



Solution Hackers Guide to 10 Unbreakable Laws of Business Success

Eric Mulford

10 Unbreakable Laws of Business

10 Laws You Dare Not Break

It seems like a contradiction for a hacker to follow any law, but it's also foolish to try to break some laws. For the hacker, understanding these make it easy to hack into the solutions you seek. No hack will prevent these laws from applying to any situation in which you're trying to crack the code.

Here is a very high level guide for the Solution Hacker...

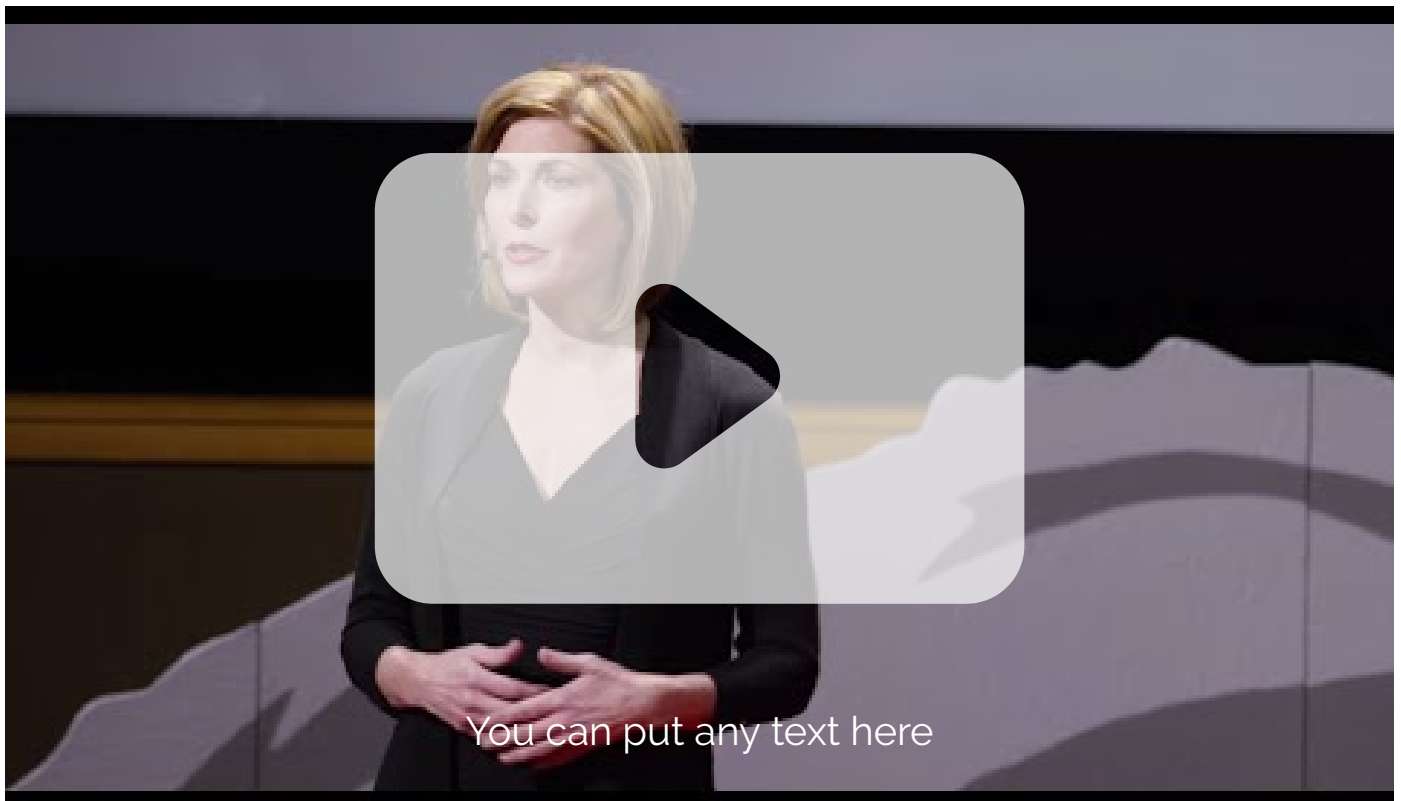
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Law of Accurate Thought

Focusing and following the Truth regardless of where that might take you.

Thinking is obviously essential in the Power Thinking process. However thinking on inaccuracies or false information is fatal. Manipulation of information is widespread in our world.

It's easier to disseminate false information than ever in the history of man. Watch this Ted Talk:



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Accurate thought involves two fundamentals:

1. Separate facts from information. Too much of what is passed off today as fact is discovered to be simply unrelated information. Unnecessary, unrelated and distorted information prohibits you from thinking accurately.
2. Separate relevant facts from irrelevant facts. There is a lot of noise being passed off as relevant. The successful business owner is the one who has developed the habit of focusing on the relevant facts.

The next Law is that habit of focusing

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Law of Concentration

The act of focusing the mind upon a given desire.

Concentration is always an issue for a hacker. Distraction is in our DNA. That thing that distracts us is often the place when we see solutions that others don't, but usually it is just a distraction. There are two key components of concentration that can keep the hacker focused - habit and environment.

There are **five stages of habit** that impact your ability to concentrate as you become a solution hacker:

1. Feel what you think
2. Keep thinking in your new direction
3. Travel these new paths of thinking often
4. Exercise determination, persistence and willpower to not fall back into old easily-distracted habits
5. Be sure you've mapped out the right path for you

We cover the “right path” more in the Solution Hackers Community.

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Law of Compensation

You are always compensated for what you put in whether it's positive or negative.

The longer you go without compensation the greater the return. Interest is always earned on the investment.

All business activity is centered in producing products and services that people want and will buy at a profit sufficient to justify bringing them to market.

The business owner who understands and practices the Law of Compensation is constantly asking, "How can I increase the value that I provide to my customers today?"

1. Are you delivering value of sufficient quantity to be properly compensated for your labor?
2. Are you exercising patience to receive the reward for your labor?

Hackers are frequently uncomfortable with this law. It seems to go against the nature of hacking.

Doing more than expected is the outcome of understanding the Law of Compensation

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Law of The Harvest

You are always fully compensated in exactly the same form as you planted.

A life, a business and a crop all have many things in common. What can we learn about life and business by looking at harvesting a crop:

- The Harvest is limited by the amount planted. A bushel of seed can never produce more than a truck load.
- The Harvest is limited by the care given during the growing period.
- The Harvest requires the complete attention of the skilled farmer. Neglect at certain times will result in a lost opportunity for the season

Ask yourself:

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Law of Reciprocation

People will always return like for like.

- This is the most powerful of all human emotions. The people have a deep seated desire to return the deed that was done to them.
- Zig Ziglar nails this point and built his sales system around this principle.

"You can have everything in life you want, if you help enough other people get what they want." -Zig Ziglar

Hackers who learn the law of reciprocity will find the shortest path the the solutions they seek. Always!

If you make it your goal in life to give value then you'll get value in return. Yes, this is true in business. It's true in life and relationships.

This Law works most effectively in negotiation, but the principle applies to every thing that you do. In business doing for someone creates in them the desire to do something for you.

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Law of Attraction

Like always attracts like.

The acorn attracts everything required to produce an acorn.

Everything you have in your life is the result of the things you are attracting to yourself. Applying the Law of Attraction in solution hacking:

- Are you seeking solutions or focusing on the problem?
- Are thinking solutions?
- Are you hanging out with solvers or wallowers?
- When you wake up in the middle of a deep sleep what is your immediate thought about your business?
- How much time do you spend thinking about: 1) Paying bills? 2) Getting new customers? 3) The traffic, weather, politics, or sports?

What are those thoughts attracting to you and your quest to be a solution hacker? If you change your thinking it will change your life.

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Law of Effect

You get more of what you reinforce or reward.

- By reinforcing an activity you will get more out it.
- Reinforcement can be positive or negative...

You reward the effort of thinking at a deep level about your business and you get more deep thoughts about your business. You spend all your time fretting about your business and you get more reasons to fret about your business.

The negative of this law is why the fear of change makes actual change more difficult. The reinforcement that comes from fear makes resistance easier and change more challenging. Instead reinforcing the fear try rewarding the the benefit of change.

The solution hacker will create the shortest path to a solution by leveraging the law of effect. What are you reinforcing and how is it helping you get what you are seeking?

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Law of Business Purpose

The purpose of a business is to get and keep a customer...

No matter what your reason for starting your business it exists for one purpose – to get and keep a customer.

Getting a customer involves marketing and sales. Keeping a customer involves customer service.

The solution hacker that understands this law will build a solid business, will be a solid business consultant or be a solid coach.

Everything you do everyday must focus on the other person – the customer. Every task on your todo list for everyday must revolve around the benefit you bring to your customer. You're either trying to get new customers or make existing ones raving fans of your business.

Steve Jobs said, when he watched the launch of the Apple computer on the JumboTron at the Super Bowl, “it was then I realized that this company, this idea, now belongs to the public and they will determine its direction.”

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Law of Applied Effort

All worthwhile achievements can be accomplished by hard work.

The harder you work the luckier you get. There have been two great enemies of our economy in our day. The proliferation of get-rich-quick schemes and gambling. Both offer something for nothing (riches without work) and return nothing for something (poverty for your money).

The solution hacker masters the art of focus and applies massive amounts of effort to get solution.

Anything that offers a reward without work is a lie! Sometimes that hard work is thinking, but it is nevertheless hard work. If it weren't hard work, then more people would do it?

"Work all the time you work. Put in extra effort to get better. Put in more than you get out." -Brian Tracy

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Law of Obsolescence

Whatever exists is already becoming obsolete.

Because this is true the best way to predict the future is to create it. The tools available at [EricSaid.com](https://eric-said.com) are designed to help you conquer the Law of Obsolescence. Will you use it or will you watch as the world passes you by?

New product creation is vital for survival. It doesn't matter if your product is physical or digital. It doesn't matter if it's a service you are offering to the public. You must recognize that the product is already becoming obsolete.

Never sit on the solutions successes of the past contentedly determined to stay true to your course. If you do, you'll rapidly fall from the good favor of your market.

This is the solution hackers dream. The purpose of a business is to solve another person's problem at a profit. The law of obsolescence leaves the door wide open new solutions, new ideas etc...