WOW” experience, solving real problems, and building long-term relationships with both our community and team.

5

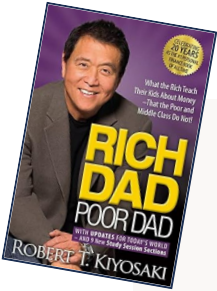
## **FINANCIAL INTELLIGENCE SHIFT:**

We created financial score cards for the offices and developed a keen understanding of the finances of each office. We had to become financially literate to invest wisely, manage expenses effectively, and diversify revenue streams to build and preserve wealth.

# Bonus

## 6 TRANSFORMATIVE BOOKS THAT PROPELLED OUR COMPANY TOWARDS GREATNESS, LEADING TO 8-FIGURE SUCCESS

### LEADERS ARE READERS!

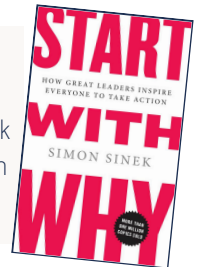


#### RICH DAD POOR DAD

By Robert T. Kiyosaki—Don't work for money! Instead, have money work for you by acquiring assets (things that put money into your pocket) and not liabilities (things that take money out of your pocket).

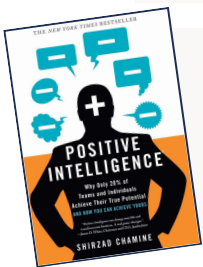
#### START WITH WHY

By Simon Sinek—Understanding and communicating the underlying purpose, or “why”, behind an individual or organization’s actions, beliefs, and values are crucial for success and fulfillment. The book emphasizes the power of purpose-driven leadership and the need to align actions and decisions with the underlying “why.”



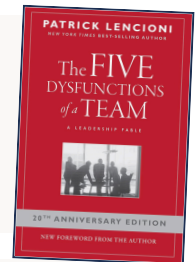
#### POSITIVE INTELLIGENCE

By Shirzad Chamine—Stanford professor, Shirzad Chamine, guides the reader on how to improve their positive intelligence, or PQ, to be happier and achieve their true potential in life and work.



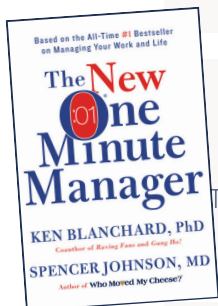
#### THE 5 DYSFUNCTIONS OF A TEAM

By Patrick Lencioni—Examines why effective teams are so rare and provides specific recommendations for eliminating barriers that lead to dysfunctional teams.



#### ONE MINUTE MANAGER

By Ken Blanchard and Spencer Johnson— This short book recounts three techniques of an effective manager: goal setting, praising good work, and addressing problems immediately. These techniques will help boost team morale, improve performance, and increase productivity within a company.



#### GOOD TO GREAT

By James C. Collins— Describes how companies transition from being good companies to great companies. The book discusses concepts such as hiring the right people, staying disciplined, and focusing on metrics. He also presents the concept of “Big Hairy Audacious Goals”, or BHAGS, which are lofty, yet achievable goals that inspire and motivate your team.

