

BU LETPROOF MINDSET

HAVING THE RIGHT MENTAL
ATTITUDE TO BE SUCCESSFUL

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CHAPTER 2

HOME FIELD ADVANTAGE

Michael Jordan

At the age of 15, while a sophomore in high school, Jordan was passed up for the varsity basketball team, instead being assigned to the junior varsity team. He cried after he saw that list without his name on it. But instead of giving up, his mom convinced him to push forward. Every time he thought about stopping his training, he would picture that list without his name on it.

He was able to take failure in stride. He allowed it to push him rather than to entirely defeat him. At the age of 21, he entered the NBA as a professional basketball player for the Chicago Bulls, where he would go on to win six championship titles and become one of the most impactful players to ever play the game.

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Home field advantage is having the right environment to become successful. It's not just going out there and having an idea and trying to make it happen. You have to have a support system. Think about a young kid somewhere out there in the world who could have been the next Michael Jordan, the next Mia Hamm, the next sitcom star, or the next Grammy winning artist. However, while the kid was singing around the house into the remote control, their parents who are supposed to be their support system, told the kid to shut up. Maybe the parent was having a bad day and said "Hey, you're really annoying, be quiet!" Imagine what those words could do to that kid's mindset? Right there could have been the next Grammy winner for best song of the year, but instead they got a sense of fear and doubt for what they loved to do. Or think about a kid that was outside, bouncing a baseball off the wall of the house. The parents would come out and say, "What are you doing?! Stop doing that, that's annoying!" Imagine having that drip into your mindset at such a young age. It can create fear, hostility, doubt, anger, shame, shyness, a whole bunch of different negative feelings because it's coming from the people that are your support system as you're growing up, your home field. That can have some serious effects long term. I know people that to this day are still affected by thoughts like that coming from their support system when they were kids.

I remember when I was starting out in business, trying to become successful, I didn't have a positive support

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system at home. I was out trying to make things work, trying to provide a better life for my family and I would come home to someone bringing me down saying things like “It’s not gonna work, you’re just wasting your time. It’s not gonna work.” All these negative things made me question what I was doing... but my bulletproof mindset didn’t bring me down. When I realized that I had so much negativity pushing down my dreams, I realized that maybe this situation, was not going to change. Maybe I had to change my Home Field. I just got to a point in my life that I realized that I was going in one direction and my Home Field was going in the complete opposite, and that is exactly what ended up happening.

Now, I’ve been able to become successful because of my support system, MY Home Field Advantage. My family, my wife, my kids, my friends, they understand me and understand what I do, and they support me in doing those things... they’re my #1 cheerleaders! I know in the back of my mind that if I go out there into the world and give it my all to provide an amazing quality of life for my family that I can come home and have the support and love of my favorite people. That’s Home Field Advantage.

Right now there’s a bunch of athletes in the minor leagues, people starting new businesses, people working towards promotions, that are giving it their all, sometimes for years. The moment that they get to the next level that they desire, their lives could completely change for their families. The only way those people can soldier on and

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fight for their dreams, is if they have a support system at home that is helping them push forward. If they don't, they probably will never make it to the next level.

The key to having Home Field Advantage is to make your support system a part of your process. This is why I always suggest to make a dream board together with your family. WHY do you want to be successful? WHY do you want to make it big? Maybe you want that bigger house, the bigger backyard, the better car, live in a better neighborhood. Make the dream board together. Get your family involved. Take a drive to the neighborhood that you want to live together. Take pictures in the car that you want. Don't forget that your support system is involved as much in what you're doing to become successful as you are. Maybe they're not doing the grinding part of the process but they're there when you wake up, they're there motivating you throughout the day, and they're there when your head hits the pillow.

You may be thinking about it right now and you're saying "I don't have Home Field Advantage right now. I don't have the support system I need to be successful." I've been there, and I didn't know that I was there until I was OUT of there. This is where your mindset is key. Lucky for me, I have a powerful mindset that got me through not having Home Field Advantage. Directly or indirectly, not having that support system definitely affects you, I don't care who you are. If you're trying to make it in sports, you might hear something in the back of your mind telling you

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you're about to miss this goal. Or if you're doing real estate, as you're driving to the listing to setup your street signs, you hear a voice telling you again that "You're not going to sell this house." If you don't have the strong will to get you through this, you're not going to make it, you're not going to be successful.

I grew up with friends who to this day, never grew up. They think it's still 1994. They live in the past, they talk about the past and that's what their whole life is made of. They are 100% my friends and I love them but I don't let them affect my daily life. I'm not going to push them out of my life, but I'm also not going to take advice from them. I'll see them from time to time, once in a blue moon and that's fine with us. I understood I needed to surround myself with people that were going to make me raise my game. I needed to surround myself with people that were in a different league so I had the motivation to get to that next level. I didn't wanna stay in the minor leagues, I wanted to get to the majors so I needed to start playing with major league players.

Home Field Advantage is also a direct reflection of the people you hang out with the most. They say that you are who you hang out with, the law of association. I'll give you an example. When I golf with people who are really good golfers, I actually do really well. I FEEL like I'm not doing that well because those people are really good golfers but I am doing way better than I would if I was golfing with people who aren't so good. Sometimes, I'm the best golfer

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out there on the green! But that's because I'm playing with people who are horrible! And that's the thing, sometimes, you may be at the TOP of your game but take a look back and make sure that you're playing the right game.

If you are the best out of your circle of friends in terms of success, it may benefit you to hang out with a different circle. That way, you aren't the most successful person, and have something to aspire to. That's what I mean about maybe having to change your Home Field. It's not because you don't wanna be friends with people anymore, it's because you aspire for more and you need that challenge from people more successful than you. I talked about being uncomfortable in the last chapter, and this situation is probably one of the MOST uncomfortable things you could do. But you don't have to do it permanently, you can do it temporarily. It's ok to do that.

The bottom line is support. Whether you're a real estate mogul that's traveling all over the country to sell commercial land or you're the company CFO pulling late nights and early mornings or you're an athlete with games all over the world, if you don't have Home Field Advantage, if you don't have that support system, it's going to affect you.

Maybe YOU'RE the person that needs to be supporting someone. In that case, know that they're doing this not only for themselves but also for you. Let them know that they can do whatever they put their mind to, that they have the desire and work ethic to do it but they also have the

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support system in you while they're out there building their dreams.

I know people personally that could fly if they had the right Home Field Advantage. Some I'm related to, some are friends. Knowing what I know now about Home Field Advantage, it's kind of sad knowing that they could be so amazing if they just had the support they needed.

Now, you can have the absolute best Home Field Advantage in the world... but if you're lazy, it's useless. Even if you have amazing support and love at home, if you don't get up, step up, and play the game, you ain't going anywhere.

CHAPTER REVIEW

- ❖ Home Field Advantage is having the right environment to become successful.
- ❖ A negative support system can affect your entire life.
- ❖ Don't let people stuck in their past bring you back with them.
- ❖ The key to having Home Field Advantage is to make your support system a part of the process.
- ❖ Home Field Advantage is also a direct reflection of the people you hang out with the most, the law of association.
- ❖ Sometimes, you may have to reflect on your Home Field and adjust accordingly, even if it's temporary.



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Visit my website at www.angelolvera.com and follow me on my social media to see what I'm up to.

You can also reach my team at business@angelolvera.com or fill out the form on my website if you'd like me to speak at one of your events, from a big 10,000 seat arena to your small group of 30 people. I can help you and your team/ coworkers/family/friends get started on their new careers, new professional journeys, entrepreneurial conquests, just like I did.

Thank you for reading and remember to keep that #BulletproofMindset!