

# DISCOVER

THE **FASTEST WAY** TO  
**BECOME SUCCESSFUL**



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SERIAL ENTREPRENEUR

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# INTRODUCTION

There are a lot of different ways to achieve success in today's world, that's for sure. But when it comes to succeeding fast there is one method that stands above all the rest.

It's a method that I myself used in my own career and it's a method that thousands of others have used as well.

In fact, if you were to take the top Internet entrepreneurs of today I'm sure almost all of them, if not all of them, used this method to some degree to launch their careers, overcome roadblocks, and achieve greater success.

So what is this method that stands out from the crowd and that can allow you to develop a clear path toward achieving all the success you desire.

## It's finding a mentor!

Now before you say, I can't afford to spend money on a mentor, let me be clear with you:

**You can't afford NOT to spend money on a mentor!** Look, you've heard the expression it takes money to make money, right?

Well, to achieve success as an entrepreneur you are going to have to be willing to spend money on yourself. There is just no way around it.

When it comes to spending money, there are few ways better to spend it than on a mentor.

I'm going to explain it all to you in this brief book. I'm going to talk about the reasons to find a mentor and the benefits you can expect to receive and I'm going to share a lot more along the way.

All I ask is that you approach this subject with an open mind. Do that and I'm sure that you will quickly see why finding a mentor is one of the absolute best things you can do to ensure success as entrepreneur.

I mean ... imagine being able to skip over the trials and errors that everybody else starting out in your industry has to go through.

Imagine what kind of head-start that would give you. Imagine having a wise mentor, who has seen it all and done it all, to turn to when you run into issues.

That would be priceless in and of itself. There are so many other benefits to finding a mentor.

We'll talk more about them later. For now, please get comfortable, eliminate distractions, and read this important book now.

This information could make a dramatic difference in your career trajectory ... and allow you to achieve success much faster.

# CHAPTER 1

## Who Am I?

For those unfamiliar with me and my story, here is a quick recap.

My name is Annetta Powell and at the age of 24, I was tired of living paycheck to paycheck and I decided that I was no longer going to work as a Materials Coordinator for Johnson Controls, a job I had started when I was 19.

I graduated from the University of Phoenix in June 2002. My dream at the time was to become a director at a company, but once I graduated, I realized that I was never going to become a millionaire working for someone else.

True wealth comes from having multiple streams of income, which is also known as diversifying your income. Once I realized I could never become rich working for someone else I decided it was time to take control of my financial future, so I purchased my first real estate property for \$18,000. After making the necessary renovations, I was able to sell it for a profit of \$24,000.



# ANNETTA POWELL

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# The Fire was Ignited

Since 2001, I have purchased, renovated and sold more than 600 properties totaling \$50 million dollars in real estate sales. I maintained a steady flow of success through my real estate empire. Strong, determined, and optimistic about the future that lay ahead of me, I knew that all of my dreams could come true despite any hardships in my past. Born to deaf parents, I grew up with 6 sisters and 1 brother in Pontiac, Michigan.

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# Real Estate Changed my Life

In 2007, carrying a wealth of knowledge about the real estate industry, I published my first book, "Finding, Fixing & Flipping" properties. Then I started spreading the word and sharing the secrets of my success through real estate training seminars.



# Learning to Overcome Obstacles

I didn't grow up with a silver spoon in my mouth, things weren't given to me. I've had to scratch and claw for everything. I've faced huge roadblocks and overcome them. For example, I've survived domestic violence and a brutal sexual assault.

In September 2008, I was Investigated for real estate fraud and was later indicted in November 2011 for Mortgage Fraud for assisting buyers with down payment money to purchase Investment properties. In December 2014, I was sentenced to 24 months in prison. I served my prison sentence at Alderson Federal Prison, which is known as "Camp Cupcake," it's the same institution where Martha Stewart served her prison sentence.

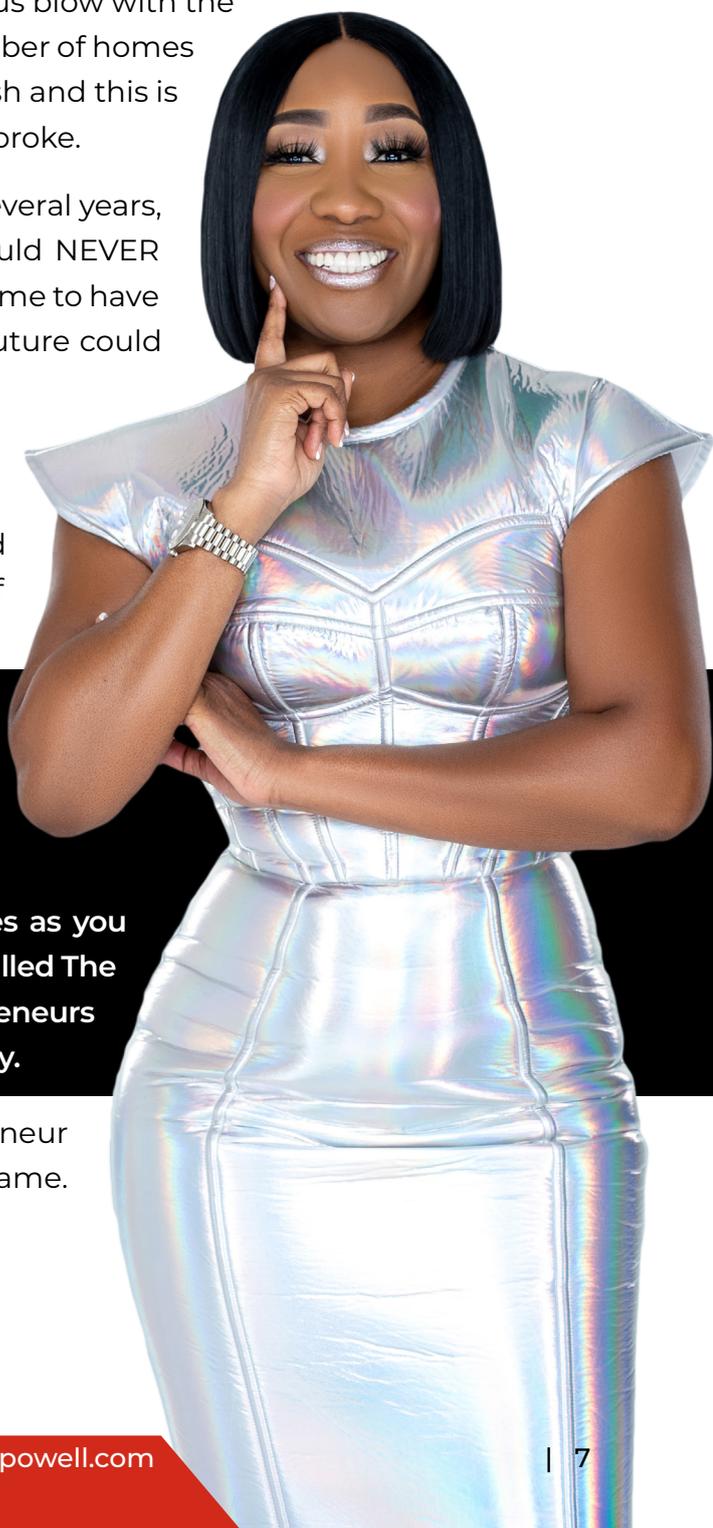
While I was dealing with these legal problems, the bottom fell out of the housing market. As you know back in 2009 Michigan took a tremendous blow with the housing crisis. At that time, I had purchased a number of homes but was unable to sell them due to the market crash and this is when my life took a serious financial turn – I went broke.

Real Estate had been my meal ticket for the past several years, but I finally came to the realization that you should NEVER rely on one source of income. The recession taught me to have multiple streams of income so that my financial future could be more secure.

So I made a decision to diversify my income due to my experience of being broke in the past. Now not only am I a real estate investor but I have learned how to build wealth through multiple streams of income. **I now own:**

- ✓ Real Estate Investment Firm
- ✓ Five tax stores known as Speedy Tax Stores
- ✓ A luxury party bus company
- ✓ And I am still starting new business ventures as you read this ... for example, I formed a network called The Wealth Connect where I help other entrepreneurs turn their entrepreneurial dreams into a reality.

I've become the very definition of a Serial Entrepreneur – and now I want to show you how you can do the same.



# My New Role

During my career, I've learned that with vision, drive and determination you can achieve your goals. I'm living proof of that. I now have a great desire to help others see just how powerful they are inside, too.

Now that I am living my dream life, I have decided to create a special network, which I'm calling The Wealth Connect. My mission is to help thousands of people master entrepreneurship and build wealth all at the same time.

Through experience, I have learned that true wealth is built from having multiple streams of income ... I want to show you exactly how to build wealth through The Wealth Connect.

I also love to give back to the less fortunate and I have become well-known for helping the community through the **Abram Powell Foundation**, a non-profit 501C3 which is the result of a partnership I formed with my father, mother, and sisters to benefit the hearing impaired (Deaf Community).

You know, an author once said,

**// Our souls are hungry for meaning, for the sense that we have figured out how to live so that our lives matter, so we can help make a difference while we are on Earth... What frustrates us and robs our lives of joy is this absence of meaning."**

Far too many of us settle for mediocrity instead of searching for real meaning and real satisfaction.

If you follow my lead you will learn how to create true freedom in your life. You will grow as an entrepreneur and as a human being. I would love to share my knowledge with you. Let's grow and build wealth together and become the true artist on this canvas called life.

A great way to stay connected with me is to follow me on Instagram –

<https://www.instagram.com/annettapowell/>



Scan to join!



## CHAPTER 2

# Why There is Nothing Like a Mentor

You would not have expected to learn to speak, to read and write, or to ride a bicycle without the influence and guidance of your parents.

In much the same way, you cannot expect to learn the secrets to success in your chosen field without the advice of a person who knows those secrets already, and has lived them every day.

When it comes to advancing one's knowledge in a given field, there is nothing like a mentor.

You could try your ideas and your strategies from scratch, if you like, but it is often the case that the sum of a mentor's experience can save you from a great deal of error and setback.

If you can find someone who has been in your shoes before, and who has demonstrated success over a long period of years, you will have access to a wealth of incredibly valuable (and more importantly, relevant) ideas that will help you build your business and realize similar success.

One of the great things about having a mentor today is that you can be mentored from afar.

You don't have to physically sit down with a mentor look at them face-to-face.

Now you can easily be mentored online or over the phone, which can save travel time and expense.



# But is It Really Worth the Money?

I can't stress this enough ... you have to be willing to invest in yourself. If you are not willing to do that one thing, chances are you won't ever get to where you want to go.

**You have to be willing to pay to learn.** A mentor can tell you about the biggest mistakes they have made and help you avoid making them yourself.

This can save you time and money and make your entrepreneurial journey so much easier.

The simple truth is mentors have already paved the way for you because they have invested in themselves. By spending a ton of money on their own self-education, they are now in a position to pass what they have learned on to you.

Mentors understand that self-education is what really opens the door to earning a fortune. You have to be constantly gaining knowledge and skills to make – and continue to make – a lot of money. A good mentor can ensure you do that.



# CHAPTER 3

## Reasons to Find a Mentor

Mentors help less experienced individuals through the learning process by building trust and providing positive behavioral examples, much like teachers do.

With this in mind there are many reasons why an entrepreneur looking to launch a successful business and career would want a mentor in their life.

### Reason #1 **Been there, done that**

Mentors are excellent providers of information. Mentors have gone through comparable milestones to yours, whether you're starting a business, returning to school, or changing careers. Since they have already gone through it, they can relate their experiences to your own and offer suggestions on how to, for example, save money, reduce stress, and be more productive.

### Reason #2 **Constructive Criticism**

It may be difficult to get the kind of input from friends and family that you need to make a change in your personal or professional life. Mentors provide helpful feedback intended to strengthen your life's weaker areas. Without this understanding, it might be harder to grow personally. Encourage mentors to provide feedback on how you can strengthen your plan of action to achieve your objectives.

### Reason #3 **Personal Development**

Mentors seek out strategies that promote personal development. They may assign you to work on a certain assignment to gauge how well you perform after they are aware of your talents and abilities. They might give you another assignment to test you based on how you did, or they might give you in-depth feedback on what you did well and what you could do better. Mentors seek out learning opportunities that support your ongoing development.



## **Reason #4**      **Motivation**

Mentors provide assistance and words of inspiration when you need an extra confidence boost to help you persevere through challenging times. Without a mentor, you could have more negative thoughts in your day-to-day interactions, particularly when tackling challenging topics or problems. Despite the difficulties, positive support inspires you to keep giving it your all.

## **Reason #5**      **Limit Setting**

Boundaries that specify social norms and provide you with a sense of security are often the foundation of successful mentorships. Mentors establish sensible boundaries that benefit you. For instance, mentors offer advice on setting priorities, defining undesirable conduct, and scheduling a work-life balance that is healthy. Mentors assist in raising awareness of any problems that might be harming your emotional health and in offering answers to any problems with boundaries.

## **Reason #6**      **Another Viewpoint**

Mentors can offer unbiased opinions on topics you care about since they have a neutral position in your life. Mentors are an excellent source of advice, for instance, if you have numerous ideas for a venture but need assistance deciding which one is ideal. Mentors offer advice based on their prior experiences that they feel is most appropriate for your situation.

## **Reason #7** **Trusted Resource**

A mentor-mentee relationship must be based on honesty, openness, and transparency. Having a mentor who is an impartial third party and whom you can trust is a valuable resource. Mentors try to gain your trust in a number of ways, such as being punctual for sessions, paying attention to your tales, and maintaining the confidentiality of your information.

## **Reason #8** **Goal Setting**

Mentors are the ideal partners to hold you accountable if you need assistance developing and achieving goals. By establishing new goals for you and giving you direction on how to proceed, your mentor can aid in the advancement of your entrepreneurial career. Write down a list of objectives when you initially start the mentoring relationship that make you uncomfortable in a good way. Recognize that the source of this discomfort is a fear of change. Once your goals are attained, take note of how this dread changes into excitement.

## **Reason #9** **Fresh Perspective**

Because it enables you to better understand who you are and what you want to become, working with a mentor can change your life. Even though they are not therapists, mentors support the sensations of awareness and discovery that can only be attained through deliberate effort. Once you've shared your life with a mentor, you might want to do the same for others. This will help you improve as a leader and provide you fresh insight into the world.

## **Reason #10** **Connections**

Having a mentor increases your chances of making new professional connections, which could open up new entrepreneurial options for you. This can be an extremely valuable (and profitable) aspect to having a mentor in your life.



# CHAPTER 4

## Benefits of Finding a Mentor

The simple truth is even the most challenging entrepreneurial questions can be answered with the help of a mentor relationship that offers guidance and encouragement.

Having a mentor also opens you to connections that can provide you with a variety of advantages. In a cutthroat industry, a mentoring relationship can give you a leg up you didn't even know you needed.

For these reasons, it is basically impossible to exaggerate the value of having a mentor.

Even a single chat with a mentor can have a good effect on your career trajectory. Remember, mentors have been there and done that so they are able to see options you don't see. They can broaden your horizons, provide you guidance on how to function in the marketplace, and more.

Did you know that in the corporate world employees with mentors are five times more likely to get promoted than those without them? In addition, 75% of executives say that mentorship has helped them advance their careers!



# Mentorship is also great for entrepreneurs!

Here are just a few of the benefits you can expect to receive from having a mentor:

- 1.** You can carve out an entrepreneurial path that fits your unique passions, talents, and interests thanks to the aid of a mentor.
- 2.** A mentor can help you uncover strategies to advance your career.
- 3.** A mentor probably has experience in that same difficult situation that you are facing right now.
- 4.** A mentor may teach you important life lessons and show you the right and wrong ways to do things.
- 5.** When tough decisions need to be made, a mentor can act as a sounding board.
- 6.** By introducing you to people, mentors can assist you in expanding your professional network.
- 7.** Mentors act as coaches who can support you through periods of transition or change.
- 8.** Mentors act as your biggest supporters, encourage you, and drive you to achieve more than you ever imagined!
- 9.** Mentors can motivate you and help you stay on task.
- 10.** Getting a second (and occasionally more knowledgeable) perspective is always a good idea!



## Here are even more benefits of having a mentor:

### **Clear Path –**

A great mentor will have already found much of the success you desire. Consequently, a mentor will be in a unique position to offer practical advice on how to support you in achieving your goals. They will be able to save you from making costly errors by sharing their own experiences, which will eventually hasten your professional advancement.

### **Encouragement –**

Sometimes all it takes for someone to achieve is hearing that they can. A mentor will have a vested interest in your success and will support you in all of your career-related pursuits. A wonderful method to make sure you'll stay inspired to keep progressing is to have your own personal cheerleader.

### **Honest Feedback –**

Your professional development depends on your ability to recognize your personal strengths and shortcomings with accuracy. A mentor will be able to provide you with candid comments on your performance, highlighting both your strengths and places for development. A yes man may boost your ego, but they won't help you gain the critical leadership abilities you need.

### **Accountability –**

Letting yourself down is one thing, but disappointing someone who has invested their time and support in seeing you succeed is quite another. It will be harder for you to give up or slack off on accomplishing your goals since a mentor will hold you responsible for your actions. The bottom line is that when you're not the only one who cares, you'll care more about your development.

### **Expanded Network –**

As we mentioned in the last chapter, having access to a mentor's reliable network of contacts is one of the main advantages of having a mentor. Most likely, your mentor will put you in touch with others who can further your professional objectives.

# CHAPTER 5

## Unlock the Best in Yourself With a Mentor ... **Just Like I Did!**

When the bottom dropped out of the property market back in 2008-2009, I found myself in trouble.

Up until then, I was focused on real estate investment (I've made more than \$50 million in real estate sales). Suddenly I was without my main, and only income source.

Since real estate had been my bread and butter for several years, I was forced to scramble. I couldn't let the market crash paralyze me from pursuing my dreams.

Because I wanted so much to become financially independent and stay as my own boss, I pulled out all the strength and faith I had and made a promise to myself that no matter what happened, I would never go back to my old lifestyle again.

Unlike many people in similar situations who become "shell-shocked" and stay stuck with what they know, I took a brave step and ... paused. That's right, I took some time out just so I could decide on the appropriate actions to take.

My soul searching led me into network marketing – where I promptly made NOTHING (NOT A DIME) in six months.

**It was at that point that I made the life-changing decision to turn to a mentor.**

That was honestly one of the best decisions I've ever made.



My mentor opened my eyes to all the things I needed to know to succeed.

I discovered that basically no one can thrive on their own. Having someone to guide me by the hand helped me so much.

My mentor boosted my knowledge level and my confidence and helped me develop the winning attitude and leadership skills that have carried me to where I am today.

“ In other words, my mentor put me on the path to earning six and then seven figures! ”

Today I can say without a doubt that if it weren't for my mentor, I wouldn't have achieved such a high level of success.

I would have wasted so much more time as well as money if I did not make the decision to hire a mentor. So ...



**Don't Put Limits  
ON Your Success!**

**Discover How  
to Get THE right  
Mentor You Need  
to Overcome  
Obstacles & Achieve  
YOUR GOALS!**

Athletes, of course, understand the value of having a mentor or coach – it allows them to achieve levels of performance they likely would not be able to achieve on their own.

**Well, having a mentor/coach has the same effect on non-athletes.** If you want to truly succeed online ... If you want to build a profitable business as quickly and easily as possible ... If you want to be happier and more satisfied with your life ... then a mentor can help you achieve those goals.

Or more specifically, I can help you achieve your goals.

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## What I Will Do for You



As your mentor, I will carefully consider everything about you – your values, your goals, your wealth/career, your work-life balance, your fulfillment and your life purpose.

**Then I will work closely with you to design a plan that is specific to your needs and aspirations.**

Next, I will give you the guidance and insight and encouragement you need to turn your goals into a reality so that you can live the successful life of your dreams.

# Learn What to Do & What Not to Do from Someone Who Has Been Through it All

I've gone broke and I've served time in prison ... but I've also become a published author, a well-known speaker and a Serial Entrepreneur.

**Today, I am basically a money magnet – a person who knows how to build wealth through the creation of multiple streams of income.**

I was able to turn my situation around and I'm living my dream life.

Now that I am living my dream life, my mission is to help others master entrepreneurship and build wealth all at the same time.

Through experience, I have learned that true wealth is built from having multiple streams of income ... and that's exactly what I want to show you how to do.

## My accomplishments:

- ✓ Since 2001, I have purchased, renovated and sold more than 600 properties totaling \$50 million dollars in real estate sales
- ✓ In 2007, I published my first book, "Finding, Fixing & Flipping" properties
- ✓ I now own multiple tax preparation stores that have produced over \$1.8 million in just three months and I am starting new business ventures all the time

I've become the very definition of a Serial Entrepreneur – and now I want to show you how you can do the same!



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# Building a Business is Not Easy – and Life is Often Not Easy as Well

But I've learned that with vision, drive and determination you can achieve your goals. **I'm living proof of that.** I now have a great desire to help others see just how powerful they are inside, too.

If you follow my lead you will learn how to create true freedom in your life. You will grow as an entrepreneur and as a human being. I would love to share my knowledge with you.

Here are just some of the benefits you can experience with me as your coach. I will:

- ✓ Help you see yourself much more clearly
- ✓ Help you identify the gaps or roadblocks that exist between where you are and where you want to be – then I'll show you how to overcome them
- ✓ Get you to make thought, action and behavior changes that you are much less likely to make on your own and that are essential to your ultimate success
- ✓ Provide you with the structure, accountability, and support you need to ensure sustained commitment

With me as your mentor you will get crystal clear about your goals. You will also identify blind spots that are holding you back, often without you even realizing it – and there is much more. I will also help you:

- ✓ Stay on track to success ... and keep moving forward
- ✓ Recognize which weaknesses need fixing and which are best left alone
- ✓ Get from point A to point B faster than you could on your own – you'll gain a competitive advantage
- ✓ Acquire valuable leadership skills
- ✓ And I will help you feel happier about your life

That's still not all. I will also help you:

- ✓ Find the most profitable money-making opportunities
- ✓ Build a money-making business step by easy step
- ✓ Overcome life's challenges and achieve true success
- ✓ Increase your confidence, passion and your drive to succeed

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# Without a Mentor You Could be Severely **Limiting** Your **Career** **Success**

You are also most likely putting yourself through unnecessary stress and uncertainty.

Trial and error is no way to start a successful business. Chances are you'll be out of funding long before you figure it all out.

Let me be the trusted guide you need to achieve success as fast as possible. I can help you avoid costly mistakes and will make sure you stay on the fastest, most direct path to success.

I will help you identify and focus on what's really important. I will accelerate your success.

To get started, **visit**

**[www.coachmeannettapowell.com](http://www.coachmeannettapowell.com)**

now.



# Right Now, I Am Accepting a Select Few Hungry Entrepreneurs

I'm looking for people who have yet to tap into the potential of their abilities and achieve the exceptional results they've only dreamed were possible up until now ...

Because they've never had the chance to be mentored and trained firsthand by someone who has proven again and again and again throughout her career that she knows how to take build wealth and achieve greater self-development.

So, if you are sick and tired of just dreaming about achieving prosperity and financial security and if you think you have the desire and commitment it takes to be one of my mentees, I urge you to sign up today.

visit 

[www.coachmeannettapowell.com](http://www.coachmeannettapowell.com)

## to get started.

### THIS IS YOUR CHANCE TO:

- ✓ Get over your fears and guide your business or team to greater success
- ✓ Adapt faster to change so that your business becomes or stays a market leader
- ✓ Set targets for yourself and your business and ensure that they are reached
- ✓ Regain a personal life and start having more fun without having to worry about work all the time
- ✓ Get your business to run more smoothly with less drama and conflicts to sidetrack yourself and staff
- ✓ Delegate better so that you are free to focus on other important matters that otherwise might get lost in the shuffle
- ✓ Spend more time planning and less time fighting fires
- ✓ Become respected as a leader and increase your value
- ✓ Increase your influence and succeed on your own terms
- ✓ Reduce stress and start getting more done
- ✓ Send your confidence soaring and start being seen as brilliant, talented and gifted by those you manage

- ✔ Create positive momentum for your business and for yourself
- ✔ And much more

Being an entrepreneur can be lonely. You may often feel like you are on your own, especially when there is a hard decision to make.

**With me as your mentor you'll also gain access to expert advice** from someone that has seen it all and that can help you overcome challenges and achieve greater success.

If you need a “sounding board” I can be there for you. If you need assistance applying certain strategies to your particular situation, I can help with that as well.

I understand the needs and concerns of today's entrepreneurs and will work closely with you to ensure your success.

**MY GOAL IS TO HELP YOU SUCCEED.  
AFTER ALL, YOUR SUCCESS TRULY IS  
MY SUCCESS AS WELL.**

To help ensure your success, I offer motivation, encouragement, insight, and much more.

When you choose me as your mentor, you are selecting a partner that is dedicated to meeting your needs and providing you with superior service. Your satisfaction is my #1 priority.

### **I CAN HELP YOU:**

- ✔ Upgrade your skills so that you feel confident in your role as an entrepreneur
- ✔ Take stress-free vacations where you don't have to worry about what is happening at your business or if you are going to return to a “dumpster fire”
- ✔ Make better progress in a shorter amount of time – stop working 70 hour weeks and feeling like you are not making any headway
- ✔ Transition between leadership styles so that you are the right leader for the right situation
- ✔ Control the chaos so your business's productivity surges
- ✔ Develop better work relationships by making staff feel good about themselves
- ✔ Develop a plan and get your staff to rally around your vision
- ✔ Build a team from the ground up that you can trust to get the job done
- ✔ Become more structured and focused so that your business hits its goals quicker and easier
- ✔ Stop feeling overwhelmed and instead start getting more done than ever before

# GET THE MENTORSHIP YOU NEED TO PROSPER

I can help you identify problem areas and improve your knowledge and skills so that you can achieve greater success. I can also help you change your mindset and your actions so that you become a great business leader.

To get started, visit

[www.coachmeannettapowell.com](http://www.coachmeannettapowell.com)

NOW.

