Newsletter Article:

"Do You Write Like A Self-Made Millionaire?",
A Special Report by Bart Baggett

Based on the book:

Handwriting Reveals Your Success Potential and How You Can Improve Your Odds.

Do you have what it takes to become a multi-millionaire or historical leader of people? Do you write like real estate tycoon Donald Trump or perhaps the visionary orator who changed the face of America - Martin Luther King, Jr.? What does it take to go from humble beginnings to a life of influence, contribution, and wealth? Are you on the path to being a self made super success: having abundance of time, money, and freedom to do whatever you want?

It isn't necessarily luck, hard work, or timing that makes you rich. In most cases, self-made men and women from all walks of life have certain personality traits in common. Therefore, in completely different circumstances, cultures, and having different resources, these people make the right decisions that make them rich. Are you headed in the right direction?

I've spent much of my adult life researching this topic. I am insatiably curious about how some people lead a life of luxury and others, with equal or greater potential, choose a life of misery and poverty. I am always asking the successful people I meet, what it took for them to get there. The answers vary and many weren't quite sure themselves how they had accomplished so much. But as I looked at their handwriting, certain patterns and themes emerged. In fact, with few exceptions and high accuracy, I can now spot a person on the path to greatness, just by looking at their handwriting. Likewise, there are
certain different traits that failures often possess... I have trained myself to spot those, too.

I have narrowed down the hundreds of handwriting traits to what I believe to be the key personality characteristics that are common among achievers and especially self-made millionaires. (I should note that financial accomplishment is not my only criteria for being successful. In fact, many of the super wealthy no longer, or never were motivated by the money. If you are planning super success in areas other than cash, read on... many of the same personality traits are relevant to the Martin Luther King Jr.'s and the Bill Gates of the world.)

Check out the signatures or real estate tycoon Donald Trump. Nice pointed m's and n's indicate his brilliance. Martin Luther King has an abundance of enthusiasm and high goals! Donald Trump/ Martin Luther King [http://www.myhandwriting.com/million/sig1.html]

US Senator John Glenn is also a national hero: the first man to orbit the earth way back in 1963. He wasn't a one hit wonder. He went on the hold a seat in the United States Senate and go BACK into space near his 77th birthday. Do you think he has ambition? Check out his t-bars and think about his success. We could all learn a thing or two about success from Mr. Glenn.

John Glenn [http://www.myhandwriting.com/million/glenn.html]

I'm going to show you some of these traits so you can compare it to your own writing. If you don't already possess the traits, there is good news. You can adopt them in your own writing and make them yours. It requires a little time, practice, and accepting two important beliefs

1) "I can change."
2) "My past does not equal my future."

If you can say that to yourself and it feels true... read on. You've completed the first step to wealth and success.

You see, the past does not have to equal the future. So, even if you had a crummy childhood; if you had a parent who told you how dumb you were; if you had a mother who told you weren't attractive, etc. - none of that matters now. Because your future is completely up to you. Isn't that an exciting proposition? A fresh start. That is the first step to creating your future, put anything negative about your past behind you and leave it alone.

So, What Does It Take To be a Millionaire?

Before we discuss the personality traits that INCREASE the odds, let's talk about your beliefs, which are not necessarily revealed in handwriting, BUT JUST AS IMPORTANT.

Obviously, it would be nice to have a rich family. If you take out inheritance and marriage as the key factor for someone's financial well being, one important element is usually left - the person's expectations and beliefs.

Do you believe...?

- "People have money"
- "Money is abundant"
- "I expect to have money and nice things" - "Money flows to good people (and I am a good person)"

When children are raised with beliefs like these, it is only natural the child creates more of the same in his or her own life as an adult. Remember, you can choose to adopt those beliefs now. No matter what your childhood was like. You see, your beliefs create your identity. Once you have the identity of a
person of wealth, people and money flow toward you like water flows downhill... naturally.

What I'd like you to realize is no matter what your background, no matter what your education, you can achieve fantastic success. That's not just success in terms of money. You can achieve success in the area of your career, your family, your hobbies. If you're an artist you could sell your works for hundreds of thousands of dollars. If you're a mother, you can become a great parent. If you're an athlete you could achieve the gold medal or just perform at your best level ever. Whatever arena you're competing in, you can achieve great things. Money is only one symbol of success. Self made rich people simply have mastered the ability to exchange thoughts and energy for material things.

You may have noticed that I started this "personality profile" of an achiever with the concept of "beliefs". Yes. Absolutely essential. The combination of the personality traits we will discuss in a moment support, and often are directly related, to someone's beliefs about themselves. When you adopt some of these traits for yourself, you will find your beliefs changing for the better, too. (Even if you are already great!)

Now, there are many ways to change your beliefs. There are three fun sources I recommend...

1. Change your handwriting (more on this later in this article and my personal favorite) (New : Change Your life in 30 Days Workbook and Tape. see: http://www.myhandwriting.com/change/chlf30dy.html)
2. 2) Use advanced mental imagery like time-line therapy or NLP. Brett Thomas created two great audio cassettes called Belief Blaster and Double Your Income. (http://www.myhandwriting.com/booksetc/cassette.html)
3. 3) Read Stuart Wilde's fun book about the spirituality of attracting money called The Trick to Money Is Having Some (http://www.amazon.com-- search for Stuart+Wilde)

Which SPECIFIC Personality Traits Do You Need for Success?

Successful and wealthy people vary tremendously in their age, race, temperament, working styles, and even ethics. Taking that into consideration, I have narrowed down the personality traits which contribute to their success, no matter what their background might be.

Do a self-test as you read this next section. Stop, take a moment and copy this sentence in your normal handwriting. If you always print, go ahead and write it twice, once in print and once in cursive (even if it is sloppy and looks like a fourth grader). Then, compare you writing to the people in the article.

Copy this sentence:

I said, "You and your silly rich monkey, do not go home to the zoo!"
I just might make my first million this year. That sounds fun. - Your signature.

#1 Self - Confidence.

Now this may sound obvious, but if you lack self confidence - your lack of belief will be your worst enemy. What happens is at a fundamental level you lack the belief system that you can achieve what you desire. For example, if you come up to the plate to hit a baseball and you lack confidence to know that you can hit it here's what happens. Instead of your mind thinking, "Bring it on you crummy little ball, I'm going to hit you out of the park", what often happens is the dominant thought is based in negativity or fear. So your internal voice might say "I'm going to strike out. I just know it."

Now, that thought actually predicts the future because it sends signals to your muscle to miss the baseball when it's thrown.

If you lack confidence in any situation you put pictures in your mind of failing. And often, your body
(physiology) gets depressed and sad because of the thoughts and beliefs that you have allowed into your brain. You miss, and therefore, you met your expectations.

On the other hand if you have true confidence that you are going to achieve, your mind works for you, not against you. When you get to the plate, your body follows the pictures that you had given it in your mind. Which means you hit the ball in the proper direction, at the proper force. You hit a home run.

This happens to all areas. If you're in a restaurant looking at a pretty girl or good looking guy and you have confidence that they will like you, you will take the appropriate action and say "Hello". You will come up with the right thing to say. If you're in a business meeting negotiating a price and you have confidence that you're worth a certain price, then they will pay you that price.

In handwriting analysis, confidence is seen in a couple of places. The most important location is the letter T. Write the word cat to check your own t-bar.

c a t

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See "Cat" at:
http://www.myhandwriting.com/million/sig1.html

Note: A T-bar crossed on the upper 3/4 of the stem indicates high goals and a good self image. The higher the better, but keep in touching the stem.

Above is Bart's bad illustration of a good/ high t-bar using the limits of text only. If you want to see another sample, go to

http://www.myhandwriting.com/traidic/index.html - see my signature in the banner

(Bart Baggett w/ a high t-bar) or click on the trait called enthusiasm, another high t-bar illustrated.

You'll notice that people who cross their T on top of the stem (these are lower case T's) tend to have a higher self esteem, higher confidence and overall more sense of self worth. Therefore, although in isolated situations they may be beaten, over the long term, they win. It's like a great general said, you can win the battle and still lose the war or you could lose the battle and still win the war. Confidence endures over small setbacks. So look for the high T bar in your own handwriting, and if you don't have a high T bar go ahead and change it now. We don't have time in this article to discuss all the benefits of Grapho therapy but literally, changing the way you cross your T it can affect your self image.

This is true in both our most recent national hero Astronaut/ Senator John Glenn and even actor Michael J. Fox. See

Senator John Glenn, sample
http://www.myhandwriting.com/million/glenn.html

Michael J. Fox, sample
http://www.myhandwriting.com/million/fox.html

Another way to look at your self image is the size of your signature. Obviously, a very tiny, tiny, tiny
signature could mean a lack of confidence or your place in the world. (Capital letters, specifically, must be tiny, too.) And, on the other hand, a signature that is incredibly too big could mean some arrogance.

We see a lot of rock musicians and movie stars with huge signatures. Some are illegible. I like to personally recommend somewhere in between but the capital letters in your signature have to be strong and bold. Often, when you see very big bold strokes of handwriting or when a signature is much larger than the rest of the writing, that is a sense of pride and ego saying "Hey! I'm worth it. Give me the spotlight."

And I must be honest, I also have a healthy ego. I am someone who has written books and been under the spotlight on numerous TV shows. If I didn't have a sense of self importance, an ego saying "What I have to say is important. So listen up." There's no way I could have achieved the things I have.

So look for a underline in the signature. It is usually a good sign. When you see a bigger than normal signature, you see ego coming out.

If you look at my signature, I underline my name and make my t-bars as high as I can. But, I don't want to have a signature too large, I'm working on being more humble.

The next element of self made millionaires is depth of handwriting. This is hard to illustrate here, without an original. But it's real easy to notice if you just take your finger and feel the pressure of a sample of handwriting. I always flip the paper over and feel if the pen made an impression on the back side. (OJ Simpson's pen went through the page. Wow!) We include a sample of OJ Simpson's writing in our Standard Home Study Course.

*** Depth of Feeling or Emotional Intensity ****

The harder you press on the paper, the more emotion you possess, the more intensity, the more depth of feeling. Therefore, if you write very heavy on the page one metaphor is that you may forgive but never forget.

Now, interestingly enough, this is not always a great trait. In fact, very few of these traits in isolation are always good or bad. But, as you combine them together they have a wonderful result. I take that back, the self-esteem and determination are usually wonderful traits. Of course, like anything... if it's taken out of context it could be bad. Determination and persistence, which we'll get to in a minute, would not be good for society if it was part of a mass murderer's handwriting. I have seen this many times.

We do go over some of these "exceptions" and "criminals" in our certification and home study course. If you are not enrolled in this course, please check out the current $200 discount special and one year money back guarantee located at http://www.myhandwriting.com/learn.

It will change your life!

The harder you press on the paper the more intense and enduring your emotions become. What I find in most successful self-made millionaires is that they get an urge to achieve something, and it drives them. It obsesses them. They think about it day and night. An accurate indicator of this trait is heavy pen pressure.

Test yourself: If your hand hurts from pressing too hard on the pen and paper, you are a heavy writer. If a copy machine has trouble seeing your pen marks because your write so light, you are a light writer.

For example, if you have strong emotional depth and someone angers you to the point of revenge or hatred, you will still hate them many years later. Likewise, if you fall "in love" with someone you'll probably still feel deep feelings many years later. Even if the relationship has long ended. In some cases,
as you know, the deep feelings are just as intense, but we label them differently after an ugly breakup. If you have lots of break ups in your love life, you will handle it much better if you are a "light writer".

One of the most pleasant personality traits that I enjoy in other people that I don't happen to have myself, is light handwriting. If someone has light handwriting, and if they get mad at you they forget about it the next day. And likewise, if they're in love with you they may not be in love with you the next day. They just don't get too bent out of shape for very long. If they want to start a multi-million dollar business one day, the next day they may not care about pursuing the idea.

As you can see, this trait is like a "Turbo", it intensifies whatever emotion is present. Therefore, this trait can be good and bad. But, I find heavy writing is usually present with successful people involved with long-term projects.

In your case you have to look at your own handwriting, evaluate your own personality, and decide which traits you have now that support your success in a positive ethical way and which traits do not. If you do not have heavy handwriting, it doesn't mean you have to put it in there to be successful. If you do want to add this "intensity" to your life, please make this addition only after you look at all other aspects of your personality. Remember, you are just intensifying what you've got. So make sure you have changed anything negative or bad...

or you're turning up the heat on the ugly part as well as the wonderful part.

*** Overcoming Adversity ***

The next trait is very important, and you'll see different variations of this personality trait, sometimes with different labels. I think they all work together. The three traits that I'm discussing now are enthusiasm, persistence, and determination. Enthusiasm is shown by a very long stroke. Often in the crossing of the letter T. So if it's extra long, it's lots of enthusiasm. You ought to notice that the opposite of enthusiasm be a very short T bar perhaps on the left side of the stem, and that would be someone who procrastinates. Obviously if you procrastinate excessively you may never get around to achieving your goals.

c a t

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Long T-bar indicates enthusiasm

"cat"

http://www.myhandwriting.com/million/sig1.html

Also people whose handwriting has very short T stems tend to start projects and not finish them. Which of course would be a lack of enthusiasm. Enthusiasm is the enduring emotion of excitement. (Some men with that... you know... short endurance sexual problem... have t-stems that are just a dash - no lasting energy.)

Also, see other samples at:

Similar to enthusiasm would be traits like determination and persistence, although a little different in behavior, very useful and when they're all tied in together, you have someone who's very
powerful and usually achieves what they desire.

Persistence is shown by a double cross T bar, much like a star. If you think about drawing the star on the side of the Dallas Cowboy's helmet you go down, up to the left, never pick up you pen, and back to the future. One metaphor for remembering this trait is someone hitting difficulty head on, going back into the past evaluating what works and what doesn't, and then coming back toward the issue head on. Of course, all the while never picking up the pen. see "persistence" located at: http://www.myhandwriting.com/traitdic/trtdict7

**** T-bar indicating persistence *******

When you see this in someone's handwriting, realize they are very powerful people who tend to hit the wall and then break through it with great triumph and success. The only downside is they often stay on the same path too long when they realize there could have been another path with less resistance.

The third trait is determination. Again these all sound similar, and they are distinctly different in the handwriting. If you combine them all together you get a massively powerful result. Determination is more of a physical drive rather than simply setting your mind on something and achieving it, like persistence. Persistence tends to focus on local goals and long term goals. Drive is a combination and an addition of strong energy.

If you have a strong drive, you might get up at 5:30 in the morning and go home at midnight in your work. You could do that for weeks on end. You often see drive even in letters like Y and G that have complete loops, but the down stroke is very heavy; a lot heavier than the up stroke. What you look for is any down stroke that is substantially heavier or even longer than other handwriting samples or other strokes. I often see it in the letter T or M which is an unusual way to end a letter.

My friend Curt Hanson has the most dynamic sense of determination I've ever seen. I've shown an example here of a rendition of his signature. And notice that the last letters, t and n, go down far below the base line.

To see a replica of Curt Hanson's writing click here:

curt hanson, sample
http://www.myhandwriting.com/million/sig2.html

Curt had a unique experience that formed his strong sense of determination. [In fact in his case... survival.] When Curt was less than age three, he was diagnosed with a form of cancer that the doctors considered fatal. Up until that point in the early '60's, no one had ever survived this form of cancer. Now, he did survive through the chemotherapy, the drugs, the surgeries, and the months of recovery strapped to a bed unable to move his spine.

He has felt more physical pain than most soldiers could endure. He has been in and out of hospitals until the age of 20. I believe the development of the trait determination was a direct result of his physical ailments and his mental decision to survive.I tell you this story with permission because he is so thankful that he is alive to tell it. He's one of the most happy, optimistic, and playful people I know. He says his attitude is such "because every day to him is a gift." His determination is unlike any I've seen. Therefore, in his life, in his business, everything works out fine. Nothing is a struggle for him because he has overcome so much more. Is he a self-made millionaire. I'm not sure of his net worth, but he will be if he sets his goals in that direction. Is he successful. Absolutely. A great marriage, a great business, and he is happy.

I've also discovered that determination of this magnitude is often a result of physical challenges when someone was young. So when you see determination in other people's handwriting understand that they
are determined to meet all their goals and that it's also a level of energy in addition to persistence.

I believe the Dallas Cowboys' quarterback Troy Aikman displays many elements of determination, and as you know he's a very successful athlete. He also lost many games on the way up to the top. He had to consistently endure, and throughout his time he's been one of the healthiest quarterbacks considering he's won so many NFL Superbowls. One of his autobiographies references a medical problem that he had to overcome when he was a child. So I do believe that strong determination is often dealt with and learned through physical challenges which is often why athletes become successful in business. They learn to overcome and they take the same route in their business.

NFL Champion quarterback Troy Aikman. Notice the double cross capital letter "A"... persistence and the long straight lower zone strokes... determination.

Troy Aikman, signature
http://www.myhandwriting.com/million/sig2.html

Here is a short review of the success traits I've discussed so far...
We usually see determination, persistence, enthusiasm, high self-esteem and confidence.

What I'm about to reveal is only known to a small percentage of handwriting experts in the world. Gathering this type of information from someone's handwriting is why many of our Home Study Course Students are earning $150 per hour!

You will find some of these traits described in our free on-line dictionary,

http://www.myhandwriting.com/traitdic/index

but to really get a deep grasp of them and how one relates to the other, you will have to enroll into one of our courses.

**********
BONUS SECTION
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This section is a bonus of how specific traits can increase a personality profile when combined with other traits. Every personality trait listed can be found in handwriting. Enjoy. The following traits will increase the propensity for success.

Acquisitiveness
aggressiveness
decisiveness
attention to details
directness
enthusiasm
generosity
imagination
initiative
optimism
organizational ability
persistence
positiveness
precision
pride
desire for responsibility (or fame)
self-confidence
self-control
tenacity

The following traits will decrease your chance of success.

Caution
confusion of interests
deliberateness
inattention to detail
indecisiveness
perfectionism
procrastination
self-underestimation
shallowness
yieldingness

The great thing about this research is that all the traits listed above can be spotted in someone's handwriting. I wouldn't go as far as to say every trait you want could be obtained by a simple stroke of the pen, but some of the significant characteristics can be influenced through grapho-therapy.

If you are feeling curious to know where in the handwriting the above listed traits appear, rest assured they are all explained in full detail in our Standard Handwriting Analysis Home Study Course.

You can even start with our 10 Minutes or Less starter kit, which has over 100 personality traits explained on a video, book, four tapes, and even the handwriting flash cards. What's more, it's on special for half price this month.

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Finally, I'm going to add a couple of more traits to this list of Success Traits.

They aren't absolute necessities, but I do find they help. Quite often that the more intelligent people tend to be more successful, but there is always a Mike Tyson to throw off the curve.

Intelligence is not found in just one stroke of the pen, it is a combination of many various strokes and speed and rhythm, etc. (In fact, for a complete discussion on intelligence you might want to listen to the Audio portion of our Certification Home Study Course). We have found that people who make quicker decisions have needle point M's and N's. Like the example of Donald Trump's handwriting. He's incredibly bright and intelligent. On the other hand, there are very successful men and women with more round, fluffy handwriting. These people have more of a cumulative procedural type of thinking, but intelligent none the less. (Thomas Edison for example)

Thomas Edison
http://www.myhandwriting.com/million/sig2.html

Also, a sense of rhythm can contribute to intelligence. The better your spacing between words, the more consistent your handwriting, the better your sense of rhythm. Rhythm adds intelligence. Truthfully, intuition is also a sign of intelligence and a lot of people are not familiar with the concept of intuition as a part of intelligence. But remember, intelligence is processing information and coming up with a
good decision. Intuition is a 6th sense; it's taking information from your gut feeling. Research indicates that people who do follow their gut feeling, in addition to well researched advice, often make better decision makers.

In fact, after interviews with some of the top executives, many of their best hiring decisions are made by "going by their gut." Intuition is shown in handwriting by frequent lifts of the pen, rather than solid connected handwriting. Interesting.

CONCLUSION

It's not easy to become a millionaire... or is it? It takes a strong belief about what you're doing and the ability to overcome any and all obstacles in your way. What you can't tell from handwriting is someone's belief system about money, success, the government, their parents, etc. What do they believe about the world? One of the most significant books that I've read and has changed my belief systems is by Stewart Wilde. He wrote a book entitled "The Trick to Money is Having Some." I highly recommend you read it. One of the fundamentals is that you have a core belief that the world is abundant and there is plenty of money flowing around. Now that goes hand in hand with the philosophy of the Bible that says you must give to receive and you reap what you sow. You treat people as you would have them treat you. Life is an ever-changing flow of energy.

But if you literally had unlimited funds, unlimited money... ask yourself this question; "Would you make different decisions?" Would you give to the needy? Would you spend more money on vacations? Would you choose different friends? Would you buy better food and better clothes all because you knew there is an abundance of money? Would you spend your time differently?

By asking yourself these questions and living as if you had abundance already, it sets your mind and the universe "in a state of abundance." Surprisingly, when you are in a state of abundance, you create more abundance. Now, as this relates to handwriting analysis, I'd encourage you to go ahead and adopt the positive traits now. I know they work because when I was just 15 years old I began changing my handwriting. In less than a month, I noticed a substantial change in my level of confidence, and that rolled over into the grades that I made, the people that I spent time with, the quality of my relationship with my parents, etc. In the coming years, every area of my life changed dramatically for the better. The first thing I changed was raising the cross bar on my T. Then, I changed other traits accordingly until I grew into the man I wanted to be.

If you are just interested in grapho-therapy, please read the special report called "How Changing Your Handwriting Changes Your Life" It is available on a Adobe pdf format with illustrations, or via a text e-mail auto responder srchange@smartbot.net, or just CUT TO THE MEAT of the situation and ORDER the Change Your Handwriting Change Your Life Workbook now and cassette. see

http://www.myhandwriting.com/change/chlf30dy.html

In conclusion, adapt the traits that work for you. Persistence, means once you get your mind set on a worthy goal, you work until you get it. Determination brings you more energy and high self-esteem and high goals.

One final trait which many most successful people have... is big sex drives.

This does not mean that in order to make money you have to have sex. What it does mean is the same part of the brain that creates energy, drive and ambition is the same part that leads to sexual adventure. So if you find yourself needing to travel, leaning to exercise, getting restless and bored easily, it's a very similar trait that drives people to achieve. The same part of the brain is responsible. So ladies, you can blame his brain for his wandering eyes!
Becoming a successful leader, entrepreneur, or just plain old multi-millionaire is so much more complex than we could possibly get into in this short article. I want to encourage you that your personality and your character are intrinsically essential in becoming successful, both financially and in other areas of your life. So cross your T bar high, underline your name and have lots of success.

Bart Baggett

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