

“How to *Really* Succeed With Joint Ventures...”

Overview: An in-depth look at what it *really* takes to experience success in creating, brokering and maintaining a joint venture relationship - and how practically *anyone* can do it if they're serious about it...

How to "Win" Before You Start

Joint ventures are far from "easy" to begin setting up - especially as a **broker**...

Dealmaking *does* get easier as you gain more experience (and confidence), but, just like riding a bike, you'll *surely* go through some rough spots on the road to success - and this applies to anything, really.

However, it is your *attitude* that will ultimately determine whether you succeed or fail. It almost has nothing to do with your skill level, your contacts, your childhood, your situation or "dumb luck".

Attitude is *everything*.

"You can have *anything you want* if you want it badly enough.

"You can be anything you want to be, do anything you set out to accomplish if you hold to that desire with singleness of purpose."

-Abraham Lincoln

It *clearly* shows when you believe in yourself and what you stand for.

Likewise, if you approach a potential JV deal with an attitude of "*I don't deserve success*", or "*I just can't see this happening...*", then chances are, it'll fall *flat*.

And yes, it's obvious. People can and *will* read you like a book, regardless of the words you say. **It *will* show.**

For some mysterious reason, we humans have a tendency to actually be *afraid* of accomplishment. I've seen this in myself, and to this day I *still* need to consciously reject that thought pattern.

The truth is, we don't "deserve" anything (materially) by *default* - it's up to us to individually decide what we *desire*. But it seems that our "default" disposition is to merely accept whatever comes our way and deal with it as it comes - while trying to *minimize* confrontation whenever possible. **Even if it means living in poverty, or accepting less (*much less*) than we desire...**

In fact, I've even found myself to be *relieved* when a JV proposal gets rejected, or someone says "No". **It's the strangest thing.**

And the only way to overcome this strange fear is to face it directly. Get out of your comfort zone. Think about how much a tiny amount of "discomfort" might be worth to you in the end - if you would only pursue *your* dreams with a vengeance.

Note: *If you find yourself "deal-hopping", or constantly skipping from one project to the next without really accomplishing anything - this is likely a matter of fear, more-so than simply "trying to succeed". Focus on each deal until it succeeds - or until it's obvious that it will not succeed, at which point you should drop it immediately.*

Get rid of whatever it is in life that's *really* holding you back. In many cases, this is actually people that are a negative influence on you. I'm talking about the ones that continually minimize your ideas to make themselves feel better, or persistently discourage you from succeeding as a result of *their* failure - which they want *you* to become as well.

People like that have *no* place in your life. I made the mistake of thinking too much of what certain friends and even family members thought of me and my ideas. The reality is that, whether they knew it or not, they were actually causing me to doubt not only my dreams - but my own *worth*.

"Adios, amigo!"

Most importantly, take action - massive, focused, unrelenting action.

What have you got to lose?

Nothing!

"History has demonstrated that the most notable winners usually encountered *heartbreaking* obstacles before they triumphed.

"They won because they refused to become discouraged by their defeats."

-Unknown

Whoever Said "Failure" Wasn't a Part of Success?

Don't be deceived into thinking that you're simply "no good" at joint ventures if your first few "flop". Those are the times that you'll actually learn the *most* about putting together deals, what to avoid and - literally - **how to succeed!**

As I'd mentioned previously, the first time you tried to ride a bike was likely a miserable experience. **It takes a while to get used to the idea of pushing forward - in faith that *momentum* generated from your persistent *action* will keep you from hitting the ground...**

There are many parallels between "learning to ride a bike" and becoming *consistently* successful with joint ventures, the most important one being that you *aren't* going to be an olympic cyclist the day the training wheels come off!

Success is a process. "Overnight success" is usually the result of years of attempts, failures, and *persistence*.

But if I can impart only one thing from this entire article - one thing that you would come away with and remember, it would be this...

DON'T GIVE UP.

Success is not some "thing" that others possess and *you* don't. It's simply an accumulation of wilfull decisions, persistence, imagination and massive action. There's *no* mystery to it.

Do what needs to be done - and pursue your dreams with a *vengeance!*

Chris Rempel, JV-Web.com

"All men dream: but not equally.

"Those who dream by night in the dusty recesses of their minds wake in the day to find that it was vanity.

"But the dreamers of the day are *dangerous* men, for they may act their dream with open eyes, to *make it possible.* "

-Unknown

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