



# COMMISSION EXPERTS



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## 1.1 Notes Summary

**Speaker:** Mark Yuzuik

**Date:** Thursday, April 19, 2018

**Location:** Commission Expo - Orlando, Florida

**Title:** “Success Combination Total Transformation System”

*Key Takeaways: “Your conscious mind thinks and analyzes where the subconscious mind reacts automatically. It's not hard to hypnotize you. It's hard to wake you up from the patterns and beliefs in the program that you run every single day of your life. Your language is the most powerful thing you have.”*

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### Millionaire Mindset

- **It's Easy!** The easiest thing to do is to get you to become financially successful. This is because becoming a millionaire is based on numbers, not emotion.
- **Actions!** Mere thoughts do not produce results. Implementing thought into action is the key. People that write things down, take more action.
- **Hypnosis**  
Some of you may not believe in hypnosis. But just because you do not believe it, does not mean it does not exist. It just does not exist for you.

### Getting To The Next Level

#### Three Keys

1. Have the right Mindset.
2. Goals are achieved with a clear “WHY”.
3. Make an Action Plan, then TAKE ACTION!



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## Abilities

- What we know and can learn.
- Super achievers have the right way of thinking.
- Every thought has a physical response.
- “Apply” what you know and can learn
- “Take action” to get desired results.

## Can I Hypnotize You?

- Who would like me to hypnotize them so that they never procrastinate again and get rid of fear?
  - Remember whether you believe in hypnosis or not, it makes no difference.
  - Your belief system determines exactly where you are in your life.

## Beliefs Can Help or Hurt You

- **Four Minute Mile**
  - People hold a global belief that it is impossible to do a certain thing until one person does it.
  - Breaking the initial four minute mile, and subsequent records, are an example.
  - Many started breaking the same 4-minute mile “barrier of belief”.
- **Realigning Thoughts & Beliefs**
  - Once done (4-minute mile), people realign to a new paradigm of reality.
  - Internal “belief” perceives the once impossible as “easily” attainable now.
  - Belief dictates our outcomes in life. Beliefs either propel or limit us.
  - Beliefs are programs in the subconscious mind responsible for current results.
  - Change your thoughts and beliefs and your results will follow.



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## Consumer vs Investor

You need to decide whether you are a consumer or an investor. Do you know the difference?

- **Consumer:** A consumer strictly wants to know how much will it cost me?
  - If you have the mindset of a consumer you need to put that aside because you are here at this event to be an investor.
- **Investor:** An investor, wants to know how much can I make?
  - It takes money to make money; however, not necessarily YOUR money.  
Example: If you had an opportunity to buy a house worth \$750,000 offered for \$20,000, would you find \$20,000 to secure that investment?
    - The mindset of an investor is to find the money or partner with someone who has the money. This is how an investor takes action.

## Mirror and Match

Do not give up on yourself!

Instead "mirror and match" someone who has accomplished the results desired and success will follow.

How many of you want to be a millionaire?

- "Mirror & Match" someone who has achieved results desired.
- Surround yourself with people you admire and want to emulate.
- You will learn and be exposed to their experiences and opportunities.
- By default, without thinking, you will follow their patterns and achieve similar results.

## Conscious and Subconscious Mind

Your mind has two parts:



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1. **Conscious:** thinks and analyzes everything.  
You made a conscious decision to attend events and increase wealth.
2. **Subconscious:** The subconscious mind takes everything literally.  
What you put in, is what you get out. It reacts automatically without thought.
  - Reacts prior to conscious realization.
  - Automatically reacts.
  - These programs override conscious desires creating unwanted results.

**Key Takeaway:** *“Your conscious mind thinks and analyzes where the subconscious mind reacts automatically.”*

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## Viruses of the Mind

- **Awareness:** Recognize your thoughts, beliefs, and patterns.
  - Personal computers get viruses without realizing it.
    - Programs lodge within subconscious without knowing it.
      - Negative thoughts, beliefs, and patterns are mental viruses.
  - A tipping point occurs when there are too many viruses
    - Once the negative thoughts, beliefs, and patterns take hold you will not do what needs to be done, because you have reached your tipping point.
  - Remove Viruses
    - Hypnosis (persuasion and influence) of the subconscious removes negative thoughts, beliefs, and patterns.
    - Do not ignore viruses in your mind; remove them with hypnotic strategies!
- **Procrastination:** is a bad program like malware.



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## Awaken from Hypnosis

Hypnotists get people to take action automatically. The conscious mind is put to sleep allowing direct suggestions to command the subconscious in reacting automatically. By removing fear and inhibition an individual knows what is happening yet responds automatically via the subconscious.

- Strategies exist to rid negative programs while empowering others.

**Key Takeaway:** *“It's not hard to hypnotize you. It's hard to wake you up from the patterns and beliefs in the program that you run every single day of your life.”*

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## Patterns of Restrictions

Consciously you have the desire, but unconsciously you created a “pattern of restriction”. Your conscious motivation turns to frustration with the “pattern of restriction” and you ultimately give up.

- **Thoughts have Physical Responses.**
  - Mind and body are in sync reacting automatically.
- **Identify Patterns of Restrictions**
  - Upon hitting a wall you lose motivation.
  - Develop a belief that what you want is not possible.

## Overcoming Patterns of Restrictions

You have two options when hitting a wall or block, “change the story” or “take action”.

1. **First Block is Hit:** *justify* “failure” or “lack of action” to avoid feeling guilty for failing or giving up.
  - a. Rationalize: “I am giving up because now is not the **right time**.”
  - b. Procrastinate: “Do it in the summer when you have **more time**.”
  - c. Conviction: Convince yourself you are really **busy right now**.
  - d. Blame: I do not have the right “partner”.
2. **Second Block is Hit:** You give up the sense of responsibility and rationalize there is no longer a gap between desires and reality by saying, “I make enough money, my life is good enough . . . .”



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- a. You desire an “extraordinary” life and settle for an “ordinary” life!
  - b. If you must settle, than settle for never settling!**
  - c. If you are reframing the story, you might as well do it in a “positive” way.
  - d. Life experiences are a result of what you “feel you deserve”.
  - e. Do not “focus” on “Patterns of Restrictions” because “*what we focus on is what we get*”.
3. Third Block is Hit: You lose your “drive and desire” and try to forget you ever wanted that dream. Being tired of trying, and experiencing all the emotional pain and guilt, people give up.

### Persuasion and Influence = Hypnosis

- **Persuasion and Influence.**

Somebody says something to you, you see, feel, hear, experience it, believe it to be true, and you act upon it.

- Greatest Influencers: Parents influence either negatively or positively.
- Other Influencers: Teachers, Friends, Media, and even Video Games.
  - i. CNN and Fox assign different meanings to the same event.  
TV Programming is “programing” or hypnotizing you.

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### Life Happens

We all have negative life experiences. But sometimes the most harsh things in life are our greatest gifts.

- It is not the event that happened, but the meaning that you give it.”
- What you believe to be true, is true for you.
- If you commit to something halfway, you back out all the way.
- You cannot stop an event that happened, but you can change what it means to you.

### Hypnosis for Programing

Someone who is hypnotized knows exactly what they are doing the entire time. However, they just feel compelled to do something without fear or inhibition. **What drives you is what you want.** Some successful people get to a certain level of success and **sabotage themselves because they have both good programing and bad.** Your goal is to not allow anyone to take control of your mind ever again.



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## Three Things That Will Change Your Life

1. **The Right “Mindset”** - Everybody's mindset is different. Explore what things mean to you and what drives you. Do not focus on the things that are not working. Instead focus on what does work.
2. **A Compelling “Why”** - You must have enough reasons “why” you want something to have a compelling life’s purpose. You do not know “how” you are going to reach your goal, but you are purpose driven and thus unstoppable. You will ultimately attain your desires because “reasons” drive your purpose and choices.
3. **The Moves You Make “Action”** - Create NEW programs within your subconscious to take correct action towards desired results.
  - Do not mistake being busy for being productive as time is your most valuable asset.
  - The mind does not know the difference between vivid imagination and reality. Thus, you get what your thoughts are focused upon.
  - What you “believe” to be true, is true for you. Placebos work 30% of the time because of belief.

## Clarity is Power

If you know your destination, you will always find a way there.  
The law of attraction works as you focus on framing things positively.

- Have clear written goals.
- Create a Vision Board

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## The Challenge

You will have 30 minutes to memorize 850 numbers at random but can not repeat a number. If you repeat a number you will lose \$2,000. However, if you complete the task flawlessly you will be given \$2,000.

- The pattern to accomplish this feat lies within you already.
- However, you develop a belief that it is not possible.
- Would you pay \$1000 for a strategy to accomplish this feat?



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- Most people would rather try to figure it out and save \$1,000.

This illustrates the very reason most are stuck today. The “Consumer” mindset focuses upon “how much it costs” and an “Investor” focuses on “how much can be made”. That is the root of the problem.

What if you counted by tens and then by hundreds? Do you see how many patterns you already have within you?

- Now that your mind has been expanded would you take the challenge?
- Do you know believe you can do it?

How you responded to this challenge applies to your business.

### The System

According to Dr. W. Edwards Deming, 94% of performance lies in *the system* not the people.

- Changing the “mindset” of the people while providing a better system is the key to achievement.

The problem is the program that you are running and the limitations you place upon yourself. These limitations are not based on what you can achieve, but instead on what you “feel you deserve”. This “self-defeating” program may not be your fault, but it is your responsibility.

- **You have a moral obligation to become successful, and to pay it forward.**  
Otherwise you are negatively influencing your children, grandchildren, and everybody else within your circle of influence.

### Syntax of Words

- Think of a number between one to four. Again think of a number between one to four. Was your number three?
  - Think about what was asked. 70% will choose the number 3 and 20% percent will choose the number 2. This is because the way the question was worded.
- The syntax of the question was “Think of a number one, two, four. Your subconscious mind automatically gives you the answer. You didn't think about it. Instead you reacted automatically. Isn't



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that powerful?

- **Your language is the most powerful thing you have.**

***Key Takeaway: “Your language is the most powerful thing you have.”***

Do a search using [Google](#) on “hypnotist gets out of speeding ticket”. This proves the point.

- A bunch of letters together is called spelling.
  - In some dictionaries to spell is to “cast a spell”.  
What is the “spell” that you are casting upon yourself?
  - Words affect the subconscious of yourself and others.
- A series of words strung together is a “sentence”.
  - We “sentence” ourselves and others through language.
  - Instead of saying “He’s overweight.” You could say, “I believe that he has excess weight that does not belong to him. I believe he borrowed it long enough and it is time to give it back.”

Now you understand the nuances involved when programming the subconscious mind of yourself and others. You also learned that your subconscious mind will quickly find an answer be it wrong or right.

- Understand “language patterns” to increase your business as you craft emails or even sales copy.
  - Word something to elicit a desired response using Neuro Linguistic Programing (NLP).  
Just this one strategy will make you more money than you could ever imagine.

So understanding what exactly is going on in your conscious and subconscious mind is important.

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## Self Observation



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- Self observation is knowing “**When**” and “**Why**” you are doing something. Adjustments may be made before, during, and after when you possess self-observation of what is happening.

## Action Based

There are three ways to create a new pattern or program. You must have:

1. The right “**Mindset**”
  2. Enough reasons “**Why**”
  3. The will to take “**Action**”
- **Get Leverage** - Note: We are motivated more by pain than pleasure.
    - Massive Pleasure
    - Massive Pain

## Applying The Process (\* See Appendix; page 12)

*(Example - Watch the video where Mark works with an audience participant.)*

## The 10% Rule:

- The mind can achieve 10%
- A domino effect occurs with incremental adjustments.
- Subconscious finds new patterns and behaviors to succeed.

## Weight Loss:

- **10% Less:** Do not deprive yourself as the mind says NO WAY! Stay away from pain and move towards pleasure never depriving yourself. Instead make it simple, easy, and fun.

## In Business:

- **10% More:** You can do 10% more: promos, money, funnels, advertising, ventures, etc.

## Over-all:



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- **90-Days:** Practice the 10% method four times a year to compound results.
  - **Subconscious:** When results are realized through action, new patterns are created.
  - **Results:** Results motivate through momentum.
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### In Review:

Understanding how the mind works. Leveraging strategies you can attain what you want. Hypnosis is nothing more than influence and persuasion on yourself and others.

- **Mentors:** Surround yourself with mentors and like-minded successful people to “mirror and match”.
- **Coaches:** Find an accountability partner or hire a coach like Mark and Omar.
- **Investor:** Invest in yourself. Feel worthy.
- **Change Beliefs:**
  - Create Patterns of Behavior
    - **Conscious:** Your conscious mind is the creative part.
    - **Subconscious:** Your subconscious takes everything literally and automatically reacts.
- **Pattern of Restriction:**
  - Hit a wall and give up.
    - Take a certain action to destroy that restriction.
- **Vivid Imagination:** The mind cannot distinguish between what you imagine and reality.
  - Make a Vision Board
  - Write your Goals Down
    - Create compelling reasons “why” you want something.



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- **Language:** Language is hypnotic as you cast spells through spelling and sentence people with sentences. NLP is powerful as you word certain things to influence and persuade.
- **Mindset:** A new mindset is created by leverage. Claim it to have it. Be a Millionaire even if your bank account does not reflect it “yet”. Do not limit yourself, become unstoppable. You have limited yourself long enough.
- **Procrastination:** (Watch video of Mark working with an audience participant.)  
All Mark did was influence William to get to his subconscious to get a different result.  
Change is simple as it is about influence and persuasion.

To no longer procrastinate your need to:

- Create Leverage - What is the story?
  - Make a Commitment
  - Find New Meaning - Create a new story.
- 
- **The 10% Rule:** Incremental change either additive or subtractive.

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## \* APPENDIX

**Applying The Process** (*Example - Watch the video where Mark works with an audience participant.*)

At this point Mark asks, “Who has children and has tried to make more money for them?” and an audience member named William emphatically answers, “I DO!”. William is asked a series of questions surrounding his “why” and “desire”. It is discovered that William has all the right reasons “why” he wants to earn more money which is his two daughters and his faith in God.

Mark asks, “William, if I were to give you a check for \$100,000 to increase your profit over the next 90 days by 10 percent, would you do it?” William quickly responds YES! Mark asks the audience, “How many believe William has tried for his children, for his faith, for everything he stands for? Yet he never succeeded. But yet, when he is offered \$100,000 in 90 days, there is no question about it. So what does that tell you?”

How many saw how fast William answered with conviction? *Does that mean he cares more about money than his family and God?* I am NOT trying to tear you down William but instead understand how your mind works.



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Here is what just went through his mind at that split second; \$100,000! Do you understand the pattern he's running at that moment?

William's subconscious pattern is reasoning, "When I have \$100,000 then my children will love me, I will have more respect, I will be able to contribute more." All this and more went through his mind without even consciously thinking about it. Remember, **your subconscious mind reacts before your conscious mind.**

William has tried to earn more money but deep down he knows subconsciously that his children and God will love him unconditionally. Thus without him trying, it is okay for him to fail.

Now Mark points out that William is a big influencer in the lives of his daughter and in his faith. Thus, by not taking action he is demonstrating that it is ok to procrastinate. He is teaching his daughters to lower their standards in order for them to connect and love their dad. So now the very thing William does not want for his children is what he is practicing. At this point, William has to have some accountability and be willing to change no matter what it takes.

Mark wants to associate pain with William's accountability as a motivator. The deal Mark makes with William is that if he doesn't increase his profits by 10% over the next 90 days he will have to sit down with his two daughters and look them in the eyes and tell them that he did not love them enough to increase his profit by 10% and they have to go homeless for 10 days. this is because you do not have enough love for them rather than

his desire to procrastinate and not take any action. Mark is trying to get William motivated through massive pain to where it doesn't feel good..

Mark is trying to give William a new identity of what procrastination means to him changing procrastination from a minor discomfort to severe pain. So before Williams subconscious allowed him permission to procrastinate regardless of his conscious mind thought about procrastination. So Mark is destroying the permission to procrastinate anymore in creating a new meaning for William. Our mind will always move away from pain and towards pleasure. If you tell yourself you need to earn a hundred percent more money in 90 days

your mind will shut down. However a 10% increase over a 90 day period is perceived as reasonable and attainable.



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