

# The Change<sup>6</sup>

Insights into Self-Empowerment

Jim Britt ~ Jim Lutes

*With*

Co-authors From Around the World

# The Change<sup>6</sup>

Jim Britt ~ Jim Lutes

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The Change

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Jim Lutes ~ Jim Britt

The Change

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## **The Change is proud to support**

### **Good Women International**

Every five minutes, one American child (many as young as ten years old) will be abducted and trafficked into the sex trade. 274 children a day. 100,000 each year and that estimate could be low. The total current number of human trafficking victims in the U.S. alone reaches into the hundreds of thousands and worldwide into the millions.

All profits from the sale of Amazon Kindle electronic books are being donated to Good Women International, whose focus is on the prevention of sexual exploitation of young women and children. They support self-empowerment and educational programs worldwide designed to educate our youth to avoid becoming a victim. A recent successful project was an anti-trafficking curricula for our high schools which is now complete.

Enslavement is a reality. It is documented and it is real. The question is: What are we going to do about it?

To make a donation to Good Women International, a non-profit subsidiary of Village Care International, go to: [www.SupportGoodWomen.com](http://www.SupportGoodWomen.com) All donations are tax deductible under Tax ID #: 88-0471768. We welcome and appreciate your donations no matter how small.

*Note: Donations are never for salaries, as Good Women is a volunteer organization*





## DEDICATION

This book is dedicated to all those seeking change







## Foreword

Berny Dohrmann, Chairman of CEO Space International

To The Readers of *The Change* Series:

Jim Britt has been a mentor to *Chicken Soup* authors, and to some of the foremost thought leaders on earth. Jim Britt's groundbreaking work in *Letting Go*, releasing past traumas and betrayals in life to return once again to forward-looking manifestation within your full powers, has been instructing at leading *Fortune* companies and to standing-room-only seminars all over the world. For three decades, Jim Britt has been the "trainer of the trainers," of which I am only one. Jim has been an instructor at CEO Space, the most prestigious, hard to get into faculty on the planet, where he developed millions of dollars of resources as he assisted others to develop tens of millions of dollars for their own dream making. Jim is the most "unchanged by success and wealth" man I have ever known. He is an unselfish archangel, like in his book *Rings of Truth*.

Today, Jim Britt and Jim Lutes, along with many inspiring co-authors from around the world, bring a pioneering work to the market to transform your own journey into master manifestation. Their principles are forged on coaching millions on every continent. As you read, you are exploring self-development as the world has yet to practice. In fact, Jim and Jim's publications lead to this one APEX MOMENT. Everything you have done to date in your own life, everyone you have met, every lesson you have learned, has led you to this one GREAT life opportunity... the moment of your own transformation into ever-rising full potentials.

As a five time best-selling author myself, as a filmmaker, and with CEO Space, you can imagine how fussy I am to write a foreword to publications in the self-development space. CEO Space was just ranked by *Forbes Magazine* as the leading entrepreneur firm, which hosts five annual business growth conferences serving over 140 countries. It was also named by *Forbes* as THE MEETING in the world that YOU CANNOT AFFORD TO MISS. The world today demands more than a reputation defender to secure your forward brand; it requires that you take responsibility for your own brand and reputation in life. This book will inspire you to do just that.

CEO Space International has supported launches for many amazing works, including *Chicken Soup for the Soul*; *Men Are From Mars, Women Are From Venus*; *Rich Dad, Poor Dad*; *The Secret*; *No Matter What*; *Three Feet From Gold*; *Conversations With The King*; and now the movies *Growing Up Graceland* and *Wish Man* (for Make a Wish Foundation); *Outwitting the Devil* by Napoleon Hill and Sharon Lechter; Tony Robbins' great publications; of course Jim Britt's best-selling book *Rings of Truth*; and so many more. The totals have reached more than 2 billion eyeballs! You can't play around with that Mount Everest of credibility that I guard like a bank vault!

You can therefore appreciate why I encourage 100% of our followers of all the publications named to BUY JIM BRITT and JIM LUTES book series *The Change* as a customer recognition for your own ten-best close relationships or clients. But don't just buy this book; rather, I endorse that you buy 10, and you giftwrap them to acknowledge your most important top ten relationships in life or clients in business. By doing so, you will retain more clients and encourage repeat buying. You may also receive more referrals and strengthen each relationship. The laws of giving will come back to you 10 to 1. When you give freely, you will always receive a rain into your life just as you rain into the lives of those you treasure. Jim Britt, Jim Lutes, and the insightful and inspiring co-authors have given you in *The Change* series a great opportunity... more important than pouring ice water over someone's head on YouTube as a challenge for charity! The gift that keeps on giving

begins when you step up and BUY 10, knowing you have been instrumental in inspiring 10 friends to live a better life. Together, we are going to reach 1 BILLION SOULS as we help Jim Britt, Jim Lutes, and their co-authors to achieve their goal to transform human consciousness in our lifetime. Like Zig Ziglar, Jim Rohn, the great Roger Anthony, and so many friends who have passed, my friend Jim Britt is now a historical event in every training, every publication, and every online work at CEO Space. If you ever have the opportunity, STOP YOUR LIFE and see JIM BRITT & JIM LUTES LIVE and you will thank me personally, I know.

Their work is powerful. You'll let go of the baggage you've been carrying around for years and learn to embrace everything that creates the future you want and deserve. As you close the pages of any of *The Change* books, you will say over and over again "THANK YOU Jim Britt and Jim Lutes for creating this work." You will gain a new life of super focus as never before and you will commence to master manifest in your own individual life as never before. *The Change* books provide tools to transform results for corporations, institutions, and individuals, and once applied it will be impossible to miss your future success in life.

In my opinion, there are only the following areas to embrace for each of us:

Spiritual oneness and balance

Recreational balance and nature

Relationship where *Perfection Can Be Had!* (my book)

Career attainment of goals that you, yourself, reset along the way

Parenting either directly or by embracing a child you adopt to mentor at any and every age in life

These perspectives come into alignment within a framework of Jim Britt and Jim Lutes' imagination, along with decades of human-potential work. My advice is this work is a "BUY 10 TO SHARE WITH FRIENDS" pledge. In fact, a billion readers is a global path

that Jim Britt and Jim Lutes are going to achieve NEXT for the world common good.

Let's help in this quest, as both men unselfishly donate their only asset, their precious LIFE TIME, to elevate one life at a time to their full potential and greatness.

My final request to all those who are reading my foreword is that you DO IT NOW. When you think of the good you will be doing, just ask yourself, "How long will I make them WAIT?"

I'm buying my 10 today!

Berny Dohrmann

Chairman, CEO Space International

P.S. I so approve this message for all my readers and followers worldwide. CEO Space has helped authors break the book of all records a half a dozen times, which means the only record to beat can be done with the publication you are buying 10 of now. Together, we are going to set a global record with one publication. Make the PLEDGE and give the gift of personal development. DO IT TODAY!



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## Jim Britt



Jim Britt is an internationally recognized leader in the field of peak performance and personal empowerment training. He is author of 13 best-selling books, including *Cracking the Rich Code*; *Cracking the Life Code*; *Rings of Truth*; *The Power of Letting Go*; *Freedom*; *Unleashing Your Authentic Power*; *Do This. Get Rich-For Entrepreneurs*; *The Flaw in The Law of Attraction*; and *The Law of Realization*, to name a few.

Jim has presented seminars throughout the world sharing his success principles and life-enhancing realizations with thousands of audiences, totaling over 1,000,000 people from all walks of life.

Jim has served as a success counselor to over 300 corporations worldwide. He was recently named as one of the world's top 20 success coaches and presented with the best of the best award out of the top 100 contributors of all time to the direct selling industry. He also mentored/coached Anthony Robbins for his first five years in business.

Jim is more than aware of the challenges we all face in making adaptive changes for a sustainable future.

# Changing a Belief is Just a Decision Away

*By Jim Britt*

People don't have a problem "thinking" success. They have a problem "believing" that they can accomplish what they are "thinking." Your vision may be that you want to earn a million dollars, and the reality is that you don't "believe" you can. Most people are convinced, through conditioning, that everything they do won't work out. They have a failure "belief system."

All of your thoughts, beliefs, and feelings make up your "mind-set." Your "mind-set" influences your behaviors, and your behaviors bring forth results. Our "mind-set" makes us as mechanical and predictable as a calculator. Hit this key and the number appears on the screen. Take a look at your past 10 years. In hindsight, how predictable have they been? The results you produce are always the result of your beliefs and your mind-set. Change your beliefs and you will expand your limitations in your life. Simply put, if you develop a millionaire "mind-set," you *will* then become a millionaire!

Here's an example. Let's suppose you set out to start your own business and you believe it is going to be a tremendous success.

Now, let's suppose you've invested \$200,000 in your business and another \$50,000 in a marketing campaign to launch your business. You're now ready for business, but after being open a couple weeks or so, you find that no one is purchasing your product. In fact, you've had hardly any traffic through your doors. Your belief may have now dwindled from one of success to one of, "*I may have made a serious mistake.*" This is closely followed by another

thought or belief, *“I am going to lose a sizable amount of money!”* This, in turn, may bring up your deepest fears. *“This is all the money I have. What if it doesn’t work?” “What if no one wants my product?” “What if I can’t do it?” “What will others think of me losing everything?”* This may further bring up the fear of failure. *“I’ve failed before, what if I do it again?”*

Before long, you may develop a new belief that your business is going to fail. In other words, you have chosen to “honor” your belief of failure instead of success.

You are always using your imagination to create at every waking moment. For example, a daydream, which is a vision of how you see yourself in life, is the result of your imagination creating an image of a real experience happening in the future. Like all real experiences, they are the effects of our thoughts, beliefs, and decisions...our mind-set.

Remember I said your imagination is creating an image of an event happening in the future. The future could be the next moment or next year. It could be your imagination making up a story of fear of rejection if you pick up the phone and making a call to a new prospect, or the fear of losing all your money in your business. The reality is that it’s a made-up story. It is not real. You made it up in your mind.

You never stop creating. And, the universe is always, and without question, creating the realities of your visions...your “mind-set.”

Everyone experiences doubts and fears. The question is how long do you hang on to that doubt or fear. The longer you hang on to it, the longer it remains in your imagination, and the more real it becomes.

What you give energy to grows in strength. If you are focused and giving your energy to what’s not working, the chances of finding a solution to your problem are slim to none. If your mind is full of what’s not working, you have no capacity to accept new ideas that will work.

So how do you change a belief that's not working for you? Do you simply set a goal to have something different? Do you think more positively? Do you listen to someone's program to stay motivated? Do you affirm your way to success? Do you wait for the Law of Attraction to bring it to you?

The answer to all these questions is "No." All the above are just a cover-up for reality. They are short-term patchwork solutions that have no lasting effect and will not change a belief.

Here's the key. It starts with a desire to change. I know most have a desire, but they never take action. I call it "Static action." That's an oxymoron, isn't it? They take action and at the same time they stay static.

Here's an example. The person goes to their husband, wife, or significant other and says, "Honey, I'm going to a success seminar this weekend. I just know it has all the answers to making my business a success." They convince themselves and their mate that this is the one that is going to finally make them rich. They get all dressed up, grab their notepad or computer, and head for the seminar. They have a desire to make changes and are excited to be there. They totally engage themselves in the weekend experience. They meet and talk to other successful people. They take pages and pages of notes. They get involved in every exercise. They stay up late learning from every person they can. They get all the answers they need. They are excited to start applying what they have learned in real life! They develop a game plan for success. They get all the information they need to finally become successful.

They head home after an exhausting but very informative and exciting weekend ready to take action on Monday morning. But on Monday morning, they get up and go static. They do nothing with what they have learned. They wait for the right time, the right circumstances, the right person to come along, etc. And after a few days, they are right back where they were before they attended the big weekend event, thinking there must have been something they missed. They must need more information. So they start to look for another event, or something else they may be missing.



To be successful, you don't have to get it right—you don't have to know everything. You just have to get it going! You have to make a firm decision and then take action!

So how do you change that belief? First you have to realize that a belief is something that you have decided is true; however, it may not be true at all. In fact, ALL beliefs are false! You may believe that earning lots of money is difficult. Does that make it true? It makes it true for you, but not for everyone.

I have heard many who are people struggling financially say, “God put me in this place to learn a lesson.” No! You have free will to do anything you want. You made the decision, or series of decisions, that brought you where you are today. And God will support you in whatever decision you make. If you want to be broke, God will support that decision by showing you all the ways you can remain broke and struggling. If you make a decision to be wealthy, you will gain support in that decision. The reality is that changing a belief is just a decision away.

You may believe that nobody wants to invest in your business. Does that make it true? A belief is something that we have decided is true. It's a made-up story. So if you want to change it, simply make up something new.

Changing a belief starts with a desire to change backed by a firm decision to change. If you want to be wealthy, you have to make a decision to be wealthy, one that doesn't allow for anything less. You can't make a decision to be wealthy and be static at the same time. You can only make one decision, either wealth or to stay static. People who are mediocre money earners make a decision to be mediocre money earners. People who become wealthy make a decision to become wealthy.

So if you want to change a belief, you have to make a decision to “Be” whatever it is you want to become. The reason that goal setting, for example, doesn't work is because the goal is somewhere out there in the future somewhere. To change you have to bring it back to the present so that you change your present state

of mind. A decision changes your mind-set. It changes you! And with that you change your belief to a level of “Knowing” instead of “Wishing and hoping.”

What about *your* daydreams? Are they more about *what* you want and *why*, or more about what you *don't* want and *why* you don't want it? Do you hold a vision of success or of failure? What decision have you really made? As you begin to become more “mindful” of your inner visions and the decisions you make moment to moment—in other words what you have chosen to honor (the old you or the new you)—you'll begin to strengthen and trust your own inner guidance. Your inner spirit will awaken. You will begin to discover ways of transforming old outdated beliefs into new productive beliefs supporting what's important in your life.

I think that most are taking “success” much too seriously, and working much too hard at it. The fact is that someone, somewhere along the way, has convinced us that if something is going to be worthwhile, it's going to require a lot of hard work and you have to get serious about it. That type of outdated belief is what stands in our way more than anything else. Success should be fun, not a struggle! If you have to struggle all the time to become and remain a success, what good is it? Simply get good at making firm decisions and taking action. Then “lighten up,” be present with yourself, and stop making everything such a complicated intellectual process. Success is a “feeling” process, a decision process, and an action process. How would success “feel” to you? What decision do you need to make in order to have all you want? What actions can you take right now that will move you in that direction?

So many people I meet are struggling and getting ready to get going. They are preparing for success “someday.” They have their written goals, and their vision boards all perfectly laid out. They have the perfect website. They are present on Facebook every day, etc., etc. But they have never made that decision that changed their belief, and they never take action toward what they want.

Knowing more and working harder to make life easier is not the answer. It's developing the understanding of how simple life can be when you make a firm decision for your life to be a certain way, which opens up to your real power source, where your imagination *and* success flows freely. Then it's all about taking action toward what you want.

Success is always a product of the decisions you make and the actions you take. Then it's a question of honoring those decisions. Once the decision is made, with every action you take ask yourself, "Is this action moving me in the direction I want to go?" Success is that simple...really!

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[www.JimBritt.com](http://www.JimBritt.com)

<http://PowerOfLettingGo.com>

<http://CrackingTheRichCode.com>

<http://FaceBook.com/JimBrittOnline>

<http://JourneyBeginsNow.com>



## Jim Lutes



Having taught his branded form of human performance since the early 1990s, Mr. Lutes has accelerated top level entrepreneurs throughout his career by conducting trainings on personal growth and subconscious programming into worldwide markets.

During this time, Jim took his skills regarding the human mind, and combining it with trainings on influence, persuasion, and communication strategies, he launched Lutes International in the early 1990s. Based in San Diego, California, Jim has taught seminars for corporations, sales forces, individuals, and athletes. Having appeared on television, radio, and worldwide stages, Jim's style, knowledge, and effectiveness provide profound results.

“Jim Lutes possesses a unique ability to create performance change in an individual in a fraction of the time it takes his competitors.” The core of humans decisions are based on the programs we acquire, reinforce, and grow. Combining Jim's various trainings, individuals can reach new levels of achievement and fulfillment in all areas of life. The results are at times nothing short of astonishing.

“My goal is to take that embryonic greatness that exists inside every person in America, foster it, empower it, and then hand them personal strategies based on solid principles that allow them to take that new attitude and apply it to creating a life by design.”

# **The Art of People**

*By Jim Lutes*

An essential element to our lives as humans is relationship. As the three chapters in this part suggest, the three primary motivations that I see in people who come to me to learn this work are better health, better relationships, and, of course, more money. This chapter will focus on relationships. Indeed, there is no more fundamental and integral aspect to our human experience than the relationships in our lives. Relationships can make us or break us, and even the most introverted hermit still needs connection and relationship in his life.

One could say that all life is relationship. Indeed, relationships really are a life force for us. Especially those we think of as ‘love’ relationships. Why else would there be so many books, poems, movies, and songs written about love? Love dominates the airwaves and culture across all media. People perk up when they are invited to talk about love—think of anytime you ever asked a couple how they met, and more often than not they were delighted to share the tale.

It is precisely because love relationships play such a profound role in the collective psyche and have taken on a monumental importance that for some people it is all they long for. What is important to recognize is that all of the relationships we have in life need to stay healthy. By healthy, I mean the relationships must operate as the two-way street they are, with equal giving and receiving taking place. They must be open, loving, and fulfill the needs of both parties involved. We must keep all of our relationships in balance, as well. The predominant love

relationship, while absolutely guaranteed to need time and energy, cannot just take over. Your relationships with your kids, your co-workers, your friends, your extended family, and, crucially, yourself all need just as much attention and nurturing if you want to truly live an aligned and healthy life.

We interact with people so much on a daily basis, yet so many of our interactions are just not thought about. Do you really pay attention to the barista serving your coffee in the morning? Have you ever engaged in conversation with the human scanning and ringing up your groceries? Chances are, some days you don't even make eye contact with these people. If you are interested in deepening your experience of your life, and cultivating the richest relationships you can, you will start to extend your relationship awareness beyond the walls of your home. Relationship starts with yourself, and expands to include everyone with whom you interact. Every human you interact with is essentially engaging in a relationship with you, even if it is only for one moment your entire lives. As you start to live with more awareness overall in your life, you will start to pay much closer attention to your relationships and how to develop and nurture them so the best in both parties is able to shine forth.

In regards to relationships with others, there are some general rules that apply. Of course, there are always exceptions to any rule; however, we can operate under a statistical analysis of just how relationships work most effectively. In order to truly create an effective intimate relationship, like with a boyfriend/ girlfriend/ partner/ husband/ wife, your lifestyles need to align to a certain degree. Interests can vary, but the lifestyles need to align.

What do I mean by this? Well, put it this way: If one person is extremely active in the outdoors, and the other person prefers luxury to camping, then what often happens is an overcompensating mechanism develops. This is where one person overcompensates in order to be liked and accepted by the other person. Relationships where this is happening work for a period of time, but many times the other person just really doesn't like that lifestyle, and the lifestyle permeates every part of that person's

being. Loving the outdoors, for example, is not a hobby—it's part of a lifestyle. The lifestyle of an extremely active person, in general, is the complete opposite of a sedentary person. So you can see how, if an active and a sedentary person come together, even if they both love the music of Beethoven, the extreme differences in lifestyle can cause conflict within the relationship.

Examine the flipside of this, however, where two active individuals come together with their lifestyles aligned. Within their lifestyles they can still have varying interests—one may play tennis, one may be a runner, one may hate Beethoven, the other may love Beethoven, but the probability of this relationship being a success is far higher, because their lifestyles are aligned. People's interests are just subtle variances, variances that are much easier to accept than a total lifestyle mismatch.

This misunderstanding of the difference between lifestyle and interests is the root of why so many people attempt to create massive change in another individual. They get all excited when they start dating or falling in love, because their interests might be aligned, but they neglect to pay attention to the fact that their lifestyles are not aligned at all. So they try to pull the other into their lifestyle, or worse, force them into their lifestyle, or vice versa.

I recall working with a couple when I ran seminars to smaller groups many years ago. In this particular seminar, we were discussing relationships. This couple was made up of an athletic man and a sedentary woman. The man was really active, he was involved in martial arts, he loved swimming, he loved surfing, he enjoyed running, and the woman didn't like any physical activity at all. When Christmas came, he gave her workout gloves, protein powder, a gym membership, all these things catering to fitness—which was reflective of his lifestyle, not hers—and at the time she pacified the situation and received the gifts gracefully. That was an attempt at moving her into a lifestyle she had no interest in. Meanwhile, he was not interested in sitting around eating junk food and watching sitcoms because he did not enjoy life when lived in that state. If both people liked movies and he liked drama



and she liked comedy, their lifestyles would align when they watch movies together because they both would be enjoying the activity. Their interests can still vary, maybe they would choose a comedy one night and perhaps a drama the next. However, it would be much less confrontational for him to watch a movie of her choice, and the same goes for her. The couple in my seminar, however, it was soon to be revealed, had not enough even in terms of interests to overcome the huge mismatch in their lifestyles. Therefore, when the dynamics of a dysfunctional relationship start to appear, it is worth looking to see where they are rooted: Are your lifestyles aligning, or are your interests aligning?

We generally seek out people who share our lifestyles or our interests, or both, if we know to pay attention to the difference, when seeking our life partners. What other criteria do you consider? When it comes to the relationship you have with yourself, what level of criteria are you setting to mandate success in that relationship? I've seen men go on dates, who later shared with me that they felt like they were on an interview, that the date involved their being scrutinized against some sort of checklist formed by the woman around what she thought she wanted in a man and it was clear she would not settle for less.

We want to find someone who meets our needs and who is compatible, but when we move into interacting and communicating and it seems more like an interview where we size each other up, and when we do this, the potential for emotional interaction is rendered null and void.

Love is really an energy. Love is an energy that you feel. You cannot quantify this energy, the energy of love, on a piece of paper, so although it is often recommended that we have criteria when seeking a mate, it is important that the criteria is not so limiting or unforgiving that it leaves no room for things we couldn't have imagined.

I remember another story, this one of a female friend of mine who went on a date once with a great guy. She told me she cared for the guy, after all, he was handsome, successful, and funny—

everything she wanted in a man. He displayed one small mannerism at the dinner table, something that had to do with eating his food in some form that she didn't agree with, and it was a deal breaker for her. This is an example of criteria that might be too stringent. We have to allow some kind of latitude for human behavior. When you are involved in an intimate relationship with an individual, you'll see behaviors that are part of being human. She is not going to show up wearing a beautiful dress and makeup all the time, and he's not going to be perfectly groomed every time.

Conditioning yourself for a degree of acceptance will actually translate into gratitude for the authentic human being in your life. Gratitude that you have somebody who is there at all, someone to weather the storms with you, to be there when you're not at your best, and accept you when you're not having a good day.

Sometimes we set criteria because we believe we deserve the best. I will certainly not tell you that you don't deserve the best; it is a hallmark of good self-esteem to only expect the best and know that you are deserving of this. But 'the best' is entirely subjective, of course, and I encourage you to determine what your 'the best' is. After all, once true love blossoms and deepens, even the things that really bugged you on the first date about someone have the potential to become endearing. So there is holding out for your view of 'the best,' but holding it loosely will be really what brings the best to you.

I've seen people living in near poverty that experience a level of happiness and harmony in relationship much greater than people living in mansions and driving around in Mercedes-Benz cars! It has to do with the energy synchronization and the ability to check that compatibility based on open criteria. You can still align with what your baseline is, but you must allow people to be human and not a robotic interpretation of what you feel you deserve.

As I mentioned earlier, love is an energy. When you give love, love comes back to you. So a good rule of thumb is to never love anything that cannot love you back. If you think, "Well, duh, Jim, that goes without saying" let me assure you that it's an important

distinction to make. I have known people in my life that really and truly loved their Porsches. I have known people that love their pieces of Tiffany jewelry. I'm suggesting that you like your car, but don't love your car with the full energy of the emotion. You can love your dog, because the dog will give love back, and you can love people, because they have the ability to reciprocate that love too. This creates a flow in the exchange of energy. So you can like your car and your house very much, but to expend actual love into an inanimate object is where you will get in trouble because you're not going to get anything back. Love is an energy that has the ability to not only feed others, but, through reciprocity, feed yourself, and this is powerful because it benefits all parties involved.

Creating healthy relationships and keeping this part of your life in health and alignment is worth every ounce of energy you spend on it. But for some of you, you might find you are not attracting to you the people you desire, or any people. It's not entirely uncommon as we go through life to find our social lives changing over time. Where we once were surrounded by peers and the potential for new peers when we were in public school, high school, and college or university, we may now find ourselves wondering why it is so difficult to make new friends, or find our partners. In a business capacity, if you are an entrepreneur, you might wonder how to attract new clients so you can enter into business relationships. Whether it's love, friendship, or business relationships, you need to cultivate your authentic self, and from the most authentic place you can find, begin to emanate that self around everyone with whom you interact and engage.

This brings me to talking about charisma. Now, you might wonder why I'm including this section on charisma in a book like this. It is because, as I said at the start of this chapter, all life is relationship. Your life is a series of interactions, interactions with yourself, with your peers, with your boss, your teachers, your coaches, your families, your lover, your friends. What you may not realize is that you bring yourself to these interactions and that in each interaction there are two exchanges that take place. One is the exchange between your tangible self and the other individual's tangible self.

By this I am referring to your body language, facial expressions, content delivery, voice, and tone. Beyond this, however, there is also an intangible or energetic exchange. This intangible exchange is more powerful than people understand.

When a person has charisma, it means they have the ability to engage powerfully with other people in both tangible and intangible methods of exchange. Now, despite what you may believe charisma to be, let me tell you, there are people that are charismatic living in mansions, as one might assume, and there are also people who are charismatic living in mud huts. There are charismatic people all over the world. Charisma is not the sole party trick of the rich and powerful. The more you understand charisma, the more you can use it yourself to help attract and persuade others in your life. It can help to draw to you the lover you have been seeking, or it can help you to become the leader you know you want to become.

Charisma as it applies to you in creating your own life masterpiece is the ability to bring the best version of yourself to the table. In order to bring the best version of yourself to the table, you need to retain your authenticity of being. This means that you show up as you, not as a form of you. This generates the energetic response that you'll project to other people, and ultimately if you are able to control it and actually bring it to audiences or groups, and get it into a spatial domain, it really has to be embedded in authenticity; otherwise, internal conflict will result, and that will affect the response of other people.

Charismatic people project confidence, self-worth, and self-assuredness. In other words, they are comfortable in their own skin, whether they are short or tall or whatever, it doesn't matter what they do for work or how they look, they are able to project charisma to other people. What makes somebody receive another as a charismatic person is they see they can fill their own deficits within themselves vicariously through the other person. By this I mean that often we are drawn to leaders and other charismatic and confident people because they can vicariously fill the void that exists in ourselves.

The human body, the human mind, the human spirit, and, indeed, human existence is meant to function harmoniously, holistically, and with fulfillment. You'll have a tendency, when you're very charismatic, to draw people to you who are seeking your strength. Meanwhile, on a deeper level, you're fulfilling the void that exists within them. We have a tendency as humans to be drawn to charismatic people—subordinates are drawn to leaders, for example. People with low self-esteem are drawn to people with high self-esteem. People who are economically uncertain are drawn to people that know how to make an income or invest wisely. What people are drawn to is what they experience in the tangible exchange, so the body language, tonality, delivery of content, but also, and perhaps more importantly, the intangible or energetic response.

As you learn to use your subconscious more effectively, you can use it to learn all of its output mechanisms. One of the most fascinating output mechanisms is the ability to control the energetic response. If you look at Kirlian photography, this energetic aspect of ourselves is called an aura. If you think the concept of aura sounds too 'woo-woo,' let me assure you, science has proven its existence. And you can learn to expand your aura, thereby deepening the impact your energetic response has on those you seek to draw towards you.

I would like to share a technique with you right now that I invite you to put into practice. And be patient with yourself as you begin this work—remember, every virtuoso was once a student! This technique is about engaging the energetic response. First, read through the next paragraph so you know what the exercise entails.

Take a deep breath and close your eyes. When you close your eyes, try to picture and feel the best version of yourself right now. Use your imagination here, your mind's eye, as it were. From being in this place of the best version of yourself, picture yourself extending your arms, all the way to left and all the way to the right, so your hands are extended directly out on the left and right. Then open your eyes and become aware, using your peripheral vision, of

how far you can see. With practice, you should be able to see your fingertips if you wiggle them.

Part of what is happening in this exercise is that you are increasing your peripheral vision. But your mind has peripheral vision too, which will also be increased with practice. Close your eyes again and now place a blue light around your head in your mind's eye. Then infuse that light with the authenticity of yourself as an individual. Infuse the light with confidence and self-esteem, and use your imagination as you do this. Move away from literal interpretation of the experience and use your imagination such that you truly see that you are infusing a blue light around your head, that is, an aura, with your authentic self. The subconscious mind will support you to craft whatever you are doing, based on your input. Now extend this blue light, retaining the force and the saturation of what you placed in it—which is the energy of your Life Masterpiece.

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## VALERIE BERNARD



Valerie Bernard is a Certified Coach, Trainer, Speaker, and co-author of *Work Smarter Not Harder* and *Transformational Leadership*. She is sought after for her expertise in intentional leadership coaching. She is founder and CEO of Executive Training Centers Inc. Since 2002, she has earned her stellar reputation by enhancing the performance of every organization she serves. High-energy, entertaining, and educational are words used to describe Valerie's presentations. Her combination of expertise, humor, and inspiration energizes people to take action in both their personal and business lives.

Bernard inspires big thinking, decisive action, and welcome results, whether she is addressing groups of 12 mastermind team members or convention audiences of 5000. Valerie's leadership workshops deepen understanding about relationships and organizational systems. She is committed to transforming organizational leadership gaps into powerful performance advantages. Valerie is described by her clients as engaging, persuasive, and game changing for their organizations.

Valerie is the performance improvement specialist HR executives engage to assess current situations, create stronger team collaborations, and bring about improved performance. She turns stressful situations into systematic, reliable performance improvements that give decision makers cause for celebration.

Bernard earned her Master's Degree at Marshall University in Huntington, West Virginia. She intends to complete work on her Ph.D. in Human Performance Improvement from Capella University in December 2015.

# **The Biggest Game-CHANGER**

*By Valerie Bernard*

"Life is change. Growth is optional. Choose wisely."  
*Unknown*

The biggest game-CHANGER is about having an open mind to all the opportunities which come our way when accepting change as a part of the process for learning, growing, and developing in becoming the very best YOU can be in all areas of your life. The world is changing at rapid speeds and continuous change is where most of us find ourselves on a daily basis. Understanding and accepting change starts with YOU. The ability to change is what separates people who are happy and successful from people who are not. One of the biggest changes I have faced as an entrepreneur, single mom, daughter, and friend happened in 2013 when I made the decision to move from Point Pleasant, West Virginia, to Dallas, Texas, to pursue a Ph.D. in Human Performance Improvement. Raised and spending all but two years of my adult life in West Virginia made this change somewhat stressful. I think most of us could agree moving is stressful enough without knowing it will be the first time you are away from family and friends in 20 years. My daughter, Darby, who will be 21 years old in July 2015, would tell you I was having a midlife crisis and ran away from home to go to college. Darby was a little resistant at first to my idea of moving for a couple years to pursue this goal. *(Fence-Sitter)* My mom, Betty, would be saying, "I will miss you so much, but you only live once...just go for it," and my father, Van Bernard, who passed away in January 2010, used to say "you are either making dust or eating dust." *(Endorsers)* Most of my friends would be saying, "I would be terrified and never leave



West Virginia and move to Texas.” (*Resisters*) It seems the process of change is where the biggest challenge arises.

To some reading this chapter, you may be thinking something like, “she moved off to Texas to get a degree . . . people do this all the time.” To others reading this, you may be thinking, “I would be scared of the unknown, and I would never do this.” I have certainly had those thoughts myself. As you read through this chapter, I would like to share with you six game-changing principles to consider when facing or implementing change. I challenge you to the first principle.

**Game-CHANGER #1 – *Be open minded to learning.***

In April 2013, Darby and I were on a Spring Break vacation in one of our favorite vacation spots in Nevada. We were sharing some time talking about what the remainder of 2013 would look like for us. I was sharing with Darby my plans to pursue a Ph.D. and the different universities I had applied to in the previous weeks. I had no idea my phone would be ringing later that afternoon, and the request to visit a university in Texas would cut our vacation short if I agreed to the interview and the short notice. Ralph Waldo Emerson’s quote rang true this day: “Once you make a decision, the universe conspires to make it happen.” The interview happened three days later, and by the end of May 2013, I was packing up a 2000 square-foot home in West Virginia to move to Texas. By August 2013, I was enrolled in the university and starting my coursework. I was leaving the details to God in order to move quickly through the possibilities of what could manifest if I was open to all challenges and opportunities. It is a vulnerable place to be. I never would have met the people nor had the experiences I have had the past two years had I decided to stay in West Virginia.

**Game-CHANGER #2 – *Have a plan and know the risk is worth the reward.***

In a recent article from the *Harvard Business Review*, the authors describe individuals as *Endorsers*, *Resisters*, or *Fence-Sitters* when dealing with change. There are pros and cons to all three types of

individual reactions to change. You possibly may be able to think of individuals in your own business and personal life right now who are *Endorsers*, *Resisters*, and *Fence-Sitters* when it comes to how they react to change. In order to successfully navigate change, it is important to understand the people in your network both professional and personal. Understanding the viewpoints of individuals and team members when it comes to how they react and deal with change will be instrumental in the success of your change initiative. In order to do this, it is important to listen, truly listen, to individuals. Stephen Covey says, “Seek first to understand, then to be understood.” This idea will help you be successful when working with others to create a desirable outcome.

In my previous example of moving from West Virginia to Texas, my mom was definitely the *Endorser*. *Endorsers* support your plan and your goal. Most likely you already have a strong relationship with an *Endorser*. *Endorsers* will support you no matter what. They are already your cheerleader. Since *Endorsers* are already on your team, it is important to spend time with the *Resisters* and *Fence-Sitters*. My daughter, on the other hand, fell in the middle between a *Resister* and a *Fence-sitter* when sharing her thoughts about the move I was getting ready to make. While Darby had her own apartment at Marshall University in Huntington, West Virginia, it was close to our home, which made visiting each other easy because of the close distance. Now, with this change, I was moving 18 hours away, which would make seeing each other in person more challenging. Having a strong relationship with a *Fence-Sitter* is important. *Fence-sitters* see change from both the pros and cons point of view. Darby shared with me the pros and cons during our conversations. Since Darby and I have always operated as a team, it was pretty easy to gain her support in my decision to move. Once Darby had a good understanding of the benefits this change would make for our family long term, it was easy to gain her buy-in and acceptance. Together we realized the pros outweighed the cons in the decision.

*Resisters* are the most challenging individuals in any change situation. When developing champions for change in organizational change initiatives or personal change, it is important

to spend time building your relationship with a *Resister*. Having open conversations regarding the change initiative helps you to gain mutual trust and support. The balancing act comes in keeping just the right amount of space to ensure you are not influenced in a negative way by a *Resister*. Customizing your message to an individual's needs will help you persuade *Resisters* to move to *Endorsers*. The time you spend with a *Resister* is valuable in moving them from a *Resister*, to a *Fence-Sitter*, to an *Endorser*. Jim Rohn, suggests "You must constantly ask yourself these questions: Who am I around? What are they doing to me? What have they got me reading? What have they got me saying? Where do they have me going? What do they have me thinking? And most important, what do they have me becoming? Then ask yourself the big question: Is that OK? Your life does not get better by chance; it gets better by change." With these questions in mind, it is important to understand how *Endorsers*, *Resisters*, and *Fence-Sitters* can influence you in either a positive or negative way.

***Game-CHANGER #3 – Gain buy-in for change by customizing your message to the individual's needs.***

One of the exciting things about my relocation to Texas has been the wonderful people I have had the opportunity to meet. Ms. Judy was the first person to welcome me to Texas, and she is not only my neighbor, she is now my dear friend. Most of us can say some of our greatest life lessons we have learned from our friends. This rings true for me in my relationship with Ms. Judy. At this point in my journey, I have to say the change happened quickly, and it was not without some fear and anxiety. Ms. Judy made this change which was happening at warp speed easier to handle. There are many emotions which happen when dealing with a change. I realize every time I am faced with a big change, such as moving, that I am human too. After meeting Ms. Judy on the day I moved into my house, she was consistently there to lend a helping hand, which included unpacking boxes, doing laundry, making beds, and the list goes on... As we began to get to know each other, it was very clear she was an *Endorser*, and I was blessed to know her. Her first gift to me was a box of Kleenex for my car, because I shared with her I was homesick the first few weeks, and she

wanted me to be prepared. People like this who cross your path are blessings, and I consider them world changers. With the smallest gesture, they can light your path. They see the emptiness in the hearts of people, and they strive every day to make a difference in the lives of the people they meet. They are a light to the world, and they shine at exactly the right moment.

One thing I always observe from Ms. Judy is her positive attitude. She handles situations with grace, and she continues to have a positive attitude. As our relationship continues to blossom, I am blessed to be surrounded by people such as Ms. Judy who have the same values, who are there to help, and who use their attitude and their giving heart to make a difference in the world. Thank you, Ms. Judy. I love you.

**Game-CHANGER #4 – *World Changers keep their attitude in check.***

Once I was settled into my new home, I was talking with Ms. Judy about finding a church in the area where I could worship and serve. Ms. Judy graciously invited me to visit her church with her the following Sunday. I was so excited to learn more from her. I had no idea that Ms. Judy's pastor was Chuck Swindoll at Stonebriar Community Church in Frisco, Texas. The message on this particular day from Pastor Swindoll went like this. "We cannot change our past. We cannot change the fact that people act in a certain way. We cannot change the inevitable. The only thing we can do is play on the one string we have, and that is our attitude." While we are constantly striving to be the best we can be, it is important to keep our attitude in check. The message was meant for me this particular day. With change there are tons of emotions, and I was definitely experiencing them all. The key is to know the emotional times will not stop you from fulfilling your dream or your purpose.

While I share with you personal stories, it is important to remember that individuals also make up the organizations. When we work with people, there are emotions. Whether it is a non-profit, education, or corporate setting, the people in the

organizations are the ones who are called upon to execute a plan and deliver results. The bottom-line results are dependent upon the people and individuals who are essential for ensuring the success of the organization. John Kotter, Professor at Harvard Business School, says it best, “If you want change, close out the PowerPoint and start looking for the right feeling.” It is important to validate people and their emotions.

Understanding individual responses to change, and how people work through the emotional stages of change, will equip you to be better prepared in facilitating change.

One way to understand emotions and change is by understanding Emotional Intelligence. Emotional intelligence is defined by Daniel Goleman as “the importance of awareness, control and management of our emotions and the emotions of other people.” Mr. Goleman says, “It’s not what happens that matters but how you respond to it that really counts.” In order to understand the hearts and minds of individuals, it is also important to recognize feelings and emotions, choose how you think and feel, express your emotion, and communicate effectively. By connecting with others in a way that makes them feel understood, you can create a strategy for helping people move through change.

**Game-CHANGER #5 – *Emotional turning points are opportunities to change.***

There are several models to help us understand the change process from a psychological viewpoint: Stephen Covey: 7 Habits Model, Kurt Lewin’s Unfreeze-Change-Refreeze Model, Kubler-Ross: Stages of Change, and William Bridges’ Managing Transition Model. From my point of view, the methodologies presented by William Bridges encompass both the emotional aspect as well as the process aspect and offer a great strategy for understanding and leading change. William Bridges’ Transition Model is one of my personal favorites for “making the most of change.” The key point in understanding this model is the focus on transition, not change. Mr. Bridges further sees “change as situational and transition as psychological.” He further suggests three simple questions for

understanding change. What is changing? What will actually be different because of the change? Who is going to lose what? William Bridges says, “A change can work only if the people affected by it can get through the transition it causes successfully.”

William Bridges’ Transition Model highlights three stages of transition:

Stage 1: Endings

Stage 2: The Neutral Zone

Stage 3: The New Beginning

Everyone moves through the three stages at a different pace. In learning how to lead and cope with change, the understanding of transitions is key. Let’s look first at Stage 1: Endings.

There are many emotions people experience at Stage 1: Endings. Some examples are fear, denial, anger, sadness, disorientation, frustration, uncertainty, and a sense of loss. It is very important for leaders to understand the emotions people are experiencing in Stage 1. People need to accept something is ending before they can accept something new is getting ready to happen. As a leader, it is important to listen and communicate openly. When people do not understand what is going to happen, there could be all kinds of emotions which lead to resisting change. Leaders are usually the first ones to hear about a change initiative, and research suggests they move through the transitional stages more quickly than team members. It is important to remember that as leaders, we usually hear about the change initiative first and have time to process the information prior to delivering the change message. As a leader, it is extremely important for you to allow the other team members to catch up with you and transition through each stage by first starting with Stage 1: Endings happen first. It is like the saying, “out with the old; in with the new.” The next transition is Stage 2: The Neutral Zone.

William Bridges describes Stage 2 as the bridge between the old and the new. In this stage, people experience resentment, low

morale, anxiety, and skepticism. In the Neutral Zone, individuals can also become creative and innovative because they are trying to let go of the old way of doing things and begin to adapt to trying new ways of approaching their work. As a leader, Stage 2 requires frequent feedback. Setting short-term goals provides the opportunity for team members to meet goals and have quick wins as described by Mr. Bridges. The last transition is Stage 3: The New Beginning.

In Stage 3, team members are now beginning to embrace the change. They are likely to have high energy and an openness to learning as well as a renewed commitment to the team or their job role. While all team members will not transition through the three stages at the same time, it is important to celebrate success and reward team members by highlighting success stories which happened during the change. As individuals begin to transition from Stage 2: The Neutral Zone into Stage 3: The New Beginning, it is important to understand productivity may not be at 100 percent. It is vital, as a leader, not to put too much pressure on team members because individuals can move from Stage 3 back to Stage 2 again. Proceed with caution!

When I think about the example of moving from West Virginia to Texas, it was not the change which was stressful. The stress actually happens in the transition, as William Bridges points out. Transitions are an opportunity to grow. Moving from the familiar to the unfamiliar involves a shift in thinking. It is how we choose to think about the move from the familiar to the unfamiliar which allows us to either be positive or negative about the transition. Everyone faces a time, most likely more than once, where a transition is difficult. It leaves us feeling uncomfortable and often times we will avoid the situation at all costs. Accepting a transition with a positive attitude allows us to build on past experiences and move more quickly through the stages.

**Game-CHANGER #6 – *Transition represents the next chapter of your life.***

As we celebrate together the transitions you are currently facing, whether at work, at home, at school, or in your personal or professional life, I challenge you to think about the Six Game-CHANGING principles and William Bridges' Transition Model. The other models mentioned are also good references for gaining additional insights into change. On a personal note, I would also like to share with you that my daughter, Darby, became an *Endorser* in August 2014, when she decided to relocate to Texas with me to finish her education at the University of North Texas. I must say I was a happy momma. While the year apart brought emotional challenges and many transitions, we both agree that the learning and the growth during this transition has been well worth the reward.

While some of our friends think we are absolutely crazy to make this type of change, we are just beginning. We challenge you to shift your perception or maybe your attitude toward change and make CHANGE happen. Apple Inc.'s motto says it best, "Here's to the crazy ones. The misfits. The rebels. The troublemakers. The round pegs in the square holes. The ones who see things differently. They're not fond of rules. And they have no respect for the status quo. You can quote them, disagree with them, glorify or vilify them. About the only thing you can't do is ignore them. Because they change things. They push the human race forward. While some may see them as the crazy ones, we see genius. Because the people who are crazy enough to think they can change the world are the ones who do."

-To Be Continued-

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## D/C Russ



D/C Russ lives his life like it's a video game.

He's on the ultimate quest for meaning, happiness, and adventure.

D/C is a young man of uncommon faith who continuously strives for balance in all areas in life. He firmly maintains that every event is carefully crafted to serve your highest good.

He is the author of more than ten personal development books, including *WEEK OF POWER* - a 7-day course on self-discipline and mental fortitude.

In addition, he wrote an Amazon #1 Bestseller called *Manifestation Resistance*, which has enabled tens of thousands of people worldwide find the strength, inspiration, and motivation to make dramatic life changes.

D/C's purpose in life is to help others see the significance of everyday events so that they can perceive and truly appreciate just how incredibly magical this world is.

His method...? Life questing.

In a nutshell, life questing is the process of turning life into a giant video game: do fun things, gain real-world experience points, and take on the bosses that are life's biggest challenges.

D/C is the founder of [align-mentality.com](http://align-mentality.com), where you can check out his arsenal of quests as well as his eye-opening blog entries.

He also owns a small ebook publishing company that gives authors the ability to focus on their writing, without having to clutter their

minds with all the complex technologies associated with digital publishing today. Learn more at [ZenAuthor.com](http://ZenAuthor.com).



## **Change is in the Air**

*By D/C Russ*

The other day, I watched my grandfather give a voice command to his phone. Within seconds, he had access to an encyclopedia's worth of information on the topic.

What struck me is just how natural it was for him. I mean, here's a regular guy with no technical skills whatsoever, operating a device that affords access to virtually the entire database of human knowledge.

And to think...my grandfather was born when the world was still shocked by color television!

We live in a truly remarkable time.

Some people refer to it as the 'Information Age' or the 'Digital Age'.

It is an era in which people can think a thought and then share that thought with virtually anyone on the planet in a matter of mere seconds.

Amazing, isn't it?

It sure is.

And well-deserved, too...

Because it has taken our species literally *millions of years* of learning in order for us to create the technology that makes this possible.

In fact, it was over two-and-a-half million years ago when humans first discovered that you can use stones to make tools.

And ever since then, people have been achieving the impossible over and over again to bring us to where we are today.

Who would have thought, for example, that the magical, life-giving force of fire could be unleashed from the clever application of just two, ordinary sticks?

Can you even imagine how mind-blowing it must have been to witness someone create fire for the first time?

It would have been like seeing fire manifest from beyond the veil of the observable world.

In my opinion, the ability to harness and control fire is the most important discovery that has ever been made.

Even so, it would be almost another *one million years* before humans made the next major breakthrough—agriculture and the domestication of animals.

Think about that for a second...

...one **million** years!

As time marches on, change happens faster and faster. And now, in the 21st century, change is exponential.

Just take a look at how far we've come in just the last couple of decades. I mean, 20 years ago, if you used the term "world wide web," most people would have thought, "Dang, that's a big spider."

No one could have guessed that people would soon have free, instant access to virtually the entire catalog of human knowledge.

Just think of all the things that were invented in just the last 20 years and then ask yourself...

"How far will we go in the next 20?"

At age 26, I'm just a young man. But already I've seen an incomprehensible amount of change.

I can remember using a typewriter to write a book report. And I even used an encyclopedia set to perform academic research.

Wow.

And I know some of you older folks are probably scoffing at me. It's true: I never had to go to the library to do my taxes. I didn't have to write school reports by hand. And you'd have never caught me flipping through a card catalog.

But no matter if you're reading these words as an eight-year-old boy or an 80-year-old woman...you and I share something in common: we are in the midst of an incredible revolution.

Can you sense it?

Do you see it?

I'm not sure if you've noticed or not, but there are some pretty amazing things that are happening **right now**...things that will likely render the planet unrecognizable in the next 20 years.

Cell regeneration technologies, advances in 3-D printing, wireless electricity, quantum computing, and a live-streaming version of Google Earth.

Imagine being able to regrow a damaged body part or cure any disease. Think it's impossible?

What if you could print out a new engine for your car—or even the entire car itself?



We like to think of these things as science fiction. But the truth of the matter is that **they're already well underway**.

If you consider that change on this planet is happening *exponentially*, then it's really not hard to believe that anything is possible.

Throughout history, the "logical" and "rational" people could easily tell you when something was impossible.

But then a dreamer came along and proved them wrong—time and time again.

When you think about how many times this has happened, it's only logical to believe that anything is possible.

Right now, as you read these very words, something "impossible" is in the midst of being achieved.

Somewhere out there is a dreamer—maybe just a child right now—who's going to invent the first human teleportation device.

Maybe 20 years from now, the most popular retirement destination will be in a different solar system.

Or maybe retirement won't exist at all...

That's what I'm hoping for.

When I close my eyes, I dream of a world in which everyone has their needs met without having to sell 8-10 hours of their life...every day.

My soul yearns for a world where everyone gets to do what they love. I imagine a planet of people all living harmoniously together in a state of grace and abundance.

The very thought is enough to bring a tear to my eye. Because I know it's possible.

In fact, it's inevitable.

Call me crazy, but I believe that the time has already come. It's already here: people everywhere are waking up to the idea that there's something more to life.

We are quite literally entering into a new era of thought.

Just like the Enlightenment, people everywhere are starting to think more deeply about the nature of reality. Increasingly coming into question are things like bureaucracy, status quo, social norms, media, politics, law enforcement, banking, militarism...the list goes on and on.

As a species, we are evolving consciously toward greater levels of freedom in every sense of the word. People are taking their power back from those power institutions that have ruled over us in the past.

This new era will be characterized by a distinct focus on personal responsibility. The biggest breakthrough humanity will make is the realization that the power *has always been* with the people.

No longer will we settle for being mindless drones trapped in a systemic power struggle. No longer will we allow ourselves to be ruled by unquestionable dogma. And no longer will we allow ourselves to become victims of our own mind-made prisons.

It's time to wake up and smell the coffee, folks. Enough is enough.

Change is real. In fact, it's all that is real. Change is the only thing in this world that's guaranteed.

In fact, it's inevitable.

Even a rudimentary look at our evolutionary history will reveal that planet earth, and the people on it, are becoming globally conscious.

There was a time, hundreds of thousands of years ago, when all we knew was what happened in our own little tribes. Now, thanks to the internet, we can peer directly into the eyes of a person on the other side of the planet. Technology is allowing us to connect in more and more ways, cutting across language and cultural boundaries.

But the internet isn't the driving force...no...

It's human and planetary consciousness.

The internet is merely symbolic of the radical transformation that's happening on planet earth.

If you have even just one spiritual bone in your body, you'll see how this all makes sense...

...at the end of the day, we're all One...

The plants...the birds...the insects...the oceans...the forests...the people...

All of us are delicately intertwined in ways that we cannot even see.

But in this new era, we won't *have* to see. It is spiritual sight that will become the primary form of vision.

People will rise up against the ego and the impermanent flesh that houses it. We are divine beings FIRST. Human beings second.

Once this realization seeps into society, we will have World Peace.

It's inevitable.

And if you don't think so, then YOU are one of those people holding the rest of us back.

It's time, comrade...to rise up and accept the truth of our beings. It's time we really step into our spiritual identities and origin.

Because, although we have tremendous power to slow our progress, nothing in our power can stop it.

Change is in the air. It's everywhere around you.

You can try to run from it. You can try to hide from it.

But truth be told, it's real...and you cannot resist it much longer.

So if you can't beat 'em, join 'em.

I have dedicated my life to catalyzing World Peace on planet earth. And the funniest thing is that since I've embarked on this quest, what I've truly realized is that World Peace starts inside me. And you.

The most (read: most) effective way you can make massive change on this planet is by going inward.

So the next time you find yourself frustrated or angry at something that's happening out in the world...just remember that it's really happening inside of you. Anything else is merely projecting your pain onto illusory figments of your imagination.

The answers are within you, comrade. Remember that.

But, more importantly, commit to that. Practice it. Train your mind to search within.

Because it's one thing to "know" something. It's quite another to live it.

Today, I invite you to also take on the quest to catalyze Peace on planet earth. It can be done if each of us commits to it personally.

All you have to do is be responsible for your own heart. Constantly strive to find that light...that **Love** within you.

Because at the end of the day, Love is the only thing capable of producing change...not hatred.

If you focus on finding that Love in the next being—or thing—that you meet, then you have literally worked a miracle.

If you don't believe me, try it out for yourself. Changing your own mind causes a massive ripple effect in our planet.

Every person you come into contact with will be able to feel your Love.

The next time something upsets you, try loving it. Try understanding it. Try forgiving it.

All I ask is that you try it.

Once you choose the light, darkness automatically flees. It's a law of nature.

Look for the light. Do it for just one day...

...and be amazed at how quickly your life starts to change.

I believe in you...we all believe in you.

Blessings to you, comrade...and take a moment to head over to [align-mentality.com](http://align-mentality.com) so that you can download your free, 1-page Ascension Cheat Sheet. It has literally everything you need to know to put these ideas and concepts into practice immediately.

It will serve as a constant reminder of your own power to transform your life and change the entire globe. I'll see you there.

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D/C Russ' Blog and Powerhouse: <http://align-mentality.com>

D/C's 7-day course in radical self-improvement:  
<http://weekofpower.com>

D/C's ebook and digital publishing company: <http://zenauthor.com>



## **Moni Patterson, M.RA**



Moni Patterson, M.RA is a highly sought after speaker, trainer, and wellness educator with over 20+ years of successful entrepreneurial experience. As an entrepreneur, she owns two business consulting firms, as well as an exclusive organic nutritional supplement and cosmetic line that is marketed through certified representatives across America as well in some countries internationally. She is a wellness, relationship, and liberation coach that teaches on the art of connection

through mind, body, and spirit. Moni is featured on a weekly radio show with a segment entitled "Ask Moni". She has worked on projects with many world-renowned motivators and is now the proud co-host of Wise Women Weekly, presented by the popular success platform Enlightened Networking. Moni's mission is to help everyone learn how to connect, prosper, and experience total life wellness by spreading the message of spiritual and physical health and hope to the masses. Her passion, insight, and magnetic personality make her one of the most gifted speakers and trainers in the industry. She currently resides in Ohio with her husband and three sons.





## **No More Hiding**

*By Moni Patterson, M.RA*

I've had the same recurring dream since I was a little girl. I would see myself walking into the building of a company that I owned. I was greeted every morning by the smiles of happy employees, into a space that was meticulously designed with all of my favorite colors. The atmosphere felt loving, clean, and free. It was undoubtedly an area where creativity flowed abundantly. I would see myself speaking before large crowds and hugging scores of people afterwards who came to me expressing gratitude for how my words impacted their life. Each time this dream recurred, I found myself awakened feeling energized and excited. However, an unexpected emotion would come over me almost immediately afterwards...I became extraordinarily nervous! So much so, that I would ask myself, "Who am I to dream such big dreams?" This dream was not something that I consciously contemplated. In school, I was taught like most people...go to school, get good grades, go to college, and get a good job with retirement benefits.

I did all of those things, yet I was profoundly dissatisfied with life, even though I had the American dream. I had lived in two custom-built homes, drove the car that I wanted, had a job with prestige, and made a major impact in my community, yet I couldn't silence the voice inside that was calling me to more. For years I tried to convince myself to just be satisfied. After all, what more could I want? When I looked around at my life and those in it, everyone else seemed content...even the ones that had less than I had. Again, I asked myself, "Who am I to dream such big dreams?" I asked myself this question repeatedly, because I didn't really have the answer.

One day, I was flipping through the channels on the television and I saw a woman speaking. She uttered words that have stuck with me to this very day. She said (and I loosely quote with personal emphasis), “Your destiny is calling and some of you are terrified to answer. I want you to know that that’s okay, but it’s not okay to cease moving towards what you’re called to do...Do it afraid if you must, but you must do whatever it is that you’re being called to do. The condition of the world is dependent on you doing what you are here to do.” I paused and sat with that for a moment. I decided to peek around the curtain and start a small side business. I would offer business advice to members of my community for a small fee. I would watch them take my advice and create flourishing companies and I would delight in their success.

I never showcased what I did for them, even though in the grand scheme of things, it was magnificent. I was still more comfortable peeking around the curtain and working behind the scenes. When people would openly give me praise for what I had done, I would downplay the significance and make it seem like it was no big deal. I was just happy to help out my fellow man/woman and tiptoe silently with success. Looking back, it is incredible to me how much business I got based upon the word of mouth of others, because it surely wasn’t coming from me. I was still hiding.

One of my mentors said to me one day, “Moni, how long do you expect to stay in ‘business’ if nobody knows you exist? What will you do if everyone else stopped sharing your business for you?” Of course, I had thought about that...I just didn’t want it to happen anytime soon. This system worked for me, and I was very comfortable with the flow. I wasn’t being challenged, but at least I had gotten started, even if it was on a very small level.

When I first decided to open the curtain more and step out on my own, I designed a personal meditation practice in which I would get quiet and check in with my heart. I wanted to see how I was really feeling about my life and the journey I was on. I would put my earbuds in and turn on music that helped me to get calm, centered, and in a state in which I had no active thoughts. I would stay there for 30 minutes and then write the answers to pre-written

questions such as; what do I love most about my life? What is the energy that I feel when I go about my work? Am I content? Do I feel free? Does my soul feel satisfied?

These questions (and many more) help me gage my path to see if I need to make any adjustments in my direction. Asking important questions such as these, along with answering truthfully and without judgement, gives great insight to the deepest levels of yourself. I truly believe that deep down, we all know what we are here to do...we know what makes us feel alive, but that truth can be intimidating! If it wasn't, everyone would answer the calls of their dreams and just go for it! Over the years, I allowed myself to be more open and try new ways to express my gifts, talents, and services. I accepted more opportunities that were presented to me and waved the flag of support for many companies. I was being asked to be a keynote speaker at several events as well as the presenter for many company showcase meetings. I became the go-to woman for webinars, seminars, moderation, and edifying introductions. I became the event emcee for many to bring high energy and enthusiasm, and to keep the event flowing seamlessly. All of this was effortless for me. I enjoyed witnessing what I could make happen for others and their vision.

I may have been the person that everyone saw, but I was still hiding...hiding behind another person's dream, goal, and vision, and I loved every minute of it. I had my moment to shine, and then I could quickly and quietly return to the comfort of the shadows. I took great care to nurture and care for their dreams by making myself available whenever the call came in to give me another opportunity to wave their flag. As long as I waved their flag and not my own, I could stay comfortable and all would be well, right? Wrong! Everything on the outside seemed to get better, while on the inside I was like a caged bird desiring flight as much as I desired oxygen.

One night during prayer and meditation, I tried desperately to calm myself. I was so internally uncomfortable that it became a physical sensation of discomfort, or what I now refer to as divine discontentment. It wasn't my mind that was making the noise and

forcing my attention to focus...this was coming from a space much deeper, and much more sacred. It came from a place that I now call “Knowing”. It is that place where you can no longer deny what you’ve tried to run from. It is a place that forces you to act upon what you “know” because anything less would no longer be acceptable. I knew I had to make a decision, now. I couldn’t keep giving bits and pieces of myself and then go back to the space where I found comfort in familiarity. It was time to answer the question because I knew the answer and I had known it all my life. Who was I to dream such big dreams? I didn’t fully know the answer then, but I did know that the dreams were not just figments of my daytime imaginations...they were given, consistently.

I decided to do what the lady on the television said in a nutshell, “Do it afraid.” I embarked on a journey to start my own company and to do so in a major way. I found the process to be grueling, challenging, and yet profoundly exhilarating! Each new day caused me to stretch myself in a way that I had never done before. Now, I was uncomfortable and to my surprise, it was amazing! The more I did things that I was uncomfortable with, the more I found myself growing and gaining new perspectives on myself, my business, people, and life in general.

I often had people congratulate me on my new venture and ask me how I felt about it. They were often surprised when I offered them the truth. “I’m super excited, and nervous as heck!” I got the same response every time—“No way! Not you! You are the epitome of confidence!” They never believed that while I did what I did, I was often times shaking inside and giving myself the pep talk to keep going! It was easy for me to give my all to another company. I would give it all I had to promote them on and off of social media. I would launch campaigns for them and let everyone know that whatever I chose to promote at the moment was the greatest thing going.

Now I was breathing new air. There was no one to stand behind and no one to blame if things went sour. This was now not about answering the question of “Who am I to dream such big dreams,” but “Who am I to continue to allow myself to live in such small

ones?” Life is meant to be lived and until this moment, I had done it on a small level. There is a very short prayer that simply reads “Let me not die while I’m still alive.” I made a conscious decision to live while I’m still alive! The next step was to not only live my words, but to do so boldly.

I was invited by a friend to a business luncheon that featured very high-level, successful individuals. We networked, mingled, and enjoyed hors d’oeuvres and then the shock came. We were all asked to sit so that each person in attendance would have a chance to give a presentation about themselves, their business, and what they are most passionate about. We were given the option to pass on sharing, but it was understood that we were all in business and this could offer great opportunities for collaboration and support. After all, this is why we came to network.

As everyone began to take their seats, the question was raised “Who would like to begin?” I looked around the room and watched every single person look at one another. Nobody volunteered for at least 60 seconds! They were all hiding too! Finally, a beautiful petite woman raised her hand and said, “I’ll go first.” She shared a little about her life, where she was born and raised, and what she did. Everyone politely clapped as each person stood up to share their story.

I didn’t feel prepared. I froze. I didn’t yet have an elevator pitch for myself, as they had all been for other companies! I had those processes in my head and knew them back and forth. I began an internal dialogue where I kept asking myself, “What am I going to share?” I didn’t feel like I had it all together enough to share what I was currently doing. I wasn’t representing a multimillion dollar brand—yet. I hadn’t rehearsed...all I had was me. As it got closer and closer to my turn, I could feel my heart beating a little faster. I placed one hand into the other and noticed that my palms were sweating. I was nervous. “How would they take me?” “What would they think about the fact that I am so unprepared to speak?” “Maybe it would just be easier to just speak about something that I used to do, or talk about the fact that I’ve coached other businesses to massive success.” It seemed to be the environment for that sort

of thing, as 90% of the room seemed to be a coach or an aspiring coach. “Yes, that’s it!” I thought. “I can easily speak on that.” I said to myself, “I know that like the back of my hand, plus I’ll feel way more comfortable.”

These thoughts rang so loudly in my head that I couldn’t even focus on the other presenters. All I could now hear was the loud beating of my heart, and the shallow, rapid pace of my breathing that I hopefully concealed without anyone noticing. All of the sudden, I couldn’t stay comfortable in my chair. There it was again...the divine discomfort that I spoke about previously. It seemed to show up every time I made a decision to play small or stay in the background. I had my mind made up and now I was forced to confront myself. By this time, the woman next to me was up sharing about a great business. I wanted her to take her time, and give tons of details to the audience, but she didn’t. She was briefer than any of the others! I couldn’t believe it! A 45-second personal and business speech! It was my turn.

I took a deep breath and prepared to take center stage. This time, there was no curtain to peek through and all eyes would be on me. As I stood and straightened out my dress, three words rang through my very being...“no more hiding”. I felt it strongly and felt a sudden burst of confidence. I walked to the stage, grabbed the microphone, and gazed out at the audience of 150 and looked into the eyes of as many as I could.

I put the microphone up to my mouth and said, “This is a moment of courage for me. For the first time in my life, I am standing on my own without being about to hide behind another company or brand. I am Moni Patterson, and today I am going to share what I do with you in the form of a story. Is that okay?” Immediately, I noticed how everyone seemed to lean forward at the same time. Their eyes opened brighter, many smiled, and they listened intently as I continued to share. “I had no idea what I was going to say to you today because I didn’t have an elevator speech prepared. I didn’t know how you would take me and my message, but I’ve come to the conclusion that I am not responsible for that. I am only

responsible for living and operating in my truth and sharing that with all of you today.”

I began to share that I’ve always had a deep interest in physical and spiritual wellness. I shared about my journey of going from business consultant to following my true passion of formulating wellness products as well as leading individuals on the journey to wholeness, and how my travels led me to some amazing discoveries. I spent time developing custom products for both children and adults and found it to be very fulfilling. Then, I finally got to core of why I’m passionate about what I do. It was midnight and I had been asleep when I came downstairs for a glass of water. To my utter shock, I found my youngest son, who was 11 years old at the time, passed out on the kitchen floor. We rushed him to the hospital where we found lesions growing all over his legs. Months and months passed of him getting poked with needles and tested, with no conclusive answers as to what was causing this. In the moment when it was my own child that was affected, I had temporarily forgotten all that I knew and had helped so many other individuals with. My sole focus became his comfort until a moment of revelation hit me like a tsunami! Why was I waiting for someone else to do what I already knew how to do? I immediately went to work and finally, a few formulas later, I did it! I had created an incredible product that helped my child return to normal. When he woke up a few days later, the deep lesions that were there for months were now smooth skin.

I ended my story with “I am a mom that deeply loves her children. One of them needed me to function in my gift and I rose to the occasion. I now share those products from my family to yours through a network of certified professionals that proudly represent my company. Oh and by the way, YES, like most of you, I’m still a mentor to many and I love to inspire people to greatness.”

“I can tell that I was not alone in being nervous to stand in my power. I can tell by the hesitation that everyone had at the very beginning. No one wanted to be the first to share. I know it wasn’t just my son that was waiting for me to stop hiding and rise to the occasion. He was just the catalyst that was powerful enough to get

me there. Now the question is ‘Who is waiting for you?’ May we all answer the call, do it afraid if that’s how we’re feeling, and rise to the occasion. The condition of the world is dependent on our response and action.”

I was surprised yet honored by the standing ovation and thunderous applause. I stood strong and in my power. I told my story and I didn’t hide. Just like Jack Canfield quotes, “Everything you want is on the other side of fear.” So who am I to dream such big dreams? I am Moni Patterson. Beautifully created in the image of Love and here to serve, heal, create, and empower. I am magnificent without apology, and so are you! If I can rise, you can rise! The world is waiting for you to take center stage and stop hiding. Have the courage to soar! It’s worth it.

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## **Helen verDuin Palit, D.H.L.**



A Social Entrepreneur pioneered the perishable food recovery system feeding one million people a day throughout the 1,317 cities of the world. Nine billion meals and counting since 1981. The insides of a potato skin appetizer inspired the Harvest program created with Yale University, growing to maturity in New York City, where she founded City Harvest. An award-winning model, institutionalized and replicated by concerned people around the world, yet tailored to each city's ethos and spirit respectfully. Because each program is by and for the community, the successes are garnered with the local civic and corporate support too.

39,000 more cities of the world are not yet harvesting the food companies' good unserved perishable food (hot, cold, fresh, and frozen) that is delivered free and immediately to the shelters for the hungry and homeless men, women, and children's next meals today.

This innovative system creates unique solutions while matching diverse unmet needs smartly and simply as an "all win" situation. The most exciting part is empowering individuals of all walks of life to develop to their own potentials, then seeing their community 'harvest' the incredible results. That is the greatest reward.



## **Stay Curious and Follow the Yes**

*By Helen verDuin Palit, D.H.L.*

Often enough, big changes begin with a single small step. In my own case, my life and my work were revolutionized because I got curious about a potato skin appetizer. In 1981, I was running the Community Soup Kitchen sponsored by Dwight Hall at Yale University in New Haven, Connecticut. Every day, we cooked twenty to thirty gallons of soup—vegetarian due to our limited budget—and served it with all types of donated breads. When they liked the day’s soup, some of our homeless “guests” would consume ten or twelve bowls of it, plus an entire loaf of bread in one sitting, as it was their only meal of the day.

After a particularly trying day at the soup kitchen, I needed a drink, so I went to the restaurant right across the street and ordered a margarita and a potato skin appetizer, the students’ favorite at the time. While enjoying the appetizer, I suddenly was curious: what does the chef do with the innards of all the potatoes?

I asked the chef. He said that even though they served mashed potatoes, potato soups, and other potato-based dishes, the restaurant still had thirty gallons of cooked potatoes leftover on any given day. He didn’t know what to do with them. I told him that our soup kitchen right across the street could definitely use his potatoes. Beginning the next morning, he would daily bring over thirty gallons of cooked potatoes, which we put to good use to thicken the soup and even make potato salad in the summertime.

One morning, the chef also brought over eight perfectly good quiches, untouched. It seems that the menu that day said spinach

and ham quiche, and he, while talking to his girlfriend, had forgotten to put in the ham. New quiches with ham were now in the oven, and he was giving us the quiches without ham. From then on, the restaurant would donate other perfectly good, untouched prepared foods that would otherwise be thrown away. Our volunteers as well as our guests were thrilled, and the restaurant staff was happy too. It was a win-win situation all around.

The soup kitchen volunteers—many of them Yale students—became curious: what other restaurants, as well as schools, hotels, and caterers, in New Haven had good unserved leftovers that never left the kitchen? My first brainstorming sessions were with Mrs. Joy Davie Napier, who was a generous financial supporter of the kitchen. She loved the extra spuds story and suggested that if the restaurant had leftovers, certainly Yale's twenty-two cafeterias and catering kitchens would have some too. We invited Al Kenney, Yale's dining hall director, to join us in our research and program design meetings. Through Al's involvement, we were able to collect food from Yale's food service venues, which continues today. Within three months, we found ourselves running a gourmet soup kitchen that served all kinds of meats, poultry, and fish (and desserts too)—all donated.

Our next step was to determine the larger need. How many other soup kitchens (offering free lunch for the homeless), food pantries (free grocery stores for families with working kitchens), and emergency shelters (providing free beds and a meal for the homeless) in the larger New Haven area could use more food? (This was before the 211 system for finding human services had been organized.) Calling our local like-minded colleagues, we identified thirty-two charities within a twenty-mile radius. The biggest question, then, was: how could we transport the food to these charities safely and in a timely fashion? It was a game of logistics: time, temperature (keeping hot food hot and cold food cold), and distances. Putting on my former commercial truck driver and former restaurant manager "hats," I came up with a plan.

The plan was so logical and basically so simple, so why wasn't a system like this already in place in the New Haven area? I spent

hours in the Yale libraries researching other, similar programs, hoping to learn from their experiences. To my astonishment, I found nothing! I brainstormed with lawyers, accountants, and charity staffers to find out if I was missing something. One businessman said, “No, your plan will not work.” When I asked why, he said, “Because no has done this before.” His answer only motivated me even more to put my plan into action!

With Dwight Hall’s continued support, we legally organized the New Haven Food Salvage Project as a charity. We recruited volunteers with vehicles to do the pickups and deliveries, and then we turned on the charity’s engine. Three months after turning Community Soup Kitchen into a gourmet soup kitchen, we were distributing donated foods from the area’s best restaurants and caterers to charities in ten towns surrounding New Haven—and the phones kept ringing with more offers of food donations. It was incredible. All this from this one potato skin appetizer!

The *New York Times* called in May 1981, wanting to write up the story of the first food recovery program for their Connecticut edition. Wanting to thank Yale for the food and support, I asked Al Kenney if he would be the one interviewed, and he agreed. The story ended up being published not just in the Connecticut edition, but nationally.

After two years with the food salvage project, I move from New Haven to New York City for family reasons. A few days after the move, I was sitting in the office of Gretchen Buchenholz, president of the Yorkville Common Pantry in the Upper East Side of Manhattan. She had just hired me to run the food pantry when the phone rang. It was New York City’s Mayor Ed Koch. He had just read the *New York Times*’ second article on the New Haven Food Salvage Project and was asking Gretchen, “How can we get Helen Palit to New York City? We need her food program here in our city.” She asked him to hold on a moment and handed me the phone. The mayor, at first stunned that I was already here, asked what I needed to start a food salvaging program in New York. I suggested a meeting with someone at the city’s health department as a great first step. Twenty minutes later, Mayor Koch himself

called back with the meeting details. The next day, I met with Health Department Commissioner David Sencer and his top team. After four hours of intensive discussion about time, temperature, and distance logistics, the commissioner gave his blessings on the project and offered his support whenever I might need it.

He kept his word.

Next, we needed office space and a phone. It seems that Mayor Koch talked with Councilman Henry Stern, his jogging partner on Sunday mornings. The next day, Henry contacted the Children's Aid Society, located in the Rhinelander Building, who offered a sixth-floor walk-up space that had recently been a filming site for Paul Newman's movie *The Verdict*. Henry donated his own money to install the phones. On December 10<sup>th</sup>, 1982, a local radio show announced the startup of the City Harvest program along with our phone number. The phones rang all day and into the evening—people donating food, wanting to give money, or offering to volunteer.

From that day on, the phones never stopped. Over the years, as the media reported our food harvesting stories, the program kept expanding. We collected and distributed food from top hotels, restaurants, caterers, corporate executive dining rooms, and employee cafeterias, Donald Trump's wedding, houses of worship, commercial photographers, TV and film shoots, manufacturers, and more.

In the early 1980s, two of the New York City's three main industries had their charities of choice—publishing supported literacy programs and stage and dance theaters supported Aids programs—but Wall Street had no charitable cause of its own. How perfect, I thought. I called the thirty top brokerage firms and asked their operations departments what their executive dining rooms and employee cafeterias did with good unserved food. Beginning the next day, City Harvest's uniformed health department-certified drivers were picking up food from these firms and, within the hour, delivering it free to local emergency feeding programs. City Harvest became the darling of Wall Street.

As our story was reported nationally and internationally in newspapers and on TV, radio, in magazines, and on the internet, concerned people from other cities, states, and countries wanted their own Harvest programs. On weekends, I would volunteer to teach them how to set one up, tailoring it to their city's unique ethos and spirit. I wrote *How to Harvest in your Community*, a technical 627-page manual on creating a food salvage program, including all the necessary forms. I began to be called the pioneer of global food recovery / food rescue systems.

Before you and your family finish your dinner tonight, independent Harvest programs in 1,317 cities in nine countries of the world will pick up good, unserved food (hot, cold, fresh, and frozen) and deliver it free to approved emergency feeding programs so hungry and homeless men, women, and children have dinner tonight as well. This is the best food in each city—nine billion meals and counting since 1981. Maple Leaf Harvest is the newest program, in start-up mode to begin serving Southern Ontario, Canada, in summer 2015. Again, all from being curious about the leftover insides of a potato skin!

When people ask me how all this was accomplished, I think of my parents, especially my mother. She was a naturally shy woman, an artist and concert pianist, very smart, quietly compassionate, and privately socially motivated. She had that knack for seeing an unmet need and then not only figuring out a way to fill it, but also taking the steps to do so. Again and again, I saw her emotional and physical drive to help others override her shyness. Many years later, at her memorial service, so many people stood up to talk about the charitable projects she created—including, with a few friends, creating a foundation to help inner city kids go to college. I realized I knew only half of what she'd done to help others; she had been so quiet about it.

Each time she started a new charitable activity, she would involve her four kids. One December, when I was six, she brought home thirty cartons of cigarettes. "It's fun to do gift-wrapping so others can enjoy Christmas, too," she told us. We sat on the living room floor, tying cigarettes in groups of three with ribbon: green for



menthol, red for regular. (This was in the days before no-smoking laws and before awareness of the health risks of smoking.) She knew that mental hospital residents wanted cigarettes, although each patient could have only three at a time because of the potential fire hazard. We filled the trunk of the car with boxes of wrapped cigarettes, bundled up in our winter clothes, and drove to the local mental hospital during the snowstorm right before Christmas. Seeing the big smiles on the patients' faces as we handed each of them their gifts—green or red, their choice—made a huge impression on me. I could see how receiving these simple presents made each of them feel honored as a person.

Being around my mother, I learned to value my own curiosity and love of problem solving. I read once that smart people are the biggest readers of mysteries, not because they want to know “who done it,” but because they're interested in understanding people's motivations. This makes sense to me; I love to read mystery novels. I also love doing jigsaw puzzles. It's fun to be a detective in all kinds of things.

I dislike seeing things go to waste just as much as I enjoy problem solving. In the course of my work, I've moved sixty-five times, relocating to cities needing help with setting up a Harvest program. My habit, while packing, is to consider each item: Do I need this, and if I don't, who would like it? I will find a local women's shelter that will accept my clean, usable things: curtains, bedding, clothes, household goods, and so on. The women can use these items when they find and settle into new, safe places to live.

I am still pondering the issue of what to do with all the used tires and shipping containers worldwide. Those would be fun problems to solve.

I love inventing new things in my head. It's fun. It's really cool. Here's a restaurant with a lot of leftover food, and there's a soup kitchen down the street. What do we need? Oh, a truck. Then I start talking to people, usually friends at first, and they start getting excited. I approach the people who have the skills and resources to help—truck owners, drivers, insurance companies, legal experts,

people who know about food handling standards and regulations. We start moving the food on a small scale, and it snowballs from there. People love to help other people.

What makes it all work is putting in place a system that meets the need. Essential to the Harvest programs' success are simplicity (a donor only has to make a phone call to arrange a donation), efficiency (the food is rarely stored; mostly it is delivered to the recipient organization on the same day), and empowering the right people (the drivers themselves know the nearest charities that can use a particular kind of food on a certain day).

The other essential ingredient is numbers. Systems are constructed on numbers, on data and budgeting. I think I inherited my love of numbers from my father, who was a high-level accountant in the corporate world. Numbers are a universal language everyone can understand. Compare the impact of "We went to a party where there were lots of people" with "We went to the party where there were 500 guests." We told people about the effectiveness of City Harvest and other Harvest programs with numbers: "This year our charity delivered twice as much food as last year." "Sixty percent of the food produced for human consumption is wasted." "Our total operating cost to deliver enough food for one meal for one person is twenty-five cents."

A key factor in bringing about effective change is to have the right allies. At every turn as the Harvest programs developed, I've turned to people who could and might be willing to offer the necessary resources. In New York, as in other cities, I was blessed to have an amazing board of directors. Our board members were independent men and women, smart self-starters running their own million-dollar businesses. We worked hard, yet had fun too. A new idea would pop into my head and we would toss it around, like a new game. Once it had begun to take form—a new campaign, a new project, a new adventure—we'd brainstorm over coffee or wine while considering pros and cons, the board members contributing their own creative ideas.

Success at bringing about change also involves getting out of one's own way. Like my mother, I'm naturally shy. In order to smartly manage my charities, I had to learn to put on a big smile along with my business clothes and, as my mother did, leave my shyness in the clothes closet at home. At times when I felt intimidated, when I felt that I simply couldn't step up to meet an important person or face a new challenge, I would sit down and have a talk with my mind: "Okay, this is business, it's time to put shyness in the closet. This isn't a Helen thing; it's a feeding hungry people thing." I would remind myself of the smiles on the faces of people participating in the program—our drivers, office staff, then the staff at the companies donating food, the staff at the emergency feeding charities receiving the food, and most of all, the smiles on the faces of hungry homeless people as they are handed a plate of lasagna or roast beef or whatever the food may be. My self-consciousness became nothing compared to seeing so many people winning.

Most of all, I love what I do. I believe that every person has unique gifts and that the world can become a better place if each of us is doing what we love and are good at. Why not? What do you have to lose? My gift seems to be creative problem solving. Seeing a problem that's right in front of all of us that we're not seeing, and then figuring out a system to fix it just comes naturally to me. And it's fun, like playing a game, only it's a game where no one loses.

Let me ask you: What do you really enjoy doing? It can be anything. What intrigues you?

Why are you not doing that now? Life is precious—why not have fun doing what you love? And since you are so good at it, you can get paid for having fun. I do, and I love every minute of it, anywhere, anytime. Trust me.

And really enjoy the day.

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## Jen Leavitt



As a former dancer turned fitness trainer and nutritionist, Jen Leavitt brings thirty-seven years of experience, knowledge, and wisdom to the dance floor of life. She spent her childhood spinning, leaping, and pointing her toes. After graduating from St. Olaf College, she began working in Corporate America. She then took a graceful leap to follow her childhood dream to open a dance studio.

After teaching children (from the young to the young at heart) dance, she began showing them how to have fun exercising and eating right. Proving to be unstoppable, she launched Fitness on a Dime, with programs designed to help people achieve their health and fitness goals around the daily hectic schedule of the typical family.

Jen is also the highly energetic, creative, passionate, and hard-working lady behind the Rejuix brand. She is revolutionizing the way people think about health, fitness, and happiness.

Part of Jen's appeal is her knack for connecting with people. She has a combination of talents you won't find anywhere else. With her workouts, recipes, blogs, and meal plan she is a multitasking ninja. Sporting her LV purse and Doc Martins, her realness and transparency have made her one of Minneapolis' most sought after health and wellness experts.



## **4 Reasons to be NAKED!**

*By Jen Leavitt*

What if I told you I knew the secret to being happy, healthy, irresistibly attractive, and authentic? Would you be interested? You see, what you're about to read is based on the idea of being naked. Not in the physical bare-skin sense of really being naked, but in the raw, letting down your guard and owning your own power naked. You, embracing your own authenticity naked. In essence, living a life that is real both on the inside and outside.

If this idea is of interest to you (and I hope it is), then you are in the right place. I hope to enlighten and briefly entertain you while sparking you with insight. Remember, reading and understanding something is much different than actually doing it. For example, I could read how-to-execute-the-perfect-push-up books all day long and understand that I need a flat floor to position my hands and the balls of my feet on, a pair of tennis shoes, and comfortable clothing. But, if I don't actually bend down and physically try a push-up, I will never actually do one! The knowledge and understanding is useless. The same principle applies to you, dear reader. If you want to live a life full of authenticity, being genuine and true, you must practice being naked. Just thinking about it is not enough.

Please allow the magic on these pages to support you in revealing your power, beauty, self-acceptance, and the passion you have waiting inside. Once I learned how to be naked, I realized that the world needs a smart, funny, beautiful woman like me and I've actually been dying to unleash her. I hope you discover your truth. It's my honor to share my story with you. So here it goes!



At two years old, my mom took me to my first dance class and I instantly fell in love. I spent my entire childhood spinning, leaping, and pointing my toes. After graduating from college, I had a ten year corporate career and began raising my children. Although it wasn't my main focus, I never gave up my love of dance. After a while, I realized something was missing. It was my love of dance that helped bring me success in life. I wanted to set an example for my children to follow their dreams and so I decided to quit my 'real job' and follow the dream I had since I was a little girl—to own a dance studio.

Living my childhood dream and running my dance studio quickly became my passion. The harder I worked, the more my studio grew and there were more and more families who enrolled. The more students who attended my classes, the more I had to work. It was a never-ending cycle. I began to struggle with balancing my business, my role as a mother and wife, my diet and exercise, and my relationships with my friends and family. As a woman, I felt the pressure that we all feel, to make everyone else happy. In reality, everyone was happy but me. My passion of owning my own studio turned into my studio owning me.

And so here I found myself—an attractive, successful woman living in my dream home, with a nice sized bank account, and the best luxury car money could buy. I had a huge diamond ring and an admirable husband. I was blessed with five young children (all under the age of ten), and four successful businesses—and all I could think about was how to get the hell out.

You see, the inside and outside of my life didn't match. From the outside, my life looked picture perfect; the only thing missing was the white picket fence. From the inside, I felt completely alone and unlovable. I had worked so hard trying to be the perfect wife, perfect mom, and run successful businesses that I had lost myself. I had slowly become someone I was not. My spirit, my passion, and my sparkle had all vanished. I was married to a man, that to all my family and friends looked like the perfect husband and father, but to me had turned into a stranger who didn't understand what motivated me or what made me happy. And frankly, he really

didn't care. His needs were being met, the children were happy, we had more than enough money, and he couldn't understand why I was still unfulfilled.

Deep down, I knew I needed to get out of my marriage, but I was too scared. I had felt lonely for years. I spent every moment possible at the studio so I didn't have to be at home and face it. If I did decide to leave, what would I say? Where would my children and I live? What would happen to my financial stability? And then there were the children's emotions? How would it affect them? What would my friends and family think of me? And, what would I think of me?

With each passing day, the lie I was living grew bigger, more painful, and more overwhelming. The fights I had with my husband heightened to the point that it was almost unbearable to share the same space. Then one day everything changed. I woke up and said to myself, "This cannot go on for another day. I need to end this. My life and my children's lives depend on it." I can't remember exactly what I said, but I know that as soon as the words "It's over" came out of my mouth, I felt a surge of relief and exhilaration like nothing I'd ever experienced before. Of course, I cried as I gave him back my wedding ring, but deep inside I knew that this was the best decision for all of us.

Ever since that day, things have never been the same. It's as though my soul was released once I found the courage to speak my truth. I began doing everything I could to discover what it takes to live a truly authentic life. A life where the inside and outside matched. I became interested in relationships that are true and lasting built on a solid foundation. I wanted to know what it takes to be consistently fulfilled. I read every book I could get my hands on, googled articles from the best coaches around the world, and talked to countless women. What happened next was amazing.

Here's where the naked part comes in. I found that out of my willingness to really explore how I was living my life and my willingness to take accountability for the decisions that I was making in my life, I began to start accepting myself. Once I

accepted myself, I was able to begin loving myself, which turned into owning the fact that I am enough just how I am. I didn't need to be Superwoman. I didn't need to own the best of everything on the outside. I needed to be my very best on the inside. The only validation that matters has to come from within me. (I'm going to say this twice in case you were drifting off because it's very important.) The only validation that matters has to come from within me. I've always known this, but I had forgotten to practice it.

Although I loved my dance studio and I was afraid as hell to leave a loveless marriage and start over on my own, I knew I needed to step back and find myself. I needed to find my passion again and my energetic, lovable spirit. I had gone where life takes many of us: college, marriage, a career, and kids of my own. I now needed to take another step. I needed to find myself—not a wife, not a mom, not a studio owner. I wanted a life that was restored, revived, and renewed. I knew that to create that life, I needed to find grace, self-love, and my own magic. I was lost. No one else could help me. I had to dig down deep inside of myself to really find happiness.

First, I gave myself permission to breathe. I let go of the fact that I needed to be the perfect wife, perfect mom, and a successful businesswoman. I started to take time every day for myself. Even ten minutes gave me the time I needed to focus on my own health and wellness. It was energizing. I came to look forward to this time. I concentrated on my gifts and blessings. I found that by taking that little bit of time out, I was starting to become a better mother and friend. My kids were happier because they saw I was happier. I was building a new foundation for myself that was setting a positive example for my children. I was now showing them there is more to life than rushing to the next dance practice, soccer game, or homework. Making this small change made a huge difference for me and my family.

After now being able to breathe again, I vowed to strive to keep balance in my life. I wanted to live a life full of passion, energy, and success and I knew it all hinged on balance. Achieving this

balance at work, in our families, and in our relationships, paired with a healthy diet and exercise are authentic. It's the basis of being real. Taking care of every aspect of my life, and keeping myself in check, ensures my balance will continue. It's not always perfect. It's a process and a journey. By committing to do what I already knew is important—maintaining balance—I continue to build and keep building my foundation of happiness.

Along the way to self-discovery, I've concluded many things. I learned that I can make my own magic and that it was within me all along. I am blessed to be able to create sunshine every day for myself and my family and I must always buy the shoes because you never know what tomorrow may bring. As a mom, I know that what I do as a parent will one day become my children's inner voice as they grow. And lastly, I believe we all need to be a force of love in the world and that no one is too old for a fairy tale.

As I continued to live by these principles, something amazing happened. My life completely transformed into something magical. I met an incredible man named Matt. He was like a dream come true; honestly, he's even better. He instantly challenged me. He was interested in what I had to say and what makes me tick. He's creative, sincere, successful, supportive, loving, funny beyond belief, and has dance moves to die for. And the best part is, he's in love with me. The real me. The newly discovered me that I am working so hard to practice at every day. When I'm with him, I feel like Carrie Bradshaw. Her witty quotes bounce constantly through my head. "Maybe you have to let go of who you were, to become who you will be" and "Don't settle for less than butterflies." Well, dear reader, he kisses me in a way that gives me feelings way beyond butterflies—he gives me the entire zoo. I've found my best friend. There is just one hitch. I live in Minnesota; Matt lives 1550 miles away in Florida.

Matt reminded me of the third way of becoming naked. (I know what you're thinking, not the bare-skinned kind.) He showed me that the core root of having great relationships with others is to develop an authentic relationship with myself. A relationship that consists of taking time out daily, striving for balance, and

accepting myself while growing from my mistakes. He continuously amazes me with his ability to reflect on his decisions, accept them, and strategically grow from them. As soon as I began following his lead, my true colors started shouting out. My worry, regret, and anxiety all disappeared. I relaxed, embraced my own realness, and I became even more attractive to him. My dreams flew back into my heart, and my spirit was once again free to soar. I began to feel extraordinary. The world needed me. Matt needed me.

Now that I am internally fulfilled and my inside is happy, I am no longer controlled by what other people think. I had spent my past life wanting the best clothes, the best car, and the best house. I was using my outside life to compensate for what was missing in my inside life. My life wasn't authentic and it wasn't working. I am taking care of myself because I love myself. I was brave enough to step outside of my comfort zone and find out who I am meant to be.

In the midst of my journey, a new passion started burning inside me. For the first time in what seemed like forever, I felt an authentic sense of clarity and awareness. Excited to share what I had learned, I began to build the foundation to a new business helping others find their own breath, balance, and acceptance. I realized many people feel the same ways I did—scared, unsure, trapped, and unhappy. They were gaining insight from my experience. My stories and practices were making it easier for them to make changes in their own lives. They saw I took a leap of faith for wanting better for myself and children and they wanted that too for themselves. Helping them take their own leap naturally followed.

I now own a thriving nutrition company and a successful personal training business. Reflecting back on my dance studio days, I did more than teach my dancers how to keep a beat or do a turn. I taught them to have self-confidence in everything they do. I taught them how to eat healthy. I taught them how to exercise. Using my thirty years of dance and fitness training, I've been able to expand my education to now professionally help others regain their health,

both physically and emotionally. I'm able to design my own schedule that prioritizes the most important thing I will ever do, raise my children. I am grateful to have the opportunity to inspire, coach, and help others achieve their own foundation of health through educating and supporting them on their eating, exercise, and supplementation.

This I know to be true: When I am real about who I am, I feel alive down to my very core. This sense of nakedness, of being truly open and vulnerable, is when my life works best. Then my heart is full of honesty, compassion, and self-love. In this nakedness, I am most connected both to myself and everyone around me. Taking the time to breathe, striving for balance, loving myself, and not seeking validation from others I am at my most real. I am brave. I am authentic. I am the woman I so very badly wanted to become just a few short years ago.

What about my love story with Matt? Well, this imperfectly perfect man is also very brave. Two years ago, he showed up on my doorstep here in Minnesota on a one-way plane ticket ready to create a life with the real, flawed, silly me. This crazy woman who laughs, cries, makes mistakes, loves wine, is obsessed with LV purses, and still can't cook to save my life. The day he put the most beautiful diamond band that I could ever imagine on my finger, I could barely speak. He understands me. He extended to me a real promise that he will encourage me, inspire me, and love me unconditionally through all of our adventures. I have found the friendship that I had searched for, the piece that had been missing in my life up until now. If I hadn't found myself, we would not have been able to build the love that we share. The love that is possible only when you love yourself first.

As I type this, I have my three-year-old Stella on one knee, her pink blanket against her cheek. She's sucking her thumb and I feel her little breath against my neck as she doses off for an afternoon nap. I am thankful for our small home in South Minneapolis. Most days our house looks like a crime scene and I'm up and down the stairs twelve times before Matt even gets out of bed. I know this because of our fitbit challenge. Life in our home is full of love,

noise, laughter, dirty dishes, missing shoes, and loads of dirty laundry. We have found balance within ourselves and with each other. (Some days the dirty dishes balance the dirty laundry.)

But the best part of our life is this: We have together built a life that is real. Our inside and outside life matches. Matt's commitment to me took the promise he made that one day on my doorstep and turned it into our reality. He supports my career and challenges me daily to reach for my dreams. I keep him on his toes and always moving forward. I've been able to set a new example for our children, not only to follow their dreams but the importance of finding balance while pursuing those dreams. I am able to give myself, Matt, all six of our children, and my family and friends what they really deserve: the real me.

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## Tracee Randall



Success in business comes easily for entrepreneur Tracee Randall. In the last thirty years, she and her husband, Bobby, have built million-dollar corporations in the service and relocation industries.

Success with her health and self-image did not come as easy, and it is that journey that she shares in this series....the journey from a young girl with eating disorders and panic attacks, to the healthy, confident wellness coach and public speaker

she is today.

Tracee's program, *Generational Health*, has impacted families across the globe as she teaches Moms how to make simple lifestyle changes that make a difference in the health of their families.

She is a sought after speaker, addressing women's groups across the country about overcoming food addiction and self-esteem issues, and has several published works in women's magazines and online.

She received the prestigious Dr. Theodore Kalogris Humanitarian Award for helping people around the world achieve life-changing results with their health.

Tracee credits her success to her faith in God and her incredible family who have supported her in every endeavor.

Watch for her new releases, *50 Weeks & 50 New Habits*, a step-by-step guide to transforming your life, and the self-help book, *Beneath the Veil*.



# Walking Into Your Destiny

*By Tracee Randall*

Did you ever look at someone and think they've got it all together and wonder how they do it? There does seem to be people who do have it all together, but what I have found is that all of us, and that includes me and every other writer in this book, our pastors and counselors...we all have issues that we have to overcome and none of us lead perfect lives. It's the choices that we've made that make our lives seem "perfect" from the "outside looking in." It's the journey that we've been through that makes it possible for us to live what others might view as a more abundant life. From my experience, the authors featured in this book are the ones that have overcome the obstacles, have worked on themselves, have used some of the 'tricks' you will read about in this book—we're really writing about ourselves because we have all gone through a *change*. The purpose of this chapter is to teach you some of the techniques that I personally used to make that change. First, I have to share with you a bit about where I've come from—It's important that when you're seeking help from someone, you know what obstacles they've overcome, what they have done to change. It may not seem such a big feat for the man to have climbed to the top of the mountain, until you find out he has no feet.

Let me share with you where I started from, and why I KNOW that no matter where you are, you can CHANGE, you can walk into your destiny—you can walk in greatness! If you're reading this, it means you picked up the book titled *The Change*<sup>6</sup> and our destinies have now intertwined.

What is it you'd like to change about your life? Get real with me. Get real with yourself. What would you *change*? A better job? More money? A better relationship with your wife or husband? Own a business? Lose weight and keep it off? Do you want to write a book? Do you want to learn to play an instrument? Are you called to preach? What is it that you want to do? What is it that makes your gut wrench at night when you think about it?! What is your *burning desire*?

So many of us get caught up in our daily treadmill of life that we forget to dream, we forget who God created us to be, and we settle. We go to work, pay our bills, worry about our future, something breaks down (the car or washing machine) and we wonder how we're going to pay for it. We're in debt with no way out. If you are sick of the life you have created, stop trying to change everyone around you; instead, change YOU. It's TIME. If it wasn't your time to change, you wouldn't be reading this book!

It's obvious that in this one chapter I won't be able to completely share with you *everything* that I have done to change from a woman who hated herself, who had a forty-year life of food addictions, insecurity, and fear, to a best-selling author, Wellness Transformation Coach, and speaker with audiences of thousands. My journey has been long and tedious, but yours does not have to be.

One of the biggest insults to God's greatness is allowing ourselves to live in mediocrity. You were "made for more". Either applaud the loudest, most amazing applause that you can, or don't bother to clap at all—none of this lame patty-pat hand clapping just to follow the crowd. Rise above mediocrity. Walk in the greatness God has designed for you—whatever that is!

When Jim Britt and Jim Lutes contacted me and asked if I would contribute a chapter in their best-selling book series, the enemy that has lied to me for as long as I can remember immediately began whispering in my ear—"What makes you think you can do this?" "There are so many other great writers and coaches—who do you think you are?"

I am very honest and transparent about where I came from—my story may stir up some emotions in you that have been shoved down deep so as not to feel the hurt, but if you are truly ready for change, this time there will be healing—you will emerge with the feeling "if SHE can do it, I can too!"

For as long as I can remember I knew I was different. In spite of my humble beginnings, I believed I was designed for greatness. I was not born into a family that taught us that we were supposed to achieve the desires of our hearts, there were no books on self-improvement or leadership. There was no Bible or spiritual teachings in my home. I was raised by a single Mom who did the best she knew to do. She was full of energy and fun-loving and had an innocent zest for life—but she was on that treadmill of working 2-3 jobs to make "ends meet". We were always "a dollar short"—spending money she didn't have on clothes and makeup and teaching me to do the same. She read books! Steamy romance novels that kept her own dreams alive—fiction about heroines who were beautiful and were swept away by a handsome man who rescued them from their mediocre, tragic lives to one of adventure! She would read all through the night, unable to sleep peacefully—taking diet pills by day and sleeping pills by night trying to somehow escape from her own reality. As she laid down the thick novel I would pick it up—reading a book in 2-3 nights—Harold Robbins taught me how to love.

In addition to the novels, I read *Little Women*, *Robinson Crusoe*, every *Bobbsey Twin* book, the *Sho-Gun* series, Robert Heinlein's *Time Enough For Love*. I read everything I could get my hands on—it was these heroines that gave me a desire to live a life of adventure; I wanted and desired MORE—but just didn't know how to get it.

I looked in the mirror and the girl-woman staring back at me was nothing like the fabulous heroines in the books I read. I saw ugly. I saw curly, hard to manage, course, brittle hair; I saw mediocrity. I saw average. And I desperately wanted to be beautiful. I believed that I didn't deserve happiness because only the beautiful deserved it. And I wasn't beautiful. So I secretly hated myself.

I went through the motions. I had friends. I had boyfriends. In spite of my lack of self-worth and my daily torment and fears, from the “outside looking in” I was happy. I hid these thoughts and feelings so well that no one knew—no one.

I wrote about it. Writing was my place where I could share my inner-most thoughts and fears without judgement. My private sanctuary. I poured out my heart in those journals, secretly hoping someone would read them and take me in their arms and tell me I was beautiful and loved.

In high school I was in Drama and although more than anything I wanted to be an actress, I had no courage to audition, so I lived my life *backstage*, creating the set that would allow the *real-life* heroines to do their thing—and again watch life from the sidelines, never quite fitting in, never willing to reveal my secrets.

Every moment of my life I felt like an outsider—like I didn't belong. It was as if I were the main character of a movie, yet I was invisible to all the other actors. Invisible and of no value. The movie played inside my head—over and over again!

What changed for me? I promised you in the beginning that you wouldn't have to spend the years that I did making *the change*. I pray that my story will give you hope that if I can change, you can too!

The answer is so simple that you may feel a bit disappointed by it. In fact, it will seem so insignificant that you will think I have left something out—like the woman who gives her award-winning apple pie recipe and leaves out a main ingredient so yours won't taste as good as hers. The recipe is outlined below—if you are ready to change!

The answer lies in what you *read* and to *what* and to *whom* you listen. For the past years you have only listened to YOURSELF—your own self talk—your own voice. And that voice was formed by lies that you heard about yourself that have lodged deep into your subconscious and have been all but impossible to change. Until now!

Your own voice has been the enemy for all these years. Your own thoughts that have whispered you aren't pretty enough, you aren't smart enough, you aren't tall enough, you aren't rich enough, you aren't significant enough, you aren't ENOUGH. I pray you would hear my words and that a glimmer of hope would be sparked within you. There is greatness in you. In YOU! There are many ways to change that self-talk. But the most important thing is to be *willing* to change, to want change enough that you are willing to fight for it, willing to live for it! And being willing to believe. Believe that there is a plan for your life that is bigger and better and greater than you could ever have imagined. Believe that you were designed for greatness and be willing to walk into your destiny.

What this journey has done for me is it has given me a deeper love for my incredible husband of thirty years. It has intensified my love for my two sons, for my daughter-in-law, and for my three grandbabies. It has magnified my love for my mom, my step-father, my friends, and every new person I meet. It has given me a new and powerful love for God and a grateful heart, even in the midst of a dark world. It has opened doors of opportunity for me that I had only dreamed of in the past, lying in the dark in my bed with only a night light to illuminate the novel I held tightly in my hands. It has made me the heroine in my own movie, this time I am fulfilling my God-given purpose. I am no longer backstage, but today I walk across a stage and am in the spotlight, sharing my story with hundreds! Today I am in a room of other incredible women and I no longer compare myself to them, but learn from them, love them, even see their hurt and fear. Today I love myself. I can say out loud and believe it, "I am beautiful. I am wonderfully made! There is a purpose and a destiny for my life and I am living it! I am loved. I deserve love!" I no longer have a love-hate relationship with food. In fact, I teach Moms how to feed their children to prevent disease and live a healthy and abundant life!

It's *easier* to come home from work, go through the drive-through, feed the kids, turn on the television, and live that life of mediocrity. Anyone can do that and most people are doing just that! But YOU were made for more!

YOU have a destiny to fulfill, a song to write, a dance to dance, a plan for your life! You may have little ones watching you, learning not from what you say, but what you DO.

I am going to outline 5 steps you can take to begin your journey to greatness, your journey to change. If you will do it, life can be the adventure that you deserve! A very wise man said this, "What's easy to do is easy not to do." I am aware that even though you took the time to read this, only a few of you will actually DO the steps that I and the other writers in this book suggest. But maybe one of them is YOU!

Follow these steps for ninety days and see what happens! It will take willpower and courage, but you can do it if you will only believe. Don't leave any of the steps out—it is important that you follow them exactly.

#### 5 Steps to WALKING INTO YOUR DESTINY:

1). The fuel we put into our body determines how we feel and how we feel determines our energy level. We must have energy to fulfill our destiny. Make a commitment to yourself to change the way you eat. You can go to my website and read three simple steps to changing your eating habits—[www.TraceeRandall.com](http://www.TraceeRandall.com). Your body is like a well-made high performance engine—it needs and deserves the best fuel! Feed it junk and it performs like junk!

2). It's vitally important that you begin to LISTEN to someone besides yourself! Every day, there are thoughts going through your mind, and unfortunately most of them are negative in nature. We must create new truths for ourselves. Every morning while you're preparing for your day or on your commute to work—listen to personal self-development. You don't have to be sitting down taking notes, just have a CD turned on loud enough so that as you move around the house you can hear it. Your *subconscious* mind is hearing a lot more than you realize, and this positive flow will affect your attitude, your mood, and eventually your actions! I recommend starting with *The Magic of Believing* by



Claude Bristol. Listen to it not once, but every morning and every night for at least thirty minutes for twenty-one days. Then go to the next one—another favorite is *The Strangest Secret* by Earl Nightingale. Powerful! Again, listen over and over—as you listen, you will begin to *hear* things differently, as you CHANGE you will gain new insights. Again, for a list of recommended books and CDs, go to my website. Now....what this means is that for ninety days you will NOT be listening to the news or mindless TV. You can live without it! You know what the weather is going to be, you know the traffic will be there every single morning—these things do not serve you well. They cause you great harm, so commit to "no news" for ninety days.

3). You must change your thoughts about yourself. Every self-help book you read, from the Bible to *Think and Grow Rich*, teaches us that "thoughts are things" and what you think about and focus on becomes your reality! Therefore, for your reality to change, you must change your thoughts.

Also, our WORDS are of great importance! There is a great concept shared in *The Magic of Believing* called "The Mirror Technique". This has proven to be one of my most powerful tools for success. I use it daily. It will be awkward at first, just as the grip on the club is uncomfortable at first for the man who desires to learn to play golf. But as he practices, the club becomes an extension of himself, he doesn't even think about the grip, he naturally holds it, and because of PRACTICE his body instinctively knows exactly what to do. So it will be for you! The Mirror Technique is detailed on my website—the specific tools I used to change from insecure and fearful to confident and successful are outlined for you there. I use this and practice it daily. I want to be at the top of my game at all times, to fulfill my destiny and practice is the only way!

4). Read books! A mentor of mine once told me, "Tracee, the only difference in who you will be a year from now are the books you read and the people you meet." At first his words went over my head; I didn't understand the impact. Today seven years later, I regret not having read more of the "right" books! But I am

making up for it! One that I recommend for those just getting started is *Believe That You Can* by my pastor, Jentezen Franklin. Another is *Think and Grow Rich* by Napoleon Hill. The best way to insure that you read every day is to set a time to do it. Read fifteen minutes a day!

5). Select a coach, a mentor! You've heard it before, "When the student is ready, the teacher will appear!" You, the student, should be prepared for your coach to step into your life. You are READY, so EXPECT that person who has been waiting for you to arrive! Be watchful and prayerful about it. Ask and you shall receive! It has been so interesting to me as I have been on this journey for several years now, how one teacher will be there at the EXACT time I needed to go to another level, and then as I master one subject or level, the next teacher would miraculously appear! Teachers come in all different packages, and don't always look like you think they will, so be ready and open to receive! A true coach is one who can speak into your life and teach you something! I always say, "Don't take advice from a broke financial advisor or a sick health coach!" Choose someone who HAS WHAT YOU WANT! Once you have identified him/ her, do EXACTLY as they say to do! I love the movie *The Karate Kid*—in it the boy desperately wants to learn how to fight, and gets so frustrated when his mentor, old Mr. Miyagi, makes him wax the car! "Wax on, wax off!" He tells Daniel—as he demonstrates the circular motions it takes to properly wax a car! Daniel is confused by this seemingly insignificant and useless task, "what has this got to do with karate??" Until the day he is attacked and instinctively and without thought his hands immediately use those same car-waxing motions to defend himself from his enemy! Suddenly, he understands that he had been preparing for this day all along—he did not see what his wise teacher saw!

Make a decision to CHANGE. Make a decision that this time will be different. I call it getting MAD. You were "made for more". Maybe you have a nice home, some great kids, a good spouse who goes to work and pays the bills and life is good. If that's you and you are happy then that's ok—but maybe as I am writing the words cut deep in your soul and you know that you are supposed to BE

more, DO more! Make a decision to break out of mediocrity, to awaken from your slumber, to live a life of adventure and greatness, and become the person you were destined to be—to walk into your destiny! Then *believe* that you can!

I invite you to visit my website and read more of the “Beneath the Veil” blogs that will inspire and share more of my story of personal transformation.

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## Peter Thurin



Peter Thurin is an international speaker and leading authority on achieving excellence. As founder of Blackbelt in Excellence, he educates people all over the world and empowers them to achieve excellence in their own lives.

He is a dynamic, inspirational, and passionate speaker and a powerful catalyst for business growth. He brings a relentless focus on the choices we must make and the challenges we must embrace to lead us to our passionately desired end result. He has a rare ability to merge his insight, skills, and experience with your business context to demonstrate tangible improved business outcomes.

Peter's focus on **people excellence** has been a major factor in the remarkable results achieved by many of the companies he has worked with. He achieves this by using martial arts as a metaphor for growth and a strategy for success.

He is a successful entrepreneur with multiple profitable start-ups and exits, represented Australia internationally in tennis, coached Australian Rules Football, and is a third Dan black belt in Taekwondo.

Peter's clients include:

Mercedes-Benz, BASF, Apple, Starwood Hotels, Langham Hotels, KPMG, PricewaterhouseCoopers, McDonald's, Schwarzkopf, Toyota, Optus, Telstra, Seek, Commonwealth Bank, National Australia Bank, Westpac, ANZ, Coles, Woolworths, ALDI and many others.



## **Achieve a Blackbelt in Excellence**

*By Peter Thurin*

Like most people, I have been through considerable change in my life. In my first career, I owned retail pharmacies in Australia for 20 years. I graduated from university with a shiny degree in Pharmacy and honestly expected that I would dispense medicine until the day I retired. Yet today I get paid to work with people in organizations around the globe to unstick, motivate, and sustain growth that leads to excellence through my business, Blackbelt in Excellence. I'm often asked what was the catalyst for such a radical transformation, and how did I make it work? The answer for me lay in the martial arts.

My black belt in martial arts taught me an enormous amount about life. As you would expect, it taught me about discipline, focus, and effort. But importantly, and herein lies the secret sauce, it showed me a step-by-step strategy that I could apply to any area of my life. In the next few pages, I want to give you all the insights you need to make your own life extraordinary, to become a black belt in whatever area is the most important to you. The rest will be up to you. Like I say to audiences at conferences around the world: "it's easy to do, but it's also easy not to do: your choice!"

But first, please don't be daunted or put-off by the idea of martial arts invading your life! This is about using martial arts concepts as a strategy for change and a metaphor for growth. The martial arts give you structure and teach you to set big picture goals. They make sure the goals are broken down into small, achievable steps. Martial arts give you feedback when you're doing well... and not! They reward you with physical symbols of your attainment. In

other words, martial arts is like playing a really well-designed game that keeps you playing and playing, unlocking more rewards or achieving higher status. So, there's no reason you can't take all these principles and create your own game, your own map to black belt, with your own rules that will guarantee success and achieve personal, leadership, or team excellence.

### **Know where you're headed**

The big goal of course is the black belt. For you it could be to become a "listening" leader, to buy a house, or build a culture of respect in your team. Whatever it is, this big goal has to be presently unattainable. The question then is: How do we bridge the gap between where we are now and where we want to be? Fortunately, martial arts provide a useful guide: it comprises a series of ever-more-difficult steps, or belts, to the big goal of black belt. It recognizes the importance of setting smaller goals to move you in the direction of the "big one". So, we start back to front, or as Stephen Covey says—"with the end in mind". I like to give thought as to what it is that I would love to achieve and then work through the steps and options to accomplish that outcome.

### **Know what you need for the next belt**

At the beginning of each belt level, a learner of martial arts will ask three key questions.

What new skills do I need?

What new knowledge do I need?

Who else do I need on my team?

A very good friend of mine, using my black belt system, recently achieved red belt (one before black) in, wait for it—being a non-smoker. At the time of writing, he hadn't had a cigarette for 50 days, and this is from a pack a day smoker who had tried everything else. What was his secret? Nothing spectacular, simply using the system he mapped out his journey to black belt recognizing that at each significant point in his journey to quit



smoking he would need different skills, the right people around him, and new information to inform his progress.

### **Are you committed to change, or merely interested?**

My intent in this short chapter is to create motion in your life. I want to share ideas with you so you can make them real in your own life. So, if you want to create big changes in your life or work, I would like you to put the book down, grab your notebook, and answer these questions:

What is my black belt in excellence going to be in?

What are the key milestones along the way?

What is the first thing I can do that will move me in the direction of my stated goal?

How serious am I?

If you're reading this sentence without having written anything down, then chances are you're merely *interested* in change. But not *committed*. To take on a personal black belt—that is—to create significant, life-altering, and sustained change, you will require significant, sustained commitment.

I had a dream as an eight-year-old boy to achieve a black belt in a martial art, but I did nothing about it until I turned thirty-six. It was impossible for me to achieve a black belt in the intervening twenty-eight years because I did nothing to get into the game. So, at the age of thirty-six, I went out and I bought myself a uniform. It was white. White pants, white top, while belt. And I won't lie to you, I felt seriously awkward and seriously uncomfortable.

### **Embrace awkward and uncomfortable**

At my first day of training I was the oldest, ugliest, worst, and the only one with grey hair! But don't ever allow awkward and uncomfortable stop you from getting in the game. Change will cause you to feel awkward and uncomfortable. Embrace it as part

of what we do, because at each new stage of the journey you start at the beginning again, building on what you've achieved.

I was a white belt. I was at the very bottom of the martial arts world. But we've been there before, haven't we? We move from the bottom of preschool to the top of the preschool and then to the bottom of elementary school to the top of the elementary school. And then it's off to middle school, then high school where the patterns are repeated. But it's still not over! We then move on to college, university, or the workforce and it's back to the bottom all over again and still no idea where to find the restrooms. That's what growth looks like, so we must look for opportunities to get uncomfortable in order to grow.

### **Celebrate every small achievement**

At the very bottom of the martial arts tree is a white belt. That's me. And off to training I go. As awkward and as uncomfortable as I was feeling, I trained the house down for three months, every morning and every night. At the end of the first three months, my head instructor said, "Pete, I think you're ready to go for your first grading." I walked into a room and onto the mats. There is a grandmaster sitting in front of me with a row of black belts on either side of him. I walk in, bang! And it's show time!

My first ever grading and I demonstrated my kicks, my blocks, my punches, and my newly acquired (yet still very much sub-standard) fighting and self-defense skills. After much sweating and anxiety, I passed the grading and received a yellow belt with a single white stripe at each end. And it was a seriously proud moment in my life.

I went home and did what every mature thirty-six-year-old father of three kids does when he passes his first ever martial arts grading. I of course stood at the front door with the belt high over my head. I did the big countdown, three, two, one, and I kicked the front door open and burst inside of my house, playing airplanes with this yellow belt high over my head, running around the house. I had no idea what my wife and my children must have been

thinking other than their husband/father had completely lost his marbles.

I was in the game. I had woken up from the dream as an eight-year-old boy and had made the start—the courage to get into the game. I was a yellow belt with a single white stripe at each end. Tick the box, goal achieved. The next goal was a yellow belt with two stripes and then maybe three.

New stripes on belts and new belt colors tied around my waist are tangible evidence of continual improvement. They are the feedback markers along the way. They are a cause for celebration. The day I got my blue belt was one such cause. I know nothing about fashion, but I can tell you for certain that when that blue belt went around my white uniform, wow, blue looked so much smarter than yellow. And while I've got this stiff new blue belt around my waist, I know that I am already better today than I was yesterday, but still a long way to bringing my black belt to life.

### **Expect challenge and deal with it**

My young boy Matthew, at eight years of age, was playing a competitive game of junior Australian Rules football. I was the coach of his football team. One day, in the middle of the game, he's trying to get the football and a whole stack of kids are falling on top of him. As the kids got off, Matt is left sprawled on the ground and he's damaged his arm. At the end of the game, we get into the car and drive him to the doctor. The arm is x-rayed and it's broken. He has plaster from above his elbow to his wrist. It's a very quiet ride home, when all of a sudden, Matt turns to me and says, "Dad, I am so lucky!" I said, "Buddy, tell me more, tell me more, what do you mean?" He said "The doctor said I couldn't play football for six weeks!" And I said, "I know! Where are you going with this?" Matt then said, "That means I can play the last game of the season!"

Here's this little boy calculating what he could do, not worrying about what he couldn't do. I'm a blue belt and I'm thinking to myself "What an amazing lesson! That's my focus." As awkward

as I'm still feeling, to get that black belt I have to keep doing what I can do. Keep working on my blocks, on my kicks, and on my punches. Keep asking for help. Keep asking questions.

### **The final step is often the hardest**

As I moved through blue, the day came for grading for my red belt. Now I don't know if you're aware of this, but in my martial art, taekwondo, red is the color before black. There is still, of course, much work to be done. I've still got stripes to get on that belt. But I'm a red belt! The thing that amazes me about red belts is that the greatest attrition or fall off or quitting (call it what you like) is a red belt with three stripes. What's the next grading after red 3? It's going for your black belt. I understand the reasons why, but it still bemuses me. All of a sudden the going has got too tough. We set goals and when it gets tough, the easy thing is to walk out the exit door. And it amazes me to think that so many people fall off at red 3.

My daughter pestered me for years to get a dog. She tried every conceivable way a six year old can to appeal to me, sitting on my knee looking into my eyes, blackmail, tantrums; she never gave up trying. Then one day when I collected the mail, there's a little note stuck between the envelopes. I took this little note and read it. The note said, "Dear Mel's Dad, please can Mel have a dog? Signed, God"! What do you think happened after I read that note? We got a dog.

Mel had found a way. She wasn't getting the result she wanted by begging and asking, so she had to change her game plan. Plan A clearly hadn't worked, but that was no reason to quit. When the "want" is strong enough, you will work out "how". So Mel reverted to Plan B and went to the highest authority she knew. She was crystal clear as to what the outcome she wanted was.

So I'm thinking to myself, as a red belt, that the greatest attrition rate is red 3. I have got to find a way through and past to get to black belt. I have to make this happen. Mel had taught me that there is always a way, that maybe we have not yet explored all the

options, that sometimes obstacles and barriers are placed there to test to see how much you really want something. I was crystal clear as to the outcome I wanted!

Next week, my moment had come. Show time was next week. It was my opportunity to demonstrate to the grandmasters and the other black belts the knowledge and the skills that I have acquired on this journey. And when I went on stage that day, I achieved what I had dreamed of as a little boy. And I cannot begin to tell you that even as a grown up today what this black material means to me. When I look at my black belt, I know it is a symbol. I am not the same person who started training four years ago. I had grown. I had changed.

### **Reflect, Rest, and Reset**

When you reach your big goal, your black belt, it's obviously a time to celebrate and acknowledge how far you've come. You are awesome! You've done some amazing things! This is a critically important time to reflect on your journey and understand how the success came about. What combinations of people, processes, feedback, and progress made this all work?

I firmly believe that we always need a big goal or project to work on. But you also have to give yourself the opportunity to simply enjoy your success. Rest and think before you set your next black belt goal and design your next journey.

### **Your black belt journey**

I hope you understand by now that I'm not one of those people who say you just need more discipline and persistence. We can't sustain change based on that sort of motivation. We need to play a game that is well designed and follow a process that is inherently motivational. Our game, or journey, must have clear markers of progress so that we know when to celebrate or reorient our efforts. It must have "just enough" challenge, so that it's interesting and hard work without being overwhelmingly difficult. Our goals must be clear and able to be broken down into tiny chunks that make up our day-to-day activities.

This is why most change efforts fail, both organizational and personal. They have to be designed, like martial arts, like boy scouts and girl guides, to be inherently motivating. That's why it's up to you to design your own black belt journey. You're the only one who can make the rules that suit you.

Set the big goal. Break it down into achievable chunks. Understand how you can achieve each mini goal. At each point ask yourself, what new skills, new knowledge, and people do I need around me to achieve this. Set the level of challenge at each belt so that it can be attained. Expect to be challenged. Only then will you be playing a game that is designed, by you, to be won. And only then will your efforts stack up, one on top of another, to reach black belt in excellence.

### **Blackbelt in Excellence**

I'm extremely honored to be able to teach this approach to change to people in workplaces around the globe. I know that when you apply the concepts used in martial arts training to other areas in life, you will achieve your goals and be more successful. The principles we have been speaking about are applicable and completely transferable to almost any discipline. It's the most wonderful metaphor for life.

The easy thing in life is to say no. I'm busy. I'm tired. I have other commitments. But know this; once you say no to something, the brain shuts out that thing as a future possibility. It's the lazy person's easy way out. Sometimes in life we have to challenge ourselves and find a way to say yes. And saying yes to a black belt journey changed my life.

Of course there will be days when you just won't feel like getting out of bed and the big goals just seem so far away, but if we focus on what we can do and not worry about what we can't do, if we always look for the opportunities to be successful and push aside the obstacles and barriers, then we are going to move both personally and professionally in the most wonderful direction.

It's my belief that we are capable of so much more than what we're currently doing. You may already be incredibly successful, but I think you would agree that if we sat down now and wrote on a piece of paper one or two things you could do a little more, a little better, and / or a little bit differently, there would be a substantial improvement in performance, productivity, and enjoyment. It's easy to do. It's also easy not to do. The beautiful thing is, it's your choice!

Where you take these stories, where you take these ideas, and what you choose to implement when you put this book down is completely up to you. You have the power of choice. Don't let yourself down by coulda, shoulda, woulda but didn't. Good intentions won't get the job done; you actually have to do something.

My first black belt in excellence happened to be in martial arts; yours can and will be in whatever your heart truly desires. It is my sincere wish that this is the beginning of an amazing relationship. Hop online and visit my website. There you will find useful tools, interesting stories—inspiration for now and the future. I wish each and every one of you all the great and wonderful things that life has to offer.

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**To contact Peter:**

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## Kimberly Alexander



After over twenty years of a flourishing corporate executive career, Kimberly Alexander launched her company as a Transformational Speaker, Author, and Mentor for Women Entrepreneurs. An expert in personal development, Kimberly has worked strategically with hundreds of Women Entrepreneurs to identify opportunity for further growth and how to take action through perspective, strategy, and people. With a passion to make a difference, Kimberly trains to workshops, individual mentoring, and Transformational speaking. Her direct, pin-pointed approach to learning establishes trust, humor, and produces long-term results.

Kimberly is an Amazon Best-selling Author. Her first book, *The Results Map: Business and Life strategies to get what you want*, was written from her own experiences of losing, learning, and growing. Kimberly has guided companies and individuals to immediate success with her simple and direct fundamentals.

Outside of speaking, writing, and mentoring, Kimberly is married and a proud mother of two girls. She has a passion for the outdoors and hiking beautiful Colorado trails. Kimberly is a health and wellness enthusiast, living a life of purpose, balance, and meaning.

## **Leverage your Baggage**

*By Kimberly Alexander*

The past is tricky. People don't know what the heck to do with it. We often refer to our past as baggage. Now whether you have great things in your past or challenging things, we often default to baggage as all of the bad things that stick with you and carry you to the next phase of your business and life. Believe it or not, positive, fantastic things are baggage too. These are referred to as successes, wins, and lessons. It's all baggage; we just perceive every piece of our lives differently. The good baggage may be regarded as a high-fashion expensive bag, while the challenging baggage would be considered a dumpy, old throwaway type of bag. What you will learn in this chapter is that every piece of baggage in your life matters and is necessary for the journey of who you are intended to become. When leveraged correctly, it will elevate you while warp speeding your business and life forward.

Question, do you dump your baggage on the side of the road and never look back, or do you carry it with you day after day? The answer should be no to both. People make decisions daily if not hourly based on past experiences. Is this subconscious behavior helping you or hurting you? I often say learn from your past to thrive in your future. This really is true. Are there actions you should stop doing or keep doing to grow your business and your personal development? In this chapter, you will learn how to answer these questions.

The past and baggage tend to be referred to in a negative connotation. We all have something unfavorable from our past that holds us back. Yes, bad things happen and great and incredible

things happen to us too. Not to sound condescending, but this is something we refer to as life. Life happens whether by plan, no plan, smart decisions, or tough decisions. We need a balance of both to keep the expectation and awareness of what happiness, fear, joy, disappointment, and success is to us and how we keep it in check. In the essence of figuring this whole life thing out, we need to embrace that, yes, challenging experiences happen by the decisions we make, the situations we put ourselves in front of, the company we keep, the money we spend, the food we eat, and the risks we take.

Let me give you an idea of what I'm talking about. In 2008 and 2009, our national economy was in a downfall at warp speed. Our family, friends, and colleagues were losing businesses, houses, jobs, retirement, marriages, security, and happiness. Everywhere you turned, businesses were affected by a ripple-effect of loss. My husband owns two pizza joints that are more upscale than the average five dollar delivery deal. Customers stopped visiting his well-established restaurants because a fourteen dollar pizza was well out of their budget. Every possible industry imaginable was effected and to the present day some still are. It was a scary time of uncertainty and utter fear.

I was working in the corporate arena at the time in the luxury goods business. I was launching a new brand into the marketplace, making incredible contacts and developing the business above expectations. Business and life were good and then, like the flip of a switch, the lights went out.

It seems as if it were overnight that the business came to a screeching halt. Clients disappeared, vendors couldn't deliver, and our warehouse inventory started collecting dust. Just like the fourteen dollar pizza, companies couldn't sell high-end luxury items. I saw the writing on the wall, and started updating my resume. The president of the company visited me one Friday afternoon to sadly ask me to clear my desk. My position was being diminished.

Like autopilot, I reached out to contacts, relationships, and friends. Within two weeks, I had three job offers on the table, and within three weeks, those three offers went on hold. For the first time in my career and life, I had fear of finding a job or wondering where money would come. My next step was to tackle job boards, head hunters, and looking for part-time work.

First day into unemployment, I got a job waiting tables and serving burgers to enthusiastic families, usually with a few kids in tow, balloons tied to their wrists and endless baskets of fries at their table. The staff consisted of mostly laid-off executives like me, all doing the same thing, trying to keep the lights on and food on the table for their family. I was positive and optimistic for the first six months, vowing to never settle for less and that the right opportunity was waiting for me. At month seven, absolute fear set in. Our savings were spent, revenue from our restaurants were lean, and I was making very little on tips. The reality of losing everything set in and I froze. I went to tears every time I needed to put gas in my car. I went to the grocery store with a calculator so I knew I would stay within our tight budget. I felt completely helpless all the while working tirelessly to solve the issue.

A few months later, I was hired and within a year we were in a good, solid position again. We didn't lose anything from houses to cars to self-respect. I learned many lessons and yet adopted one big thing...baggage. I carried with me that old baggage that no one wants. The fearful, reactionary, helpless baggage. I didn't realize I carried this with me until month ten in the first year of my business. I call this Resume Syndrome.

I leaped out of the gates when I launched my brand with clients, speaking gigs, and a lot of public relations. I launched my first book that went best-seller and was elated beyond words. Then that darn switch again. I shared with my mentors over and over again that I may have to go back to work and started planning on how I could build my brand and business while working an executive job. What I quickly realized is that I was holding on to the bad baggage. Instead of learning from it and gaining experience from it, it fueled me to give up, to react, and live in financial fear. My

husband came to me one day and said, “You’re either all in, or get out.” That was a wakeup call for me, big time. This fear from 2008 and 2009 of going back to reaction mode had a dramatic, negative impact on me. I believed in myself and what I was meant to do, but Resume Syndrome was holding me back to do great things for a lot of people. So I changed my perspective and the rest is history. In fact, a month later, my business skyrocketed yet again. Perspective wins the race.

So let’s talk about perspective. I operate in three phases in everything I do: perspective, strategy, and results. In that exact order, no exception. I find that most business owners and professionals skip perspective and go straight to strategy and driving results. Perspective is absolutely critical to any businesses’ success. It’s like building a house without a foundation. The house will crumble without it. The same with perspective. Your business will not retain and grow without perspective first. Perspective is about getting to the heart of the matter and understanding who you are, what you want to accomplish and why. Perspective is your calling, your purpose, and the reason why you do what you do. How can you plan when you don’t know what you stand for and what you’re really willing to do to get it? Like “All in or get out”, does your belief in all that you do carry you past Resume Syndrome or any other syndrome you may experience? Some people freeze or fall into severe depression. I’ve seen it all. Perspective fuels you to learn from the hits and misses in your business and life. Honestly, I love them both equally. Most often, the misses build my business quicker and stronger; it’s all a matter in how you look at it.

Perspective doesn’t happen overnight. There are four steps to leveraging your baggage from the bad to the great and in turn, grow your business and outlook on life. There are four steps: awareness, victim mode, overcoming fear, and lessons learned. Let’s walk through each step to stop reacting and keep growing.

Taking on a different perspective from carrying baggage versus leveraging baggage starts with awareness. Step one is being aware of your thoughts and actions to the good and challenging baggage.

How will you leverage these experiences and lessons to your benefit? Back to Resume Syndrome. When times get tough and hard, don't jump into reaction mode or go for the quick fix. Instead, stop, take a breath and walk through opportunities in front of you for immediate and long-term solutions. Often times we don't realize the doors right in front of us that we can open immediately. Awareness of your behaviors in reaction, fear, or freezing mode will throw up walls and take you down a path you don't want to go down. No quick fix, do the hard work and stay the course.

Step two is victim mode. I would like to stress there are no victims allowed, ever! This is a dangerous mode to be in with massive lack of accountability, pointing fingers, and never learning from mistakes or hard times. Your baggage just transformed from luggage to a massive boulder; very hard to move around, get around, or see around. Talk about throwing up walls and being in the way of yourself! The sense of "victimization" sits deep inside and can poison our sense of our own accomplishments and disempower us from making the correct choices in life and in business. Some people wallow in the sense of victimization and it is almost impossible to move forward when it happens. For example, if you are running late and missed an appointment because there was traffic and you lost a deal, you curse the traffic, but really, you didn't allow for traffic time. Everything is everyone else's fault, when really it is us holding on to our baggage. That morning, hitting the snooze button five times instead of getting up, you slept in and ran late. The choice to sleep in versus getting on the road at the right time lost you the deal. Owning our actions whether right or wrong will alleviate victim mode and open you up for learning instead.

Step three is overcoming fear. Fear can work for you if your belief and purpose outweigh the fear. In this scenario, fear can be distinguished more as drive or the unwillingness to give up. For most, fear is what holds you back based on prior experiences, and throws up walls. We have often heard the phrase, "Get out of the way of yourself." Well, fear is a big contributor to that. What this emotion typically does is holds you back and freezes you,

hindering smart business decisions such as working with specific people, not taking risks, and playing it too safe. Back to Resume Syndrome yet again. If I let fear rule my world, I would not be currently building my own brand and business. I would be building someone else's. You may not have the desire to start your own business or brand, but what does fear hold you back from? When working through fear, one of the biggest pieces of awareness is to stay in tune with your daily actions and planning. Are you staying on course with what you were meant to do, need to do, or want to do? Does everything fall in line with your mission, vision, and end result? If not, stop and take inventory of what steps you are taking to get back on track.

Step four is what did you learn? I am so passionate about learning! Whether you experienced a win or loss, success or failure, victory or defeat, where is the lesson? When I am hosting a call, a training, a workshop, or a meeting, I will always recap and ask myself, "what went well and what can be improved"? It takes courage to receive feedback from others or yourself. We always want to think that we nailed it and need no improvement. Think about this—if you always showed up 100 percent on top of your game, would you ever learn, grow, and improve the person you are? Don't you always strive to become an even better version of who you are today? If your answer is yes, then understand that will take trying new things, trusting in others, seeking out knowledge, and working on your own personal development. I always say, "I can't wait to see where I am at this time next year." Every year, I take inventory of what I learned and how much further I grew in my own development. It's exciting and is what gets me out of bed in the morning. I have made fantastic decisions and really bad ones too. It's OK; both of those led me to the here and now, better than I was this time last year. Think about it—what has led you here and what is taking you to the next level of success, whether good or challenging from your past? Whether good or bad baggage, allow the lessons for growth.

Move forward the way you were intended. What steps do you need to improve upon from awareness, victim mode, overcoming fear, and lessons learned? Leverage your baggage to work with you and

for you, not against you. Allow your lessons to fuel your calling and purpose. Understanding why you make the decisions you make in order to grow your business will help break down the walls and enable you to grow further than you ever imagined. Every piece of baggage in your life is good and when leveraged correctly, it will elevate and warp speed your business and life. Really, baggage is lessons, learning, experiences, and challenges, all creating the person we have become or strive to be. So I say again, the past is tricky, but when you leverage your baggage and learn from your past, you will thrive in your future. Greatness awaits, now go after it.

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## Steve Renner



Steve Renner is an Internet Marketing Pioneer. He started his first Internet Service Company back in 1998, providing Internet Services for individuals and small business. Again in 2001, Steve pioneered the Online Payment services with Cash Cards and V-Cash and became a leader in this industry.

Then in 2008, Steve created AdView, an incentivized online advertising service that quickly spread around the world. In 2011, Steve started the

Acesse search engine, which is now ranked as a top web destination in the world.

Steve makes no secret of the fact that he had a dispute with the US Tax service, the IRS. He went to court and lost his case, had to pay a sizable fine, and spent a year in prison.

Through all of the adversity, Steve has been a survivor. He has gone on to build a successful Internet Services Company, which employs over 100 people, and provides services to small business customers around the world.

Steve is well liked and respected in the industry, and speaks to thousands around the world at live events. His first book, *Transform*, a collaboration with well-known Sales Trainer and Motivational Speaker Brian Tracy, is an Amazon #1 best seller.

Steve is a member of the National Academy of Best-selling Authors.

Steve also writes music and is an accomplished blues guitarist. Steve enjoys spending time with his family, his children, and especially his grandchildren.





# You Can Change Your World

*By Steve Renner*

Let me begin by admitting I realize that by choosing the title to this chapter, I've made one of those really, really big statements. But having made it, now it's your choice what to make of it.

You can choose to be inspired and empowered by the possibilities it implies, or you can choose to dismiss it out of hand as another one of those impossible-to-be-true statements that sends our eyeballs rolling.

It's not one of those and to prove it, I'll make you this promise:

If you stay with me, I won't insult you with any sugar-coated nonsense; you'll get straight-talk. It's really all about you, not about me. I'll give you my honest take on what *you can do* to change *your* world from a guy that's done it and I firmly believe that you can, too.

And when you do, you'll trigger an avalanche of possibilities that will redefine your life. The key is simply to tap the power of our minds to do whatever we imagine.

I know it's possible because I'm living proof of it. And you don't have to be born with a silver spoon or have a prestigious education or a pile of money. I had none of that.

I've had high-highs and low-lows. I've also overcome tough times, persevered, and come out on top. I pioneered a fabulously successful online business that became obsolete overnight when one of the big players came in and outmuscled us.

But it wasn't the end—it was a new beginning. I changed, adapted, and succeeded because I never quit, and I never give up.

That's the secret I want to share with you today. You simply have to make a decision, be willing to believe, to dream, and work at it hard, and never give up.

Every one of us possesses the power within us to do that. It's not a miracle cure or some turn-key solution in a box; it's about making choices, getting started, taking chances, and then giving it all you've got. If you approach your dream with an open mind, with a refusal to quit and the willingness to adjust when life throws you its inevitable curve balls, you'll get there. Everyone can.

I'll start by taking a moment to talk about *change*. It's one of those funny words that's easy to take for granted because we all *know* what it means. What gets lost somehow is that change means so many different things depending upon the lens we're looking through at the moment.

Change is a constant force. I've learned over the years that everything changes, and today, it's truly amazing how fast things can change.

It wasn't that long ago that people crossed the country into new lands in covered wagons, and the journey took months to complete. Today we have jet planes, bullet trains, electric cars, and coming soon space travel. Fast approaching is the day when we'll order a product online in the morning and a drone will deliver it to us in the afternoon. It's amazing how far we've come in such a short time.

When we think of change, it's often related to technology because technology has, is, and continues to be what redefines how we do just about everything.

Fifty years ago in 1965, Gordon Moore, the famed Hewlett-Packard innovator, said that information processing capacity would double every two years. Moore's Law, as we've come to think of it, has become the metaphor for the age we live in. Not only was he

right, he actually *underestimated* the rate of change; it's actually doubling every eighteen months.

For all of that, if technology is the driver that literally changes *everything*, our choice is to resist it or embrace it. However precious our memories, we can't cling to the past; we have to look ahead to the future that we can define.

I'll never forget my first car. I scraped together \$50 to buy a '55 Chevy that smoked so badly that I worried constantly about getting a ticket. Back then, I'd go to the gas station and buy a quarter's worth of gas and crazy as it sounds, I'd go a ways on it.

Those were the days. Living was carefree, like I didn't have a worry in the world. But as the years passed, things got more complicated and more difficult. The reality of life set in and I came to realize those good old days are gone forever.

When I think of *how* life has changed, and for so many has become more difficult, I can't help but think of the enormous challenges that young people face today. There are so many negative influences in the world that it's hard to keep a positive attitude.

The cost of living has become so high that it could seem overwhelming for the average young person to imagine how they will find a way or ever get ahead.

Serious issues, to be sure, but despite all of that, I believe, and you should too, that our best days are still to come. It all starts with your attitude.

Most of us want to improve our quality of life and our standard of living, but have no idea how. We read all the self-help books, go to all the self-improvement seminars, and get pumped-up and inspired. The problem is it just doesn't last.

Then in a few short days, reality sets in, the optimism and high energy dissipates, and before we know it, we're back to business as usual.

If you're wondering why reading this is any different, asking yourself if it's even worth your time, that's a fair question. I'll answer it with a simple explanation.

I was just like you. Struggling to get ahead, living paycheck to paycheck and barely scraping by. The truth is things were actually much worse than that. I was sinking deeper into debt, and surviving wasn't guaranteed as I faced a bleak future. I was living on the edge and as the days passed, my high hopes were replaced by fear and uncertainty.

I asked myself the big questions: Is this all there is? Is there no way for me?

Then something happened that changed my entire life.

When I was a boy, my grandmother would wisely tell me two things that at the time never seemed all that important. Funny how life give us perspective on them. She said: "You can turn over a new leaf," and "You can change in an instant."

I didn't get it then, but as I grew older, the personal significance of it became clear.

One day, a friend invited me to go and hear Jim Rohn speak. I'd never heard of him, but thought, why not? It proved to be a life-changing moment, and one thing he said is something I've never forgotten:

*"For things to change you've got to change, for things to get better, you've got to get better."*

This made a strong impression on me, and there was much more to come.

Not long after that, I read a quote from Albert Einstein, who said, "Insanity is doing the same thing over and over again and expecting different results."



Now things were beginning to come together for me. I understood that to change your life and your circumstances, *you have to change*, because if you keep doing the same thing over and over, you'll continue to get what you are getting.

It all comes down to the fact that change begins with your *mind-set*.

What I mean by that is the approach and the *habits of your mind*. Our perspective and our attitude are products of our experience. But we can make the conscious decision to change them and when we do *anything and everything is possible*.

I wrote about this in the book, *The Soul of Success*, co-authored with Jack Canfield, in the chapter "It's All in Your Mind-set."

Once you make the decision, you set the thought into motion. When that happens, it goes out into the universe, and by simply believing it's possible, your subconscious mind helps make it a reality. And when you do, things will begin to change for you.

Remember, "Change is Inevitable." Like it or not, ready or not, things in life are going to change. *How* things change is something you can control, because that's up to you.

Another quote from Jim Rohn sums it up perfectly:

*"You must take personal responsibility. You cannot change the circumstances, the seasons, or the wind, but you can change yourself. That is something you have charge of."*

As my grandmother used to say, "You need to be the Captain of Your Own Ship."

The *Alcoholics Anonymous 12 Step Program* counsels members to take a personal inventory and this is good advice for all of us. Upon discovering that you're doing something wrong, the solution is to admit it, make the decision to change it, and commit to it.

In this spirit, I've adopted a personal rule that I live by:

*“You can accomplish anything you want in this life as long as you make a decision (to achieve it), firmly believe it, focus on it with all your heart, all your mind, all the power you possess, and never give up!”*

Since co-authoring my first book *Transform* with Brian Tracy, I encouraged readers to “*Never Give Up.*” This is the one quality you must have if you are going to change your world.

So many things have changed in such a short span of time since I became involved in the Internet and the technology industry in 1998. In the tech world, the lesson that “Everything Changes” couldn’t be more evident. The latest, greatest technological innovation today could be obsolete in six months. There are countless examples of it.

You must keep up, and even stay ahead of the changes, or you will be left in the dust.

It’s the same in life. The simple truth is that our choice is to either ride the wave of change or be drowned by it.

Not one of us and no business is immune. All it takes is for one of the major search engines to change their algorithms, or method of ranking results, for a dramatic shift to happen. *Google* recently announced plans to do just that in the Mobile space. Once again causing an entire industry to consider the implications and rethink how it will function. The clear message is to adapt and change or get left in the cyber-dust.

Today it’s all about being connected. Gone are the days when we were tied to the PC and the keyboard. Now, from our cars to household appliances, nearly everything is a mobile device. This is the new age of connectivity without limits as we can connect through any number of devices to do virtually everything.

At the 2015 Consumer Electronics Show in Las Vegas, Intel Corporation CEO Brian Krzanich summed it up in his stirring keynote address. He said if it’s connected it’s *Smart*, and if it’s not connected it’s *Dumb*.

Welcome to what's being called Internet of Things, (IOT), where everything is being connected in one way or another. Going beyond our cars and home appliances to things we wear, from eyeglasses to a watch, to shoes, with much more to come.

We're also entering a new era that's less dependent on search engines. Search engines are now becoming vast catalogs of information that have become extensions of our minds, like easily accessible personal Artificial Intelligence caches.

Finding the information, product, service, or anything we're looking for is now easier than ever. Even your website name isn't as important as it once was. Now, like in Star Trek, we just type or speak our request and it instantly comes up for you.

Change is inevitable. It's also opportunity knocking. You just need to get started and open the door.

Over the last few years, our own flagship Advertising Platform has become dated, and no longer as relevant as it had always been. So what do we do? We adapt; we change. I am already planning our next moves. I like to think of it as a natural and ongoing *Evolution*.

Now we're rethinking our entire product strategy and that's exciting. Only time will tell what the future holds, but I know with certainty it will be even better than ever.

*“Knock and the door will be opened to you. Ask and you shall receive.”*

I've always had big goals and big dreams; that's the one thing that will never change. So set your goals, and if you are going to dream, why not dream big? What's the worst that can happen? And if you fall short, that's ok; you can always try again. Just never stop believing, never give up, and it will happen for you.

Companies I've built have generated hundreds of millions of dollars in sales, which isn't bad for a guy that started from nothing but an idea and a dream. Now my goal is to reach \$1 Billion in Sales by Midnight on December 31, 2016, and I have complete

confidence I will achieve this goal. Precisely how is yet to be revealed, but there is no doubt in my mind it will happen.

Because I've made the *decision*, I *believe* it, and will *do everything in my power* to achieve this goal and make this dream a reality. Knowing that no matter how things may change and no matter how I may need to adjust my plans and no matter what obstacles may come my way, I will overcome them and I'll *never give up!*

I also know I can't do it alone; it takes a team. I need the right people to help me to achieve my goals. Like my grandmother used to say, "When the student is ready, the teacher will appear."

I know that the right people will walk up and knock on *my* door, see the vision, and be willing to help. Then working together, we will achieve this incredible goal.

Goals can be infectious. Once we put them out into the universe, our subconscious takes over and taps into an endless supply of universal energy to make it happen. The synergies and the power of the team will make it happen.

Life is change and change is opportunity. An open mind and a willingness to adjust and seize the opportunity is essential, because we can't predict the future with absolute certainty.

I'm reminded of the story of the old man who refused to abandon his home during a flood. As his neighbors were evacuated, he held firm, believing *God will save me*. As the floodwaters rose higher, he climbed to his roof. His neighbors left and he was alone. A boat came by, and he refused passage on it. *God will save me*, he repeated. Finally, as he was clinging to the top of his chimney and when all hope was lost, a helicopter flew over and offered help. Still, he declined that rescue, and the last words he was heard to utter before he drowned were, *God will save me*.

At the Pearly Gates, he met his Maker, and he couldn't help but ask why he hadn't been saved when his faith had been so unshakable.

The answer tells us so much:

*My son, I sent a boat and a helicopter for you... why didn't you take it?*

So, you never know just what opportunities may come your way, at times from the most unexpected sources, that can make all the difference in the world for you. So keep an open mind, and don't be afraid to roll with the changes.

If you're at a personal crossroads, if you're down and discouraged, my heartfelt advice is don't stop believing and never give up.

I've been there and believe me, when it appears there is no way out, there is a path for every one of us that is always available. Be flexible, be adaptable, and be open to the possibilities and the opportunities that will come your way.

There's no such thing as good luck—you make your own luck. Make a decision, take a chance, and work at it giving everything you've got, and never give up.

The most important thing is getting started. Begin with baby steps. Make small incremental changes and celebrate them. They'll lead you to the next steps you'll build upon. Believe it and work at it, learn from your mistakes, and move on. Do whatever it takes. Never give up and your dreams will become your new reality.

Be open-minded, flexible, and willing to adapt, because life is change, and your best course is to embrace it. When you do is when *you can change your world*.

Roll with the changes and your life will change. You don't need a formal education, deep pockets, or help from anyone. If you can dream it, you can make it happen.

So go ahead. *You can change your world...*

Believe it, because I'm living proof of it.

And, if I can do it, you can do it too!

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## Eleni Sarantinou



Eleni Sarantinou is all about inspiring people taking control over their lives. Her mission is for everybody to reach their full potential. For over twenty-five years, Eleni has gathered a wealth of knowledge and experience in corporate IT, customer service, and personal development on four different continents. As a Master NLP Coach and Internationally Certified NLP Trainer, Eleni's focus is on her clients making that important next step in the direction they desire. Her style can be best described as up-close-and-personal, supportive, and result oriented.

Eleni Sarantinou was born in Greece, where she received her bachelor degree as an economist. She has worked in large IT corporations in Europe, the Middle East, and Australia before moving into what she describes as her calling: personal development. She upgraded her education with Coaching, NLP (Neuro Linguistic Programming), Time Line Therapy™, Emotion Code, Family Constellation, Values Systems, and Hypnosis. She has a passion for assisting in creating societies and cultures in organizations that promote contribution, accountability, and financial growth hand in hand. Her love for different mind-sets takes her all over the world training individuals and consulting companies. Her hobbies include languages, chess, and tango. Eleni is married with two children and lives in Kuala Lumpur, Malaysia.



## **Sacrifice-less**

*By Eleni Sarantinou*

I am having one of these engaging dialogues with myself. We have been contemplating ‘sacrifice’ lately more than ever before. We reached a decision: let it go. Even the ‘sacrificing’ part itself agreed to its retirement. It had a great career with valuable learnings and now it felt that it was time to make space for other parts.

Ever since I can remember, my mother’s wise words were: **‘Sacrifice less. Give moderately. Take care of yourself more.’** She knew how my brain was programmed. I, too, was a product of a history in which sacrifice was a driving force. By repeating her mantra, she was hoping I would step out of that circle.

My parents both came from families who suffered great losses and lived in poverty and through war. From both sides my grandparents were refugees from Asia Minor and my own mother was a baby during the civil war in Greece. Major sacrifices were both a way of survival and a source of great pride. As we are all connected, behavior and beliefs are passed on from parents to children in various ways and we model those who raise us and pick up their values. And so to no surprise, even though my parents grew up in a safe and stable socioeconomic environment, they also carried the example of ‘sacrifice.’ While free of danger, their energy was directed at ‘saving’ others first. They gave ‘everything,’ they ‘sacrificed’ everything.

**The concept of ‘Living primarily for the next generation to have a better future’ continued even in times of progress and**

**prosperity.** There was much happiness as there was ‘guilt.’ How could they be carefree when their own parents suffered so much? How could they forget? They would work hard, putting their health and enjoyment at the bottom of their priorities. Time was of essence and there was very little for the strange notions of ‘doing nothing’ and ‘relaxing.’ On one hand, the achievements were phenomenal; on the other hand, the expectations became surreal. The more the results, the higher the demands. The targets were always too high and to meet them, there was usually a painful price to pay.

Slowly but surely, the most fundamental aspect of relationships seemed to be how much one is ready to ‘sacrifice’ for the other one. Fun and cheerfulness had to be earned, becoming exceptions to the rule. There was no war, no threat. ‘Was any sacrifice even necessary?’ No one dared to ask. To build character, you had to suffer and give up something or someone. Just enjoying life? Unthinkable! After all, there was always something or someone to save.

It became a never-ending quest. No one could exactly define how much sacrifice would allow you to finally graduate. Some could not cope with this burden and were challenged emotionally, mentally, and physically and so they found a ‘new’ way to ‘sacrifice.’ Others were bold enough to choose for themselves and for that they were looked upon with suspicion. It took courage to care for one’s self.

There was a lot of black and white. A mind-set that created, fed, and nurtured situations that demanded a lot of sacrifice. A way of thinking making one feeling ‘not good enough’ in normal circumstances and ‘heroes’ in times of extreme challenge. An internal strategy that gave birth to various scenarios. Give up one’s personal life for one’s career. Give up dreams for duty’s sake. Lose health over wealth. Sacrifice one sibling’s happiness for the other sibling’s mistake. Sacrifice of parents for children and children for parents. It was thought that no one could have it ‘all.’

As people grew older, they got emotionally exhausted trying so hard. They started looking back on their lives and felt a void. There was regret and loss of confidence. Those who gave ‘everything’ and kept ‘nothing’ for themselves felt forgotten and unappreciated. Sacrifice led to exclusion. It fed drama and that brought traumas. It was heavy to the heart.

I felt their pain in my heart, too. My mother’s words echoed louder: **‘Live moderately. Give moderately. Live light.’** What would I rather be? What kind of future would I wish for my own children? I had to decide! My decision would affect everyone who came after me. What did I wish this beautiful world? People with a light heart or a heavy heart? Light is life. It is the oxygen of every living creature. Sacrifice has weight. Sacrifice is heavy. It is the last resort. I have got to seek the light.

A couple of things became clearer:

**Our bodies and souls are not in favor of ‘sacrifice’.**

**Those close to us will also be affected by our decisions, especially the ones we sacrifice for.**

I found out that the quickest way to help others was to help myself. The quickest way to help myself was to start expressing my emotions. I had witnessed far too many silences and silent suffering, too many words unsaid. Too many silent ‘sacrifices’ separating families. Too many unmet needs to be taken care of. Too many destructive emotions to put a name on.

I broke the silence inside my head first; I paid attention to my self-talk and then concentrated on listening to my heart, my body, and spirit. The message was loud and clear: this is what I want for myself and this is what I am willing and happy to offer to the world. A clear, direct voice.

Then a voice of a friend years ago played-back in my head: Who do you think you are? A saint? I still remember us sitting in my living room some twenty years ago. The question was innocent and full of love. She had a point. Overestimating my powers and

wanting to save the world was my mission since I was very young. On my attempt to save it, I ended up carrying it on a number of occasions. I guess I had inherited the heroic syndrome myself after all. Of course I had.

Was it still worth it to keep this chain going?

Next stop was my falling in love.

You might have heard the saying ‘love means sacrifices.’ A perception I found disturbing. Who would like to enter a union based on expected pain and deprivation? Why not stay single then? What about joy and open communication? What about high self-esteem and willingness to play? By observation, I had come to the conclusion that at times people would beat themselves up and go a thousand extra miles for others, only to lose their self-love. Then, they hoped someone would show up out of nowhere and make it right; love them double to compensate for the losses. What I also observed was that for true love to grow between two people, they both needed to love themselves. A pure love for one’s self.

It was crystal clear: No matter what one gives to the other, even if it is the whole wide world, it can never make up for any previous self-hurt or self-neglect. Thanks to these observations, I entered my romantic life consciously making far less sacrifices.

Often, we do a lot for our families and friends and we unconsciously expect something in return, even if that is a simple ‘thank you.’ Wait a minute; it does not make any sense. That cannot be right. That cannot be moving us forward. What if there is never one ‘thank you’ coming our way? We might wait for more than one lifetime in vain. Suddenly, a light got switched on: when we do things for the people we love, we in fact do them for us. What we offer to others, we offer with love. Our motivation is the joy, the pleasure, the sense of significance and accomplishment we get, the strong feeling of closeness and connection. So, why would we ever claim we sacrifice for someone, to begin with?

After a few year of smooth sailing, the point came where I was called in to ‘carry the world’ on my shoulders again or at least part

of it. I most certainly did not want to go ahead and carry anyone or anything anymore. I thought I had unloaded all the burdens. I remembered the words: **'Sacrifice less. Give moderately. Take care of yourself more.'** I felt betrayed. I did sacrifice less, I gave moderately, and I took care of myself more. Where had I gone wrong? Illness had taken over my body. I knew I was still 'sacrificing' at some level. I did not know the source. For whom, for what? What I was clearer about though was the power of the unconscious and the power of habit. That helped me to find my way out at that point in time. Even if consciously I had chosen to set boundaries and bring moderation in my life, it was only the first step. It would take more work to re-write the code in my unconscious, the bigger part of our mind that directs the course of our life. Once I focused on that, a ray of light re-entered.

When I became a mother, my own mother shared her wisdom again. She was more passionate than ever. **'Take care of yourself first. Make time for you.'** I felt for my mother. I wished she had taken care of herself first as well. She didn't. I wished she had sang more of her own heart's song and danced her own soul's dance.

If there was any part inside me still doubting about taking care of myself first, it vanished in thin air when I had my own children. The more balance I had and kept myself happy first, the more I had to give. Moderation got me through some tough spots where a parent needs to keep her/his cool. My good night's sleep and broad smile inspired the little ones. Choosing for my time first reinforced their sense of responsibility. The more fun I had, the more fun they found in every little game.

This is not just my story. This is more common and current than one might think.

We all crave for a place within where we can be who we really are. Where we combine all the roles we want to play and gingerly design our truth on our own terms.

I was ready to go along with 'sacrifice.' I had bought into the tradition. And yet, my instincts protested every single time. They

shouted a deafening ‘no,’ each time harder to ignore. That ‘no’ made me ask questions and listen even more attentively inside.

**How do we know we are still ‘sacrificing?’** - We feel it in every cell. Our energy is low. We have pains and aches. We still blame our parents, our bad ‘luck,’ our political leaders, or our circumstances. We see obstacles most of the time. We love telling stories of sacrifice. When sacrificing, there is not an end to it. It is a one direction bumpy road.

**How do we know we should absolutely NOT sacrifice?**

It cost me a lot of sorrow and pain to learn this lesson: When it is not your call, your own decision, do not ever sacrifice. It might seem a sacrifice needs to take place and it must be us making it and yet, if it is not us who have this need, we will never be able to carry it. Even when we think we can carry it and it is for the right reasons, the time will come that everyone involved will have to make an ever more heartbreaking sacrifice. When there is fear, excuses, doubt, and a clear pattern that has played over and over in our life.

**How do we let go of ‘sacrifice’ and bring balance back into the system?** – This is a question I have on the wall above my desk for my unconscious mind to find new answers to every day. My eight-year-old son believes there are ‘infinity’ answers to every question. I love him for that too and I am so looking forward to the ‘infinity’ answers on this one.

As my favorite ingredient, I would first add a lot of acceptance into the mix. Acceptance that all sacrifices do have a positive intent. The idea is to promote a feeling of togetherness, gratitude, and thankfulness, one for all and all for one. I am as proud for my ancestors and my roots as ever before. It is a journey for each one of us as well as a journey of families and generations. We all added to this journey and made our contributions with love. Only then, letting go is possible. To make the sauce thicker, confidence would be my second ingredient. An open heart is a confident heart; it knows when it is time to give and when to take. It happens



naturally, beautifully, and there is joy. The goodness shines through and we know it because it feels great.

Re-learning to live our lives fully is a process and it has steps. These steps are about expanding our inner world. It is in there where all the answers reside. More flexibility in our communication and more negotiation create that platform inside that gives us choices long before we have to face ‘tough choices.’ The wisdom of being proactive.

Taking responsibility, expressing emotions, and focusing on what we want.

A deep understanding of the privilege to be on planet earth. Respect all forms of life and most of all our own. Discover what moves us forward and put our energy in that.

Eliminate the word ‘sacrifice’ from our vocabulary. Or at least think twice before we utter it. Language is key and it reflects our inner image of the world. The more moderate we are with our choice of words, the more stability and balance we experience. If all my arguments fail to convince you about the benefit of this practice, consider for a moment if all other possibilities to go about finding a solution are absolutely and utterly exhausted, are they? It is not always easy and yet it is simple. A clear and calm mind helps successful navigation through the roughest of seas.

**Living or Sacrifice? Or to put it differently: To live or not to live?**

This is my favorite part. What is your take on death? I have been asked a number of times and my answer is always the same. It is not my favorite thought and there is definitely fear. What I am even more afraid of though is to have lived a half-life. A life of limitation. A life of self-imposed sacrifices. Imagine now that I am shouting this out from the bottom or at the top of my lungs—same effect! Living is considered living when it is FULL living. Please give me sweet, sultry, spicy ‘living’ every day! The body functions optimally and sleep is sweet. My well-being and the world’s best interest are in sync. Taking care of my own resources ensures I

have more resources to give. The gift of life is honored and it brings other gifts my way. Hooray!

Living for me is my intention to grow in spirit. Expand in awareness and connect in deeper levels and different dimensions. The more comfortable I become in being in an uncomfortable state, the more flexible I become. Just like any stretching technique, I feel the muscle of progress relaxing and expanding. I need to keep pushing and hold it for a couple of seconds each time and it is all worth it. It grows! I make sure I stay away from pain. Sacrifice is not pain; it is excruciating pain. So, I stay away. I just stretch the muscle. I just stretch the muscle of understanding and accepting things as they are. I then stretch the muscle of forgiving myself. I stretch the muscle of creativity, spontaneity, and just being.

Living is celebrating every day, go through my list of small personal successes, the great results of a project, a delicious spinach pie I made, a kiss from my children, a compliment from my husband, a problem I solved, a problem I still have to solve, a friend who called, my new shoes, a chess game I won, a romantic comedy that touched my heart, a new inspirational quote I read.

**Living is listening to an older lady's story and her sacrifices with love and respect.**

Do not get me wrong; I will sacrifice any day for the right reasons—my reasons. In a flash. I will. I swear! Only if I need to, though. It is just that I found out that I have 'infinity' options to explore before I do and this makes me happy! It gives me wings and makes life taste like a French pancake filled with that magical secret recipe. I had my share of losses and know that road only too well. My family had her share. It is time for change! I am buying a new color dress, one I never wore before, a turquoise one. I like variety and I love change! New trails, new paths.

**I can sacrifice less or go sacrifice-less! I can hit myself on the head less or I can just stop doing it altogether! What would you do? Figure it out for yourself!**

I am having another interesting dialogue with myself. We have been contemplating ‘sacrifice-less.’ We reached a decision: we will give it a chance. My mother’s mantra all these years might have just pulled it off.

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## Allan Wich



One of the most sought after recruiting and team development consultants in the online network marketing community, Allan Wich is the founder of the *Prospecting Mastery Institute*, *Meridian Coaching*, and the author of the books *Leaving an Impression* and *10 Pillars of Recruiting Mastery*.

Though best known for team and business development best practices for architecture, real-estate development, dot.com start-ups and the SOHO communities, Allan is one of the coaching leaders within the industry of **network marketing**. He is recognized for creating transformational recruiting programs that achieve influence, visibility, and relevance. His experience, perspective, and application of the behavioral habits that fuel decision making are on the forefront of business creation within the recruiting space.

Allan is blessed to even be alive today. He has endured four open-heart surgeries due to congenital heart disease, and a cardiac arrest that left him dead for twenty-six minutes. As a result, he has an artificial valve and an implanted pacemaker/defibrillator. Albeit a life of constant challenge, he is humbled by the magnitude of blessings received.

Constantly driving towards solving the plight of the poverty stricken and socially burdened, by creating abundance and economic equality through techno-philanthropy, is his life calling.



# How to become Relevant and Visible to a Global Audience

*By Allan Wich*

## **Relevant: 'rel-e-vent**

*Having significant and demonstrable bearing upon the matter at hand*

## **Visible: 'viz-e-bel**

*Devised to keep a particular part or item always in full view, readily seen or referred to*

There comes a time in the lives of those who are destined to become great where they must ask themselves whether they are living in the shadows of their own capability or are they living their life creating perpetual abundance to the magnitude they were born with, and is that story being told?

## **RELEVANT**

Many are looking for a way to become more personally empowered, personally developed, but often don't know what that looks like, and end up succumbing to the riskless motion of the masses. We have to keep our eyes and hearts open to acknowledging who we are and who we want to become, otherwise we remain stagnant.

What keeps us from a life of abundance is in large part laziness. We find ourselves detached and desensitized. Our ignorance to

learning about change can leave us empty and full of regret. We aspire for greatness, but live in the minutia of repetition and indifference. Instead of experiencing the vastness of our potential, we become selfish, and like a cancer, selfishness is conditioned to engorge itself on its environment, leaving little space for healing, growth, and abundance. To seek a life of great influence and contribution, one must risk ridicule and rejection by deciding to be heard, often in the face of resistance and conformity.

We are not intended to be aimless in our works and numb to responsibility and opportunity; rather we should stand apart and meet our lives with presence of mind, purpose, power, and gratitude. If we do this we will experience an inner glow, peace and accomplishment that will guide us. We must spend our life with the realization that we are to be in the moment, experience life at each and every turn without ignoring our responsibility to contribute; otherwise, we risk descent into the listless wandering life of slavery and mediocrity. We must awaken ourselves from the monotony of a daily existence. We are tooled from greatness for greatness, but somewhere along the way, we surrendered that right, succumbed to the road most traveled, and often find ourselves the absent student, the mundane worker, the indifferent spouse, or the misguided youth.

It is our time to become more relevant and more engaged in the world around us. To lead with our gifts and conscious intent, to feel the love and amazement of our neighbor, and to seek a life of resilience against indifference and intolerance; this is worthy of personal commitment. We should be diligent in exercising our inner strength and liberate ourselves from people and situations that could do us harm, deem us irrelevant, make us vulnerable to the unguided objectives of others, or keep us from a mind-set focused on the vastness of our opportunity.

Awareness and growth however come at a price. To the immature or ignorant it may feel perfectly normal to avoid hardship and acquire knowledge, so they retreat and happily settle for the status quo. This kind of avoidance does not foster leadership, influence, or economic increase. The opposite can be said for the unburdened



and motivated, as they do not shy away from their reality; they face trials with acquired knowledge, strength, character, and humility. We can learn from them. They look for growth, opportunity, and leadership, and are favored for their efforts. So let us ask ourselves, “What is my voice? What am I driven to accomplish in my life and am I on a harmonious path towards it? Through self-examination, what can I do right now to be proactive and redirect my efforts for better results? How can I better connect with the world around me by offering my gifts and talents, and how do I become authentic, relevant, and masterful at it?” Simple—tell your story!

*My story began in a hospital bed after my fifth cardiac event, this time it was a cardiac arrest; I died for twenty-six minutes. I was shocked with paddles eight times, given twelve cardiac injections, and by all rights, I shouldn't even be here; but here I remain. A chain of events that I have no recollection of except for the sequence of events my doctors and family have told me. My wife found me lying motionless on our bed. She pulled me off, and performed CPR until two paramedic teams arrived. It was a horrific night for my family. Hospital physicians put me in an ice induced coma for two days and then slowly warmed me in order to reduce the risk of brain injury.*

*A pacemaker and defibrillator had been implanted in my chest as a safeguard against another cardiac arrest. As I woke from my coma, I was unaware of what had happened, but having spent my life in hospitals, I knew it was serious; I was completely vulnerable. I asked God if He was finished with me at the age of fifty and was today going to mark the extent of my mortality. But this wasn't a new thought; in actuality, my story has been playing out for over fifty-three years. My heart has stopped and been shocked in over thirty separate events in my life (eight of which occurred in my four open-heart surgeries, and another eight during my cardiac arrest with the remainder as individual episodes), each one accompanied by this question: “Am I living my life to the potential God gave me, because there were thirty times he could have just let me go?”*

*How do I repay what I have been given and what have I mastered that could help someone else increase the value of their life, like mine has been? I decided to let God truly work through me, without strings and expectations, and this is what he decided upon: He wants me to teach the tools he has given me that allow us to make a difference in the world because of our character, our humility, our knowledge, our influence, and our belief; how to be change agents for philanthropy in a global effort to mitigate poverty and burden, by being a force for abundance. So, here I am fulfilling this mission, and grateful for the opportunity.*

This compact edition of my story does not illustrate my professional life, influence, brand, or opportunities (which are required inclusions); it highlights only my critical path. This is just a sampling of the value and relate-ability I offer to my audiences.

Your story, your relate-ability, in whatever field of influence you purposely seek, can put you on the radar of, and sought after by, our global population. Your story, your platform of abundance and opportunity, will help insulate you and those that follow or join you against social conformity and social oppression, which grow stronger each day. Be guarded against this false sense of security people get from conformity, it cannot be understated; it is one of the biggest enemies of entrepreneurship, and could make you and your purpose irrelevant. Challenge yourself to live at a higher personal standard and pare that philosophy to your mission. Students learn from their teachers because they are inspired to create and grow; everyone that hears your voice can become your student, understand that power and possibility. As you develop and grow your voice, always teach above your audience, because if they learn from you and acquire knowledge from you, they are more likely to follow and support you. However, in your quest to deliver your story, your mission, beware; if your story is too philosophical and unrelate-able, you risk becoming irrelevant and without influence.

Everything that we consume becomes a part of who we are. This includes all of the useless junk, shallow entertainment, shock factors for the sake of ratings, stupidity, and greed; all play a

negative role in the efficacy of how others experience us. We need to be conscious of what we consume and emit, be mindful of the impressions and results we want to foster, as they will produce seedlings wherever they fall.

We all know people that hide behind ignorance, hoping for isolation from responsibility and risk, but in doing so they surrender their future; they believe it easier to disengage and let others shoulder their share of the burden rather than stepping up to be counted, so they fall silent. Speak up, be the great director and producer of your own story, and deliver it in a compelling and meaningful fashion. Let your journey be experienced, don't sort out the challenges in order to mainstream or become competitive, and resist the urge to perform as an actor in order to gain appeal and support. Be masterful and intentional in your deliverance so that your message unfolds for your audience through your eyes. From this effort you become relate-able, worthy of time and consideration. Apprehension will surely surrender in order to make way for confidence and contribution, while simultaneously distancing you from conformity.

Too often, we become like the aimless wanderer that sidesteps responsibility and reward, only to let fear overshadow the power of conviction. Throughout the centuries, leaders and monarchies were riddled with the non-committal, wills that were bent and often broken in order to conform, the individual silenced by the fear of success or never experienced the value that can be gained from a new idea, a different perspective...a point of view. The cascade effect from this apathy is present today. While prosperity reaches some, the mass indifference of a society towards poverty and struggle become the norm rather than the exception. These are some of the footprints that mark our history and that keep many of us from moving forward and being heard; but for those who step out from this path of rigidity, surrender the mundane lifestyle to become accountable and offer value free of expectation.....reward is granted.

Those of influence, (you) the 'Problem Solvers' can: change world politics, redirect an institutional norm to support the majority

instead of the minority, provide understanding and opportunity where there is conflict, be the source of creative innovation for a fledgling endeavor, and be a teacher of abundance and economic prosperity. Beware; even great influence can fall to the dirt, never reaching the magnitude it commands if it does not saddle a delivery system. The best form of leadership is to be ‘seen’ as well-as ‘heard.’

## ***VISIBLE***

Influence and reach are best achieved through the use of a technological platform of education, creation, and implementation. When you combine education with creation, you achieve relate-ability, and when you combine creation with implementation, you achieve transformation. Ultimately where relate-ability and transformation reside you find perpetual abundance. When you build your life and reach with this in mind, word of mouth about your excellent reputation and your servant leadership can expand your horizons and your influence beyond comprehension. However, be cognizant of the apathy that can surround your delivery platform.

Technology has made exponential strides in creating a more expressive and more productive society, but with that comes dependent complications. The mass habitual use of technology to satisfy appetites for reality shows that serve as entertainment crack has steered us away from opportunities that fuel a greater purpose for influencing social change and economic increase. In order to achieve this, we must embrace a life of courageous action and perpetual progress so that we remain visible and relevant.

No longer is it just goods and services that are sought after as commodities. We can leverage our talents, tools, resources, and voice through a hosting platform, creating a new category of trade.

Be not afraid to be your own voice and face for change and increase. Be vulnerable and present *yourself* on a global platform with authenticity and humility, with focus on you, so that others

can get to know you first and your cause second. Yes, be the face of your opportunity, but don't let it overshadow your mission.

If your audience can relate with you, they will look further. The mistake many make is they allow their objective, their job, their cause, and their opportunity to be their mouthpiece, which puts them at a disadvantage. Instead of learning about the value of the person presenting, the audience makes a decision about the efficacy and value of the offer, which can result in a message or mission unheard or overlooked simply because the sequence of introduction was incorrect.

As a society, we identify through our responsibilities (our titles) and become subordinate to their agendas, forgetting the most important of identities, our own. This holds us short of our influence and potential, so we must evolve and expose our independence; which is a key element in creating our brand. Unaware of how to do this, we turn to mass conformity, marketing hype, outdated strategies, and succumb to the overbearing voice of caution rather than exposing our character, our transparency, and our humility. There is no better medium for this introduction than through self-promoted video, creating an electronic presence and brand for the global audience to experience. Video not only delivers our message, it captures our tone, our deliberateness, our passion, our conviction, and our belief; through this we become relate-able and relevant to a similar audience with the goal of developing our 'tribe.'

Do not be afraid to memorialize your journey, hurdles and struggles, risks, losses and rewards, lessons and turning points that have guided you in life—this becomes your video story. By these admissions, you increase relevance. Your video will serve as your introduction to the global marketplace, but when coupled with your own personal website, your own home page hosting, you stand apart and become a strong contingent within your market space. This home page will become the hub where you link all of your causes, offerings, and opportunities, both current and future. The best way for someone to connect with you, learn from you, and join you is just to follow your name, so secure your name as your

home page domain. Resist the motivation to develop a catchy title as your domain. This can become outdated and will only confuse your audience; however your name is timeless.

Overcoming a misconception: Your brand is not your company, your cause, your opportunity or what you pay a publicist to develop for you. Your brand is a set of public artifacts that reveal who you are, how you serve, and what people can expect from you in terms of image, value, and service! Artifacts can be interviews, journals, videos, speeches, peer reviews, articles, etc... created by you or others about you. These are bits of information that help define you the person to those getting to know you. Display them on your site; give freely to your audience. If you don't currently have a library of these to choose from, make it a goal to go create them. With your brand and your image (when developed correctly), you are more likely to make it on the radar of the market audience you want to serve, and can increase the impact your mission deserves. Your brand, the value you offer, will often solve problems others are searching through solutions for.

If you don't think that your brand, the impression you leave on someone through the application of your home page, is important above and beyond the company you represent, the cause you serve, the opportunity you offer, think again. Economists agree that 25% of the global populations are currently connected through web or cell phone platforms and that in three to five years that number will increase to 75%; that's an additional *three-billion* new people. Your brand is both the best passive and active way to recruit to your mission. The recruiting masters (the problem solvers) will capture the largest share of business and influence from this emerging group. In addition, infinite opportunities to partner with companies, influencers, and causes to extend your reach and impact well beyond your own circles await you. The recluse, the conformist, and the riskless motion of the masses will choose to sidestep this process for the sake of urgency and impatience. This avoidance does not foster leadership or economic increase. Resist the temptation to be subordinate to someone else's objective, become the problem solver to your market share, and capture some of the *three billion*.

Do not settle yourself to realistic goals; unlock the magnitude of your capability. Do not aim low; do not succumb to criticism from the conformists, for without commitment and will, ascension is out of reach.

Global struggles, individual challenges, lack of influence and declining individual economics provide the biggest opportunities, especially for the ‘problem solvers.’

I look back at the joys in my life, celebrate and give thanks for my family, but I pay special attention to the challenges I faced because they are the ones that have held my feet to the flame. I have never known life without cardiac challenges, and I will never escape that fact. I am grateful to be alive and able to create and contribute, but truth be known I am still a little scared of my mortality. With this admission comes clarity about how I live my day, the value I give, the transparent way I choose to do it, and the best way I can serve my God, my family, and those with whom I have influence.

Are you living your life creating perpetual abundance to the magnitude you were born with, and is your ‘story’ being told?

*“Each of us is born with phenomenal capacity to create and serve; our choice throughout our life is what we do with that knowledge.”*

*WHAT ARE YOU DOING WITH YOURS?*

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To hear my story, learn more about how to craft and deliver your story, how to create your public artifacts and your home page, visit me at:

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## Kaeleya Rayne



Kaeleya Rayne is the CEO of Divine Feminine Leadership, and creator of the Conscious Core Method: a wealth of proprietary philosophies and practices, developed by Kaeleya over the last fifteen years through thousands of hours of group coaching and private mentorship with powerful women throughout the world.

Kaeleya empowers her clients to move beyond their fears, and teaches them how to lovingly embrace their truth and consciously lead their lives in Divine Collaboration with their Soul Purpose. As a result, they begin to shine again, to feel whole, and feel deeply connected to why they are here and to their own powerful lives. This manifests as true Inner Wealth, which becomes an outward expression of Peaceful and Prosperous connections, financial success, and deep well-being.

Kaeleya believes that we are simply being asked to evolve into a bigger and better way of playing this human game of life... and that together, Conscious Entrepreneurs can stand up and join the tribe that will lead this planet to evolutionary and generational peace—consciously, lovingly, with deep wisdom and clarity.



## The Hiding Healer

*By Kaeleya Rayne*

*“Hush now... come closer.*

*Closer, closer... can you feel my heart beat within yours?*

*Can you hear my voice within your own?*

*I am the quiet stillness that never leaves your side—won't you come and sit beside me now?*

*I am the peace you seek. Lay down your mind. Let your old drum go. Hush now, and listen. Find your new rhythm in ME...”*

I was thirty-four, living in a beautiful house in Los Angeles. I was ‘happy’ on the outside, but on the inside... on the inside, I was on the run when I heard that voice call out to me.

I tried every door, every street, every building, and still I could not escape from ‘none other than the real me.’

Have you ever experienced a similar calling? Perhaps in your body or through your feelings?

I did everything it took to stay status quo, to have people to save, to be needed, to have value to prove—I was busy. “Go away Soul, go away! This is my life and I will do as I wish.”

Unknown to me at the time, I was being called to stand up into my life and my power... but, I was too afraid of everything and everyone I could lose to slow down and listen.

At that time, that future looked like a barren moon lost in a sea of stars—I would surely be marooned there forever. No thanks; I will just continue to Not Rock The Boat and be Miss Easy To Love.

Besides, I knew exactly what I was doing. I was raised by two highly conscious parents which meant normal for me was listening to the trees, to the stones, feeling the energy in the forest, developing with spirit guides, practicing telepathy, removing pain with my hands, opening to the concept of time folding in on itself—I was taught to connect deeply with the unseen. I was a woman who was skilled in the old ways of healing.

I did not need to rage... I did not need to rock... I did not feel untethered, adrift at sea.

I was highly skilled... and highly caught up in getting my needs met, which meant I had to maintain the old me—whether it hurt, or not, was not the issue. I was on autopilot and Soul, none other than the real me, was determined to knock me off and get me to stand on my own two feet.

That quiet voice knew me too well. She knew everything about me: my sorrow, my games, my patterns, my fears...there was no escaping the Her within me.

Seemingly without my permission, my mask began to fall apart...to become irreparable and then unlocatable and, therefore, irretrievable. I was becoming completely raw to the world around me—a world where most everyone else was still hiding.

But there was a trigger to this disintegration... nothing is random...

On a dark cold night, stepping out of a car, my beautiful beloved mother slipped on some ice... never to be the same again. Falling, she crushed her brainstem, and went from being an incredibly vibrant and integral part of my happiness, to the slowly

disintegrating person that left us all empty handed and broken hearted.

No doctor could explain why she wasn't immediately incapacitated, but instead suffered the long journey, highly cognizant of the lapse in her proprioception, in her ability to grasp a mug, turn off an oven, close a door... you get the picture. Highly aware that her body, unknown to her as to why, her injury still lay hidden(!), was rapidly ceasing to serve her.

She was no longer able to carry her mask. It all fell apart... and mine right along with her.

I began to feel her pain, I began to feel her panic.

I began to struggle.

For the first time in my life, I felt panic sweep over me for no apparent reason. I felt deeply disconnected from the reality I was witnessing and I was highly aware of it. Just like she was.

I felt her dissipating energy, her rage, her struggle, her despair; I was completely and entirely tied to her journey.

I went from being able to go to a movie theater by myself with great joy to avoiding them because the doors would close and I would feel trapped... what made it worse was that it didn't make sense.

I went from enjoying shopping to feeling trapped in any store. I began to feel everything of the people around me, I was in overwhelm and overload.

I began to experience a purge, an awakening that took me through and over the hottest coals and into the hardest journey I have ever walked...

I didn't know then that I was learning how to be close to myself. I didn't realize all of this was part of a journey that would lead me somewhere other than hell.

I often felt I was in a living nightmare, unable to turn it off, unable to get away from the unrelenting intense experiences with my sight, and my body's senses.

I did not understand that I was waking up. I did not understand any of it. I just wanted it to stop. To leave me BE. I did not want to surrender.

I fought it, I resisted it, I thought I was going mad, no longer did my logic and compartmentalizing work...I no longer had access to autopilot, I had to take the wheel and deal with it.

At times I would cry, I would call out for it to stop...please, please, stop. I would feel like a rocking ship with no sea. I felt like I was being turned inside out with no cause. There was no tiger... no fire... no flood.

I began to surrender, to go deeper into the pain.

And then I began to see (I kid you not), I would sit in the floor of my living room with my eyes wide open or tightly shut, I would see the cosmos, moving stars, planets colliding... I remember yelling out "I can't do this! I don't know who you think I am! I can't handle this!" and then in an act of Grace it would stop only to begin again days later. This went on and on for near eighteen months, until one day I looked into the mirror of my bathroom, and I did not recognize the woman I saw.

My journey had peaked.

I had long-lived communicating with my spiritual guides, but that moment in time I'll never forget.

By then I had survived many terrifying moments: the deep pain of my mother's journey, the unending swirl of feeling connected to every person's sorrow in the world...but that moment in time when I saw that unknown face in the mirror was the turning point of surrender, for in that very moment, my guide said to me seven simple words.

"You have asked for this, let go."

My memory flashed back to a request I had made more than a year prior. Devastated and lost in a marriage in shambles, I remembered calling out into the dark saying, 'Please help me, help me get out of this, help me change this.'

The next day I heard 'Your power is turning.'

Suddenly at once I understood! In that single moment, I realized that I had asked for the surrender to peace; I had asked for this deepening!

I was falling apart and falling into place.

So...Chaos leads to order...Confusion must precede growth... Fear can be expected in expansion...

Our life is a series of events that are lined up by us, and for us, to do one thing, and that is to evolve and to align with who we truly are.

From those moments forward, I committed to moving closer to myself no matter what, no matter how scared I was, no matter how much it hurt. I embraced my feelings, my sensitivities, my intense experiences of connection and I did everything to manage that rocking ship.

Here's where the practical work with Spirit began—the Divine Collaboration that brought me to the path of my soul purpose.

I began to see Fear as the Dragon guarding the Treasure.

I now understood that I was in the position to reclaim my power, to bring me closer to me, to a clean slate with myself, and the ability to love myself without the need to run a pattern to receive that love.

This was a game changer for me. I now had no more need to create drama and distraction from my authentic purpose...I was free to



live without repeating history, living on autopilot or the relentless ache of feeling inauthentic and a fraud. I was no longer afraid of my wisdom voice nor her direction in my life.

Everything began to change.

I had to learn how to work with this heightened level of awareness because that didn't stop, it didn't go away...I no longer saw planets and stars, but I felt and continued to experience life as a deep merge with Spirit and the Self.

I dropped resistance to the journey, the terror stopped, the profound struggle stopped.

But the energy surges, the disconnection and the intensity in the awareness of the 'human living conveyor belt of asleep people' that I saw everywhere I went didn't stop.

I had no idea how to contain and gather the energy I had. I didn't know how to work with who I was. I felt like I was a Ferrari without a track or roadmap. In other words, I was out-of-control with a very powerful engine—not a good combination.

But I knew I had to learn, to adapt.

So I became resourceful.

“If everything is happening on purpose, and this journey is a gift I have asked for, then is this not an empowered position I am in?”

I had to learn how to not be afraid. I began to turn every discomfort into an opportunity to reclaim lost power. I consciously shifted into excitement each time fear would enter my mind so that I could release resistance and flow into the treasure.

I began to see fear as a simple threshold energy, so in other words, it was just a door that appeared locked, but I held the key. This door, once opened, led me into freedom.

I befriended my Dragon. I honored her. I softened, and she softened, and I was allowed to pass.

In those moments, it was like passing through a veil, as if stepping into a garden of mansions!

Imagine what could happen for you if you were no longer afraid of fear.

I began to feel “me” for the very first time ever ... through all those years of masking and hiding to resist an unraveling, the very soul of who I am was being kept from me, the wisdom of knowing, of trusting my inner voice, the connection to my true power, my inner peace!

All of it was being kept from me by the simple practice of avoiding being near to the truth, and the power of who I was.

I learned to slow down and listen, to learn about me, and what I came here to do.

I began to embrace my truth and my truth began to embrace me.

My life changed.

I stopped being a people pleaser; I began to choose wisely.

I no longer threw myself under the bus, I no longer tossed and turned my thoughts, I rarely worried, I was rarely anxious. I was free.

This process provided for the surrender that allowed me to go into full immersion with Spirit and landed me squarely on the path of my soul purpose.

I began to receive long transmissions of wisdom from Spirit. I realized my journey had been an initiation.

I followed my path and began to work deeply with women to bring more meaning into their lives and their businesses by connecting them to their own soul purpose.

...and when people started coming to me, I realized that I was not alone, that there was actually a large group of people who hide their loneliness and struggle with fear. Perhaps you are doing this too?

I knew that my path was to stand for the Goddess, to connect deeply with women, to their authenticity, to their truth, and act as a guide, as a Lightholder, to lead them through their journey, through the dark caves and through the thresholds, so that they could discover that truth and claim it for themselves. I developed a roadmap to arrive at peace and this has been the touchstone of how I work with people today. I became a Guide for the Divine Feminine and my life fell into rhythm with ME and those I have come to empower.

I shudder to think who I would have become had I not found a way to work with fear, to cross the threshold into the Truth of who I am...Would I have continued to live a lie, bearing the weight of hiding the intense struggle and sorrow? ...most likely, yes... I would have continued to repeat history, staying on a never-ending mission to prove my worth and my value, stuck in a never-ending cycle of choosing people who didn't see my Light and never would, I would have continued the pattern of proving, of hiding, of being Miss Easy to Love.

Please remember, there's an immense amount of energy in each one of us at all moments of all times. We get to choose how we use that energy.

We find it in many places, within our sorrows and worries, within our joy, our dances, our love, we carry with us enough energy to light up an entire city...enough to light up an entire life of dreams and happiness and peace and grace.

So few of us are taught this simple truth. So many of us are taught to hide and keep quiet our struggles, our angst, and our intense journeys and to freeze in the face of fear.

‘Keep the status quo at all costs,’ to go to work instead of doing the deeper work...to hide our truth to make things perfect and to avoid disrupting approval from others.

We do this simply and quite frankly to avoid the fear of death and the feeling of dying. Which is what being alone often feels like to most of us. We will do anything to avoid being alone...to avoid being alone within the quiet stillness of all that power.

Ironically, this hiding to keep things ‘perfect’ only adds to the cycle of anxiety and worry and sorrow. It’s a nasty cycle I know very well, and often times, it can feel like there is no way out.

Were we actually able to embrace our feelings, the anxiety, the panic, the fear, were we able to embrace it fully and know it was simply energy wanting to be worked with, we would no longer be afraid of it.

We wouldn’t go from one moment to the next bracing ourselves with anticipation of discomfort... instead, we would fall into the seamless flow and embrace the ecstasy that comes with peace and Grace within the journey. We would surrender to the moment and find ourselves lifted up, held in the hand of the Divine, with a full heart and a quiet mind... I can say this now...but for me this knowing didn’t happen overnight. I took the long route to peace and even though I have been raised to embrace the unknown, I still struggled to be close to me, to my truth, to embrace the power that is inherently found within.

That journey created a new me. A liberated me. That journey created a woman who is in touch with her power, with the Grace of the Divine Feminine, the bounty of the Goddess energy that flows through this planet and the Divinity that flows into this planet from the stars above...a merge, an integration, was created in my very rocky journey and it was all On Purpose.

You may find yourself turning away from your intense feelings of connection...you may feel overwhelmed and anxious and loss of control...but all that is truly happening is the loss of illusion.

You will find immense power in fear and in joy; both are more simply referred to as energy. The rub is that you will have to face your fear to shift it into a willing servant. You will have to become bigger than it and at times, it will be as big as the biggest dragon you could ever imagine.

Do not give up hope... this journey you are on, it is yours. You are in charge of the energy flow. You are simply being asked to master it and befriend it.

If I can do it, so can you.

Fear is the hiding healer to your journey, as are you... and when you break through to the treasure on the other side, you will be free to live a full life: a life where you question your mind with your wisdom and a life where you consciously create and show up.

Learn to harness your power. Become a conscious leader in every aspect of your life.

Give yourself the freedom to see Fear as the Dragon guarding the Treasure, and turn every thought obstacle into a stepping stone; there's a whole life waiting for you just beyond the borders you now live within.

I believe that if you are reading this, you are being called to stand up, to join the tribe that will lead this planet to evolutionary and generational peace—consciously, lovingly, with deep wisdom and clarity.

Until we meet again,

Many blessings to you,

Kaeleya Rayne

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## Joanna Turner



Joanna is a Transformational Life & Success coach, Integrative Health coach, Advanced EFT & NLP Practitioner (and former Chartered Accountant). Joanna is a recognized author and motivational speaker, and leads online webinars, courses, and workshops. Originally from Scotland, Joanna spent six years living in Bermuda and now lives in Sydney, Australia, where she also is an active volunteer Surf Lifesaver and instructor.

Joanna loves mentoring smart women entrepreneurs to gain momentum in their business by helping them create a winning mind-set, earn desired income, gain confidence, and reach the freedom to travel and spend more time doing the things they love. Joanna helps women overcome money blocks, limiting beliefs, self-doubt, procrastination, emotional eating, and fear of judgment/failure/success (yes they're all linked!).

She empowers women to be Healthy, Wealthy, + Visible!

“My experience with Joanna has enabled me to work through fears that were holding me back from moving forward with my health and business goals. Her experience with EFT and NLP has meant she could tailor her approach to suit my needs at the time. She has the gift and the passion for her coaching and that shines through in every interaction we have. I highly recommend Joanna and look forward to continuing to work with her in the future.” Jaimee Leigh Curtis – Makeup Artist & Confidence Coach

This chapter is dedicated to Rory Simpson, a young entrepreneur who will be remembered with love.





## **Break free from the Holding Pattern**

*By Joanna Turner*

It's time to unlock the underlying fears stopping you from taking your business to the next level.

In my thirteen years as a corporate accountant, I worked in the UK, Bermuda, and Australia for international companies and was flown around the world to London, New York, and Dublin for work. It all seemed so glamorous; I thought it was exactly what I wanted. On paper, I had it all: the job, the flat, the paycheck, the travel. However, I knew something was missing in my life. I was not happy.

In those years, I learned a lot about myself. I knew I could push my body and mind to the edge of reason and back again, I could work long hours, meet deadlines, operate under tremendous pressure, deliver a speech, manage a team, communicate with others across all levels, adapt, deliver exceptional stakeholder engagement and solve problems, all while pretending I was actually motivated to do these things.

I also learned a few things about other people. Not everyone acts with integrity or fairness. The company you work for does not care for you as much as you care for it. People will micro-manage and undermine you due to their own insecurities, while others will go above and beyond out of the goodness of their hearts.

Towards the end of my corporate career, I'd become bitter and was losing my sense of joy. I was also overweight and burnt out. It felt as though my desk job was killing me, emotionally and physically.

I was taking deep breaths in the lobby each morning just to mentally prepare myself to walk through the office doors.

I knew I had to get out, but I was ignoring all the signs. When you ignore the signs long enough, sometimes the universe sends you a big wake-up call.

And so it did. I had an accident and injured my back. As a volunteer Surf Lifesaver, I was in a rescue boat in the midst of heavy surf, and we smashed over a massive wave. I took the full force of it and compressed my lower back. The mix of adrenalin rushing through me, and the fact that we were still out in the ocean with huge waves, meant I didn't realize how bad my injury was until the next morning when I could hardly get out of bed.

Weeks turned into months and there was no sign of recovery. I'd had countless physiotherapist, osteopath, doctor, and chiropractic appointments, an x-ray and an MRI. I finally saw a specialist who said it would take a year to recover. A year seemed like an eternity.

Before the accident, I had been doing so well. I'd lost lots of weight and regained my fitness. Even though I was still working long hours and stressed in my job, I was on a roll. The accident caught me off guard. My so-called routine was now completely out of whack; I couldn't exercise, I saw less of my friends, I started gaining weight back, I was in pain and I couldn't work. I was eventually put on half days by the doctor to help speed up my recovery. My job was already boring, stressful, and mentally painful and now it was physically painful. I thought, *how can I possibly do this for the next thirty years when I can't even make it past lunchtime?*

I truly believe if the universe hadn't literally stopped me in my tracks when it did, I would still be in a job that was emotionally and physically killing me. I know it's challenging, but we have to look for the positives and learn what we can from every situation, even massive curveballs like this one. I realized I'd been given the gift of time and space.

So I started planning my escape...

## **Planning the journey**

The entrepreneurial journey can be compared to a different kind of journey—I was planning my escape like I would plan a holiday! I looked online for inspiration for where I wanted to go, added pictures to my new Pinterest board, saved money, made a plan, set an itinerary, booked my ticket and applied for vacation time—except this time it was on a permanent basis. When I left my old job, my boss said the door was always open, but deep down I vowed I'd never work for anyone else again. Don't get me wrong—I knew that quitting my job to become an entrepreneur would be no holiday and I was prepared for hard work. But I will admit that I thought I'd be spending way more time on the beach than I have!

When I handed in my notice, people told me how brave I was—how they wish they had taken a similar leap ten years ago or even now, but couldn't afford to or were too scared. On the spot, I knew I was doing the right thing—I never want to say “I wish I'd done it when I had the chance.” They were also telling me that with my business and finance background, running a business would be easy and I'd do well. Part of me agreed—I *understood* money. I'm still laughing at myself and my naivety. I had A LOT to learn!

## **Take off**

A plane uses 90% of its fuel in take-off, and this is certainly true for any new entrepreneur who is determined to make it work. For me, success was the only option. It was non-negotiable.

In those first few months of being an entrepreneur, my focus and drive had me working sixteen-hour days (ironically even longer than my old corporate days). I was so single-minded that I barely gave myself the time to sleep, never mind exercise or eat well. This wasn't quite the dream I had been chasing... nevertheless, I was happier than I'd been in a long time.

Countless hours of working at my dining room table without leaving the house for days (and even occasionally not even getting out of my pajamas) was just not sustainable for this extrovert who

was used to the buzz of an office. On top of it all, many of my efforts seemed to be in vain. The clients weren't rolling in quite like I'd imagined, but I was doing everything right—or so I thought.

It was in this phase that I was introduced to Wealth Consciousness and Emotional Freedom Techniques (EFT), both of which are a foreign concept to most. As an accountant, money to me was a certainty. Money always balanced; it symbolized transactions and hard work. To imagine it had anything to do with energy, vibrations, thoughts, or manifestation challenged everything I had taken to be truth. What if I had a money story that was holding me back? What if I was energetically blocking money from coming to me? What if my fears of not being good enough were stopping clients coming to me? Surely not!?

Suddenly, it occurred to me why 95% of start-up companies fail in the first ten years and 50% of those within the first year. It's not because they don't have good ideas, or people don't want or need their products. It's not because of a lack of hard work. It's much simpler than that. These entrepreneurs just don't realize the power in their thoughts and how their limiting beliefs about money might be holding them back. Throughout the early stages of my journey, I was in denial regarding my own money blocks and was clueless on how to overcome them. It's exactly the same theory I have about weight loss.

Originally, weight loss was considered to come from 80% exercise / 20% diet. Following further research, trends then pointed towards 80% diet / 20% exercise. Based on my experience, I'd flip that to 80% psychology / 20% nutrition and exercise.

WHY? Because unless you deal with the underlying emotions first, diets and exercise plans won't work. Self-sabotage, comfort eating, and negative self-talk will keep you overweight and stuck in the yo-yo diet cycle. The same principle applies to business—success is 80% psychology/ 20% skills and action. Without addressing your underlying values and limiting beliefs, you will ultimately become stuck in a holding pattern. You'll run out of fuel.

## **Cruising at altitude**

Things were going well after take-off, or so I thought. I was busy, really busy, doing everything except putting myself out there to actively promote my business or bring in clients. I was studying hard, attending every course I could find, and dealing with the day-to-day firefighting that comes when you're a solopreneur. I was overwhelmed by daunting administrative tasks and my studies, and was concerned about how I would fit in clients when they did eventually arrive. This was another limiting belief that was holding me back, but I felt sure that I was standing on the edge of glory. If I just kept pushing myself, it would start to tip in my favor. After all, success was the only option, remember?

As time passed, I spent more and more of my savings and began to panic. I still had one eye on my destination, but it seemed farther from reality than ever before. What I didn't know was that my panic, negativity, doubt, and fear were repelling clients and money. I was spiraling down, but still held hope that there was a way out.

## **The holding pattern**

Destination success was within reach. I could see it, but I felt like there was nothing I could do to get there. I couldn't even get my landing gear down. I was going in circles and fuel was running low.

Let's break it down. When you face money blocks and limiting beliefs such as fear of success, fear of failure, fear of judgment or fear of not being enough, you may never reach your destination in the time that you want and in the manner you want. You may be permanently delayed or on stand-by for the next best thing. You will be stuck in your holding pattern until you run out of fuel, crash and burn, or call for an emergency landing and head back to your old ways (in my case, my old job).

The blocks and limiting beliefs send us into an unconscious pattern that will perpetuate forever, or until broken. These fears lead to stress, avoidance, procrastination, and ultimately self-sabotage.

Everyone has a different stress pattern they go to when they are in avoidance mode. Some emotionally eat, some drink, others smoke or do drugs, some indulge in destructive behavior. Some suffer from insomnia, stress, and anxiety-related issues while some develop a social media addiction. Others get so defensive they block and push people away.

Our go-to habit is our subconscious trying to protect us from pain. Most of our behaviors are governed by our highest positive intention. Our subconscious mind is so smart it wants to keep us safe by helping us avoid the perceived pain associated with doing an activity. This theory can be applied to almost all aspects of our lives, even business.

I first noticed this pattern in myself with my emotional eating. I had been eating to bury my feelings and keep myself just overweight enough to stop me wanting or attracting a relationship. My subconscious was protecting me from being hurt, like I had been before. I had done lots of personal development work to overcome this, but I had no idea that all the new fears around my business would give me a host of new reasons to seek comfort in food!

Unfortunately, the very behaviors we use to protect ourselves often have destructive and negative consequences. Although not all stress patterns cause weight gain, they all cause a drop in energy, confidence, self-worth, and motivation, and lead to further procrastination. They can ruin our relationships and sabotage our dreams.

Weight gain can be especially paralyzing, as it brings with it a host of other issues, health problems, and even hiding. A prominent pattern I have seen in my entrepreneur clients is a fear of visibility. This doesn't necessarily mean a weight issue, but carrying extra weight certainly doesn't help, as it leads to more fear of judgment

or ridicule, more doubt, and questioning whether they are good or deserving enough. I've seen some of my clients delay photoshoots, and don't even want to tell people what they do, never mind advertise on social media or other critical platforms.

There are so many wonderful people out there with amazing stories, skills, services, and products, but they are caught in their own holding pattern, hoping something will change. Unless behaviors change, nothing will change. In this stage, most people have come to a point of acceptance, realizing that something has to change and it may be time to *ask for help*. This is the point that success or failure is decided. It's time to prepare for landing or crash.

### **Bringing down the landing gear**

This is an essential step that can't be missed, yet this is the one most people want to skip. Asking for help is hard. I personally have hated asking for help my whole life. I took feedback as personal criticism, and would do everything to avoid being on the receiving end. Over the years, I've learned to accept feedback, as it is the only way to grow. Being vulnerable is hard, and nobody wants to admit they can't do it on their own. However, reaching out and asking for help was one of the game changers that took my business to the next level.

Getting help to clear my money blocks was essential to moving past the fear and becoming visible. It also helped me get focused on who I wanted to help and how. We have to create an empowering new pattern, replace the fear with love, trust, gratitude, and confidence. This will bring us to a place of clarity, motivation, action, and momentum.

I'm now passionate about helping others overcome their limiting beliefs and fears to create new positive behaviors and reach their ultimate goals, such as attracting new clients and money, losing weight, and improving relationships.

### **Permission to land**

I almost called this section “The Destination,” but it’s not about the destination—it’s about the journey, as we forever grow and learn. By taking these steps, my business transformed almost overnight—money and clients were coming in almost faster than I could cope with and I even had to take on extra help.

I recently realized that success had been my number-one value for too long, and my definition of success made it impossible to feel successful. I was always striving for the next goal so I would never be happy unless I changed my priorities and how I measured them.

It took the unexpected passing of a friend and fellow young entrepreneur to make me realize a few things: I am overwhelmingly grateful to be following my dreams and passions, but it was also a massive reminder to *enjoy* every moment, *celebrate* every win, and *tell* the people you love just how much they mean to you.

When was the last time you stopped for a moment and reevaluated your values and beliefs? Are they really serving you, or just making you sad, frustrated, broke, and possibly even lonely? Would it be so bad to reach out and ask for help? What if it’s the best decision you ever make?

I am so grateful for the opportunity to share my story. I’m all about collapsing timelines, so take my journey as a lesson. Don’t waste your precious time stuck in a holding pattern, burning fuel and waiting for a miracle or a crash landing. We all have the power to break free of our holding patterns and ultimately find the happiness, love, success, freedom, and wealth we deserve. It’s not as difficult as you might think. There’s always a way!

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## Renee Poindexter



Renee Poindexter is the founder of Living the Potential Network, a collaborative of social entrepreneurs interested in designing authentic learning environments. She is a former high school English teacher who discovered the significance of learning in the world of business—over twenty-five years in a variety of industries—including technology, healthcare, financial services, construction, advertising and public relations, executive search, coaching, and consulting. An accomplished trainer, facilitator, success coach, and organizational consultant, Renee has worked with non-profit organizations, schools, and businesses to facilitate the positive changes needed to fulfill the organizational vision. Her background in continuous improvement has assisted her in designing programs to inspire people to lead with their heads and hearts connected.

Renee is Chair of the SelfDesign Foundation in the United States. She serves as an Advisory Board member with Univera, Inc. and also with Village Home Education Resource Center.



## **Learning for a Life Well Lived**

*By Renee Poindexter*

Authentic power is a concept that relates to “owning who you really are from the inside out, and where you bring all of who you are to everything that you do.” For many, this is a big thing missing in life. Over the years, I have interviewed people to discover why they chose to do the work they are currently doing. Many will say they did it for the money, or that their parents strongly encouraged the choice to follow in the footsteps of an elder; or in some cases they chose the lesser of two evils, or worse yet, they never really consciously decided. Very few people chose their career path based on what they were most passionate about, or because it naturally fit their core values or key strengths. And, there are very few people who are actually engaged in a career today that matches what they went to school to learn. Think of all the money spent on college education that did not actually prepare people for what they could have chosen in their life. Too much stress; too little joy! Seems like there has got to be a better way!

I have been observing how people make decisions to design their life in my many roles: as a teacher, coach, facilitator, entrepreneur, manager, team builder, step-parent, and what I see over and over is that the “elephant in the middle of the room” is that for many, learning is not fun! However, when I ask people about their early learning experiences or what they were “playing” when they were a kid, they light up with enthusiasm. Children are truly the masters of play, and it is very interesting to observe their learning as they create, innovate, and well, just have fun. They ask a lot of questions: why?, why?, why? And then they play out their

imagination, and the unconscious imprinting they get from the adults around them.

Joseph Chilton Pierce, in his book *Magical Child*, reminds us how important the art of play is for our creative juices to flow. But, something happens to us eager learners in pursuit when we are placed in a schooling environment. Play is no longer associated with learning. Schooling has universally become all about acquiring small bits of information over a long period of time (14,000) hours, and not necessarily connected to the driving personal inquiries, but more about getting what the experts think you should know. In my research, I interviewed a cross section of students from home schoolers to valedictorians to high school drop-outs. When asked what is missing for them, they answer “freedom to explore what they are most interested in learning.” Kids, who are brutally honest, especially when they sense that we truly care about their responses, will answer that what they like best about school is generally recess or after-school activities, and of course, the social scene for those who are “accepted.” Even more so with today’s testing focus, it is worse than ever. If we could actually test what kids can do, we could discover a whole lot about the key stakeholders of our schools. We must change our assumptions about learning! Perhaps, if learning how to learn became a clear strategy for us as humans, we could be engaged to find the essence of our unique talent and strengths and discover the best way to offer that in a livelihood. The process would be more focused on the questions, and the pursuit of learning would be emotionally fulfilling. But, for the most part, this is not the case.

This early conditioning of what happens to us impacts most people to the point that they are not able to access their personal capacity for fulfillment later in life. Student-led learning hasn’t been a key element in our current educational system for many reasons. It’s time to create a new distinction called learning community, where students become learners engaged in the joy of discovery with a sense of adventure, fun, and excitement—no more watching the clock and waiting for the bell to ring. Like all of us, kids love learning when they are the creators, the makers of their experience! If we embrace what Rudolf Steiner and Maria Montessori, and

others over the centuries have revealed about unfolding human potential, we would evolve beyond the factory model of students on a conveyor belt.

Think about what might have happened for you. If as a kid you were able to find out how to bring the real YOU to your life, congratulations! Maybe you were curious about being a lawyer, a pilot, a nurse, a forensic scientist, doctor, an entrepreneur? How cool would it have been if you could have connected with the “real deal” and captured the essence of a mentor in action? And what if you knew how you are naturally wired to enjoy a certain path in order for you to become your highest and best contribution? What if you had learned your core values, your natural strengths, and your personality motives? Imagine how this information would have formulated your dashboard for the adventure of learning, and how to author your own life. What if you learned life skills, such as the power of relationship skills, the art of conversation, the power of inquiry, collaboration, listening, well-being strategies, emotional intelligence, financial literacy, sense of place, and how you are part of the diversity of nature. This is the difference that makes the difference when learners are empowered, and excited about designing their life! This is fun! But, for many, this isn’t the way it is, due to outdated beliefs about schooling.

For me, this perspective did not come overnight. When I reflect upon my own learning experiences in school, my emotions run the gamut. I remember feeling that somehow I had to prove that I was smart, and smarter than my classmates. I learned to fear putting my thoughts down on paper, and constantly wondering what the answer was that the teacher wanted. I remember feeling anxious thinking and fearing the red pen, and the power my teachers had over me. I remember my first-grade teacher, Mrs. Schmidt, fondly. She saw me as a whole person, and understood that my parents’ volatile relationship probably had an effect on my ability to concentrate, and she was very patient with me, so I felt safe and as a result, I had a heartfelt connection to what I was learning. This was the opposite of my kindergarten teacher who used corporal punishment to get me and others to conform. I had a professor in college who disagreed with my interpretation of a Robert Frost

poem. She declared in RED on my essay that she knew him personally and his meaning was not my meaning. Initially dismayed, I later saw this experience as an excellent example of how not to be. I share this as an example of how important it is to learn that there is not always one right answer. And, to understand how emotions impact learning! How we feel about the information as we apply it to our real life can make all the difference.

Many people have agreed that when we have a relationship or personal connection with teachers, mentors, and coaches it can dramatically impact what makes learning meaningful and fun. Overall, I did have many good teachers, and as a result I chose to become a high school teacher myself. That was my first career. I was idealistic—thinking I could meet the needs of each learner. Although I loved being the image of the best teacher I could be, I felt the stress of the environment, where with 180 students, six classes, four different courses, plus Senior Class Advisor, Drill Team Coach, the system did not reward meeting the needs of each student. I burned out. It's hard to build trusting relationships under these circumstances. I lasted only six years, and when I walked out of the school for the final time, I said I would be back, but little did I know what a different form it would take.

Shifting into the world of business, I gained a wide range of experience over the years. I learned how to develop markets, serve them and maintain them, to develop and grow sales teams. I climbed the corporate ladder with promotion after promotion. Luckily for me, I had many mentors along the way, and it was very beneficial to have a sponsor looking out for me within a predominately male-dominated workplace. Many times, being the only woman, I learned to appreciate the diversity I represented—and as a result grew in my character development by leaps and bounds. At one time, my role was to create hospital contracts for homecare services. I traveled the southern California freeways from early morning to late evening with the sales team to follow through and deliver the promises we made, and at times I also took on some of the operational activities to the point that between the travel and the stress, I worked myself to exhaustion, and diagnosed as “chronic fatigue.” During those six months of disability, I recall



it, as “falling asleep to wake up.” I did indeed sleep a lot, and I was very grateful for a dear friend who introduced me to a homeopathic physician, who guided me as a mentor to see my body, mind, heart, and spirit releasing and repairing and rebuilding itself to wholeness. I am forever grateful for this because as a result of following her regime, I have no sign of this disease in my body today. And, this experience opened me to an understanding of a holistic approach to well-being that shifted my perspective. Mind development by itself is not enough!

This wakeup call for me moved me from doing to being. I literally was forced to take the time to go within and just BE; my human doing machine was broken and it was absolutely necessary to STOP. I had to unlearn what I thought my identity was all about, and release, and forgive at a deep emotional level. What was driving me? I realized that I had spent most of my life trying to prove I had value. I began to look inside. Meditation and journaling was part of my process. When I had the energy to do something, I worked with plants. I loved getting my hands into the soil of the earth. Feeling my way, connecting to nature was very healing. From these practices, I began to experience how my intuition was my best guide in helping me awaken to my true nature and make decisions for myself. This opened up my heart even further, and as a result, new ideas. One of them was for me to be an agent for change in the creation of loving, lifelong learning community. Back to the future, education, but with an entirely new context. This seed was planted during a seminar and then it became so rooted in my soul. In my pursuit of a mentor, I was introduced to Brent Cameron, the founder of Wondertree Foundation for Natural Learning, now known as the SelfDesign Foundation and the SelfDesign Learning Foundation, both aligned in the natural learning movement in the US and Canada. I am so grateful this has been part of my life for over thirty years.

After meeting Brent, I was inspired to develop a learning community where kids could be in the driver’s seat of their own learning experience. He created a space where the learners could function as project managers, designing their learning pursuits around their natural curiosity and desire to know. They learned to

manage the budget, and hire their mentors and teachers based on the projects they chose to design. Most of the learners were interested in technology and how to tell a story that was connected to their core passions. One of the most successful projects came from a partnership they formed with a major utility that had an idea to create a game that taught energy conservation, and that could be placed in all of the 7<sup>th</sup> and 8<sup>th</sup> grade classrooms in the province. Since the game was for youth, the utility felt it would make sense for the youth to design it, rather than hiring a corporate consultant. They paid the youth \$75K up front to develop it. Imagine, a group of nine and ten year olds overseeing a project of this size! It wasn't really that much of a stretch, since this group had been managing their projects from age seven. They knew how to get things done. They hired a programming manager and got to work. It was a resounding success! It became a turnkey product that was sold to other locations, and the learners had set up their own software company. For me, this was a watershed moment; I observed how this kind of engagement inspired the learners. They were learning and making a difference related to their core values. I created a business to market the game to other utilities. I experienced firsthand the synergy of ageless collaboration. Everyone was on fire with the thrill of the creativity happening on a daily basis. I was inspired and the driving question that kept me up at night was, "what if I could duplicate this type of learning environment?"

This inquiry generated a grant for *business solutions in the classroom* for one of the largest school districts in California. Again, the opportunity to make the learning meaningful came from engaging the learners into real-world problem solving. The teachers and the business stakeholders aligned with real situations that inspired the learners to create, innovate, and evaluate solutions. Curriculum was integrated along the way—it served the "need to know!"

My soul searching opened up a "what if" possibility for my next step. Why not create a charter school based on these concepts? In the Northwest, Portland was ripe for this, a place for cultural creatives and an emerging incubator for innovative and out-of-the-box thinking.

Excited about this “on purpose” direction, I was courageous to bring on the change with a vengeance! With excitement, I let go more and more of the old to embrace the new—selling everything, including my condo in Redondo, and moving to Portland to start a learning community modeled after the guiding principles of SelfDesign. I left my corporate position with a smile on my heart. I hired a coach, who became a significant mentor in my life. I began an inventory of my core values, key strengths, life experiences, and from this strengthened my vision for creating a program called Teen College. Kids between the ages of 12 and 17 would become the key stakeholders in designing a learning environment that served them as they learned and developed their own learning portfolios. I saw it clear as day that learning about business would be integral to this, and as the kids learned the principles, they would be applying them to their own lives, as well as to the learning community itself. I had the entrepreneurial spirit and desire to attract interest in this concept.

With two others, I created a non-profit and we began with Business Kids workshops to meet the people who were looking for us. We were able to work with key stakeholders, including a local university who gave us a location to hold the workshops, and the basement of a church, which offered us the space we needed for our learning community. This was happening at a time when the Charter School bill was to be voted in, and I was filled with anticipation. Going to Salem, the capitol of Oregon, to represent why this new option was needed, for the students as learners to be part of the process was exhilarating and disappointing at the same time. I was surprised by the lack of understanding and quite honestly, the lack of listening to the students’ perspectives. It really felt like they were insignificant in the hearings—yet we in our heart of hearts felt that the government was there to serve the people. Nice idea but, at that time it felt like it was exactly the other way around.

As it turned out, the Charter School bill did not pass in 1995 after all. And even though I had a location, and about sixty interested families who wanted their children to experience a community of learning where kids had a voice and choice in their day-to-day

lives—I could not do it for free, and the opportunity to pivot to make it a private school was not in the cards. Most of the families did not have the finances to support a fledgling private school. I was being guided to create something that was innovative and new, bringing together people who wanted a learning community and I had a Mentor, but there were obstacles.

I remember speaking out loud: “Ok, Spirit, tell me what’s next!” I had been following the inner voice on this major move, had exhibited courage to move from LA to Portland, pretty much put everything on the line, and, it wasn’t turning out the way I had planned. Was it George Harrison who said, “Life is what happens while we are making other plans?” It just wasn’t happening on my terms! I was more than frustrated! But through meditating and receiving “higher” guidance, I deepened my trust. I learned to let go even more.

Then, it happened in the middle of the night, I awoke from a dream with the command: find the soul in technology! Whew, that seemed like a strange oxymoron, but the more I played with it, the more it became clear—I needed to explore how technology was being used in schools. I began to do informational interviews in which I gained more and more clarity from companies who were engaged in delivering software and hardware to schools. This was back in 1995-97, when the push was to get all the schools wired for the internet. As I searched for a place to help me with my quest, I found the perfect location—a start-up software company whose mission was to design programs that would put kids in the driver’s seat of their own learning experience. This included Java programs where students and teachers could create their own units of interactive study. There was no advertised job opening, but with strong intention, I arranged an informational interview with the VP of Marketing. Amazingly, I was offered a job on the spot as a Geography Product Manager. In this role, I not only gave ideas and concepts to the developers, but I also traveled to schools all over the US to observe how technology was being used, from elementary through colleges of education. It became clear to me that for technology to unleash a soulful pursuit of learning, there would need to be a serious letting go of “the way it has always

been done.” Having teachers sign up to access the computer lab to teach all of their students how to use Excel was not even coming close to what the true purpose of technology was all about. Granted much has changed over the years, and many students have their own iPads today. Yet, still it appears that the conveyor belt of the industrial model of schooling is moving students through curriculum and the emphasis on testing is creating a stressful, fear-based environment for teachers and students.

In today’s world, the kids want to make meaning, connect knowledge to application, to understand their why. Evolutionary learning is based on curiosity, discovery, and, ultimately a *desire*. This truly is an *inside out* initiative, more than *outside in*.

Why is this not obvious? The age-old assumption is that humans are born empty, and that through schooling over sixteen-plus years, we will be filled up with what we need to know in order to be successful. And if we don’t do this, we will not be able to succeed in the world. How is this belief working for our culture?

What is true about accessing our innate intelligence? Is there such a thing? Ask any parent about how her child learned to walk and talk. What was the process? Isn’t there some internal wiring? Something arises to facilitate crawling to walking, and gibberish to words. Today, we are learning about the brain and how intelligence unfolds at different times as our bodies grow and develop. The capacity each of us holds within is beyond what we learned growing up. Quantum science, including epigenetics, is revealing a brand-new perspective and offers a true paradigm shift! We can begin now to relook with fresh eyes how we can best bring *who we really are* to *what we do* and *how we learn*.

Let’s face it—lifelong learning is the full journey. We can get off the linear conveyor belt and access the wisdom when the domains of art and science and business and education integrate with real-life. With technology, the information is available with a simple Google search, and then conscious application is what creates the emotional connection.

Today, with so many changes occurring in our society, many people are searching for what's next. Systems are shifting, and people have the capacity to bring quality talent and experience to this evolution. Embracing real learning from the inside out engages people to bring forth their authentic wisdom at all ages, even for their encore career.

Examining my life through the rearview mirror, has been a true self-actualization process. If I knew back then what I know now, where would I be now? It was best said by T.S. Elliot:

“We shall not cease from exploration  
And at the end of our exploring  
Will be to arrive where we started  
And know the place for the first time.”

Being a futurist, I see conscious learning communities evolving from school. There are mentors who support learners of any age engage in “owning” their own experience. They are invited to explore the essential questions about who they are, and they are able to access their true core values, their innate nature. This facilitates the arising awareness of their skills, talents, and competencies that can ultimately lead to exploring their passions and key interests for career or livelihood design. For many, this can evolve into a life mission and commitment to make a difference in the lives of others, and this wisdom knows no age.

Authenticity comes from authoring one's life. The pain will push us until the vision pulls us. Until we awaken to the vision of our life, we proceed unconsciously from one situation to the next, at the effect of the world. Change is necessary to evolve. I encourage the exploration of the inner landscape. Mapping the distinctions from this place, learning becomes active, not passive. Finding your voice and becoming FULLY self-expressed generates a life worth living. Bringing WHO you are to WHAT you do is the gateway to a continual state of newness and true authentic power. Systems change when people do. Why not make a life worth living, rather

than just making a living? Grow yourself to your fullest potential and help others do the same.

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## Paul Harrison



Paul Harrison is currently the Co-Founder of The Travel Franchise—the fastest growing travel company in the UK.

With his business partner, they have successfully built the UK's leading Travel Franchise and have now added an affiliate program, which is attracting blue chip organizations, many of which are household names, to align with them.

Each year, they take their franchisees on a five-star luxury Millionaires Retreat's to teach them everything they need to know to be a successful home-based travel consultant.

Paul is also a professional Network Marketer who has traveled extensively, building huge teams in Latin America and Eurasia, as well as Europe and North America.

In his career, Paul has worked as a field leader, master distributor, and corporate director creating personal earnings in excess of \$2,000,000 and helped many people make five- and six-figure incomes working from home.

Paul is very system orientated and has created his own bespoke software, which has been responsible for his success, especially being able to build in global markets and with different languages.

Having worked with many industry giants, Paul now enjoys sharing his knowledge with others so they too can get on the path to a better financial future.



# **A Bad Attitude Is Like A Flat Tire, You Can't Go Anywhere Until You Change It**

*By Paul Harrison*

There are so many ways I could write about change, but the only way I know how to communicate is by telling my own story and sharing my own journey. I've learned a lot about change over the decades and I hope, by taking this approach, you find something in my experiences that helps you implement this crucial facilitator for success.

I do not profess to be a professional writer or academic; this is simply my story in my words, told to you in the hope you enjoy and learn from it.

Many years ago, I chose Network Marketing as my route to becoming an entrepreneur, as a way to realize my dream of a fortunate financial future.

I attended a business opportunity meeting and was hooked from day one.

The problem was, I was only twenty-seven and had been an employee all my life. I did not possess a business mind-set. When I look back at that person now, I can barely recognize him.

The company I joined was a popular health and nutrition company selling a range of vitamins and minerals. Not knowing any better, I naively believed that the key to success was personally selling a lot of product to a lot of people.

I took to this part like a duck to water and loved the sales and interaction with customers. I became quite good at selling and had lots of customers.

I worked in a bank call center with around 900 people, so there were plenty of potential customers available. I would take my catalogues in to work, get the orders, and then bring in the products a few days later.

There were a lot of women in the call center and they were particularly fond of an herbal pick-me-up tablet which we sold—it was like I was the bank drug dealer!

Each week, I would sneak past the manager's office with my boxes of pills and potions and hand them out to all my customers.

I was on my way to becoming an entrepreneur. I'd made the first steps and the future ahead looked bright. I was walking on air.

It took me just six months to replace my bank income with my part-time vitamin business income and so I made the easy decision to leave the bank and start selling full time. On December 31, 1999, I made one of my best New Year's Resolutions to date and handed in my resignation.

Boy, it felt good.

As I walked out of the building, I felt the weight of the world lift from my shoulders.

Not being entirely of a business mind, I hadn't thought my decision through. I'd been eager to say goodbye to a job I despised, but forgot that my colleagues were the key to my new success. When handing in my resignation, I'd also handed in my right to approach my workmates and when this realization hit home, I was in quite a desolate place.

My income dropped to around £100 a month, which, fifteen years ago wouldn't even pay the rent.

I learned my first big lesson in business—consider your target market and never burn your bridges.

For a few more months, I tried my best to make it work, but when another network marketing opportunity arose, I jumped at it, vowing not to make the same mistakes again.

I remember thinking that this would be “the one” to give me the big break to financial freedom.

To be honest, it was kind of like an apprenticeship for me. I reached a good rank, made some money, but more importantly two things happened:

I learned what Network Marketing was all about

I met my MLM mentor

I stayed with this company for around two years, had some ups and downs, and it was a real learning experience for me.

I began to understand the power of building a team, of leverage, and of residual income. I began to learn the fundamental principles that are required for success in this industry and I opened up to self-improvement and personal development, which I found fascinating.

In these early, unsuccessful years, I joined a total of six Network Marketing Companies and enjoyed minor successes. At this point, though, it seemed as though network marketing was far from the path to riches I envisaged, more like an expensive hobby!

As I write this today, I am able to look back at this period and understand my failings, where I went wrong, the bad decisions I made, and more importantly the bad attitude that I had.

I had an attitude of blame. A victim attitude.

I would blame the company, the marketing materials, the products, my up-line support, my team, the prospects I spoke with—my lack of success was everyone’s fault except my own.

But fortunately I had met some good people who were a major influence on me, and one person in particular who became my mentor.

Knowing is not enough

In these early years, I had experienced so much training and knowledge. I had attended training meetings across the country, attended international events with different companies, had attended thousands of online webinars and conference calls with distinguished guest speakers who had enjoyed amazing success—I had all the training I needed to succeed.

I relate it now to someone who is trying to lose weight.

There are millions of theories of how to lose weight, but they all come back to simple science: eat less, move more.

As someone who needs to lose a few pounds myself, I know how to lose weight. I know that eating McDonalds and KFC is not going to help my cause, yet I do it anyway.

So knowing is not enough.

There has to be a motivation to succeed, something deep within you. You need to really WANT it.

I have heard many people, coaches, and trainers talk about *Self Belief*—“If you want to succeed in this business, you must believe in yourself.”

While I understand the point they are making, I don’t think it’s as easy as that.

Look at my journey.

Back then, I had been in the Network Marketing industry several years with no particular success to talk of, I had the knowledge that I was failing and underachieving, so how can I believe in myself?

My self-belief was on the floor.

In one of the trainings, I heard an Anthony Robbins quote—“If you want to be successful, find someone who is having success in what you want to do and copy them.”

So I made it my priority to find and mix with successful Network Marketing leaders and to be like a sponge, soaking up as much information as I could.

I was fortunate to mix with these talented and successful individuals as it showed me what I wanted to achieve. Seeing the trappings of their success and hearing their stories used to make me want to do more and more.

However, the flip-side to this was it could be very demotivating.

With my bad attitude, being around these people was often demoralizing, as I envied their success and wondered why it couldn't be me.

I remember I used to call my up-line and complain about how hard it was to build the business, expecting sympathy or solutions. He would rattle off five or six examples of things he and others had done that week and it would just blow my complaints out of the water.

So these guys were both inspiring and demotivating at times.

So what changed for me?

What was THE CHANGE which resulted in my shifting from this failing distributor to becoming a seven-figure income earner?

There were many factors that changed my life, my path, and my road to success, but none could have been facilitated without the key ingredient—my attitude.

My attitude changed first; the rest fell into place. The other factors included:

### **Direction**

What do you want to be?

I had been in this industry many years, jumping from one business to another without even actually knowing what my true goal was or what I really wanted to be. I was simply drifting along trying to make money and trying to achieve what I didn't really know I wanted to achieve.

One day I had a true lightbulb moment.

I decided to actually define what I want to be.

I wanted to be a full-time, seven-figure earning professional network marketer.

Wow that's it. That's what I want to be.

So if this is what I want to be, what is it?

I began to write out all of the attributes, skills, values, and actions that this person would have.

In Lewis Carol's novel *Alice in Wonderland*, Alice came to a fork in the road and saw a Cheshire cat in a tree. "Which road do I take?" she asked. "Where do you want to go?" was his response. "I don't know," Alice answered. "Then," said the cat, "it doesn't matter."

This was me.



For so long I had not known what I wanted to be or where I was going.

Now I had a clear goal. I could map this out and see what I needed to do.

I could see what I needed to work on, what skills I needed to develop, what actions were required, what work ethic was necessary, and what core values I needed.

### **Motivation**

The next factor was WHY I wanted to do this.

In all the major training I have attended, people say your WHY is the most important question.

If you don't have a strong WHY, a strong reason for doing, something then you will not be committed to seeing it through and achieving the end result.

Of course, we can all come up with a why.

I want more money, more time, and more freedom, to work at home, to get out of debt...

... I could go on and on.

But I mean a real WHY? What is it that will get you out of bed on those cold mornings when you just want to curl up and sleep some more?

What is it that will motivate you to make more calls when ten people have already rejected your proposal?

I thought long and hard about this.

When I first started out in Network Marketing, my only motivation was to leave an unfulfilling job behind. If I could earn the same

amount but not have to go in that building every day, then I would be the happiest man alive.

Over time, my Why changed.

My motivation has changed as my life has evolved, but I've always made sure I have a definitive answer to that simple question, WHY? As if I don't know the answer, I'll never feel motivated enough to keep trying on the occasional bad days.

It's important to understand just what you are fighting for to be in a position with a chance of winning the war.

### **Attitude**

The main factor was attitude.

It was March 13, 2006 and I had a call from my mentor telling me of a new venture he had joined. He wanted to get me on board. I refused without asking any more.

I had come to the end of the line with Network Marketing; I was ready to quit.

I was tired of failing, tired of underachieving, I had pestered all my friends and family for years with all kinds of different opportunities and the mere thought of doing it again sent chills down my spine.

Luckily for me, he did not take my no as a final answer, he called me back and explained the business and product to me.

I was hooked. I had to join.

But there was a problem. I had no money.

At the time, I still lived with my parents and my mum was in the back lounge with her friend.

I put down the phone and went straight to my mum to ask her to lend me \$500 to join this business.

She refused.

She told me I already owed her money that had yet to be repaid.

Witnessing all of this was mum's friend, Doreen. She must have seen something in me as she gave me a chance I'll never forget. She handed over her credit card and told me to go for it. As she wouldn't receive the bill for a few weeks, I had less than a month to make it work.

I was over the moon.

I kissed her cheek, grabbed her card, and registered to become a distributor with this company.

As I submitted the application, I sat back in my chair and that's when the magic happened.

I closed my eyes and sat talking to myself.

“Why have you done this?”

“Why is this going to be any different?”

“Who is going to join you?”

“How are you going to pay Doreen back?”

For twenty minutes, I had an in-depth talk to myself. Questioning myself and telling myself off.

These twenty minutes made me change my attitude.

I am a big believer in that you cannot change your belief quickly. Belief is something that builds up over time.

I have already mentioned that my self-belief was on the floor at this time. Why wouldn't it be?

It was based on my previous actions and results.

But what you can change, in seconds, is your attitude.

You control your attitude and this revelation, for me, was THE CHANGE.

I decided in those twenty minutes that for the first time I would make no excuses.

That I was finally going to actually do what I had been taught so often. That I was going to do it properly and with urgency.

I told myself that it would be foolish to quit Network Marketing when I'd not explored it to its full potential. I still had to prove if I could or couldn't do it.

So I gave myself a time frame.

I promised myself that I would give it ninety days.

Ninety days to see if I could actually succeed at it.

Ninety days to prove to myself, and no-one else, that I could make a living in this profession.

### **Attitude Examples**

Have you ever seen the black and white pictures of the Empire State Building being built? Guys in their suits sitting on iron girders thousands of feet in the air eating their packed lunch with not an ounce of fear in their body.

Let me ask you this.

If there was an iron girder, twelve-foot long and nine inches wide lying on the floor in your house, would you walk from one end to the other?

Of course you would. There is no risk of injury.

But what if it was sticking out of the top of the tallest skyscraper?

Now I bet your answer is no, never.

But what if your infant baby had crawled to the end and was about to fall?

Of course you would. Wouldn't you?

You would now forget that it was thousands of feet up, you would forget the risk, you would simply be focused on saving your child.

The lesson here is that it's all in the mind.

Your ATTITUDE to the task in hand is what is important.

In Network Marketing, the goal is to create a Network of Marketers. This means that recruiting distributors is crucial to success.

If you want to hit the six- and seven-figure incomes, you have to learn how to recruit and then train these people how to do the same.

In my training events I say to people: "If I give you \$100,000, will you go out and personally enroll fifty distributors in the next sixty days?"

Every time I ask that question, almost everyone says yes.

The reality is, in most good MLM businesses, if you were to go out and personally enroll fifty frontline distributors in sixty days, then chances are high you will make way more than \$100,000 over time.

So why do people have to have the guarantee?

It's all a state of mind. It's all about your attitude.

I have learned that if you have a "walk through walls" attitude, then anything is possible.

Remember, I speak from experience. I used to be the victim. I use to have “the world is against me” attitude.

A few years ago, I spent some time with Les Brown, the world famous speaker and author, and Les has a famous quote—“there is nothing more powerful than a made up mind” and I now know that to be true.

There is nothing you cannot achieve if you know what you are doing, why you are doing it, and you have the correct attitude to achieve it.

I went from being broke and in debt to being a multiple business owner and seven-figure MLM income earner and I put it all down to those twenty minutes sitting in my chair in 2006.

Now I know that sounds too easy and that there is more to it than that, but I strongly believe that had I not had that “talk with myself,” had I not corrected my attitude, had I not made an internal decision that failure was not an option, then I would not have had the success I have since enjoyed.

Today, I co-own the fastest growing Travel Franchise in the UK. We have hundreds of Franchisees who have joined us and become travel consultants.

One of our commitments is to take them on a journey of personal development and one of the key parts of this is to work on their mind-set and attitude.

Referring back to Les Brown, when I attended one of his trainings, he spoke to the audience asking them to imagine being twelve years old. Imagine that they were in a classroom, Les was the teacher and they were twelve years old.

His question was—“What are your goals? What are your dreams?”

The answers were fascinating:

“I want to be President.”

“I want to be an astronaut.”

“I want to be a professional golfer.”

“I want to be a singer.”

And so on.

Then Les asked them to be themselves to share what their goals are now:

“I just want to get out of debt.”

“I just want to have two good weeks’ holiday a year.”

“I just want my wife to get off my back.”

## WHAT HAPPENED TO OUR DREAMS?

What happens is that over time, our inner talk, our mind, and our attitude destroy them.

We have to be very careful every day regarding what we feed our mind. It is so crucial that you are aware of this and that you control this.

In this story, I have shown you that it is possible to change. You CAN change.

I sincerely hope that you have enjoyed my story and that it inspires you to think about YOUR attitude every day.

I believe anyone can change their circumstances with just a few decisions each day.

As Lou Holtz said, “Ability is what you are capable of doing. Motivation determines what you do. Attitude determines how well you do.”

Now I encourage you to change YOUR attitude and go and show the world what YOU can do!

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## Lauren Polly



Lauren Polly is an International Speaker, Transformational Life Coach, Author, and Radio Show Host of “Beyond Speech: Limitless Communication.”

Over the past ten years, she has shown thousands of people how to use communication as a tool to create the life, relationships, and businesses they desire. As an ASHA Certified Speech-Language Pathologist, Certified Access Consciousness Facilitator, and

Registered Yoga Instructor, she brings a unique and cutting edge approach to her classes and coaching.

This chapter is a taste of what Lauren shares in her “Breaking the Rules of Engagement with How You Communicate” class. For more information on Lauren’s classes, coaching, and books, please visit: [www.LaurenPolly.com](http://www.LaurenPolly.com).

*As Lauren says: “Communication is being present with yourself, other people, and your environment. It is being unguarded to allow a true connection to flow on an energetic level. It’s creating something new and different with relationships through clarity and awareness. It’s an inclusiveness that invites people into your world and in the process invites them more into their own world.”*



# Breaking The Rules Of Engagement

*By Lauren Polly*

How often are you stuck in conversations and interpersonal relationships that are stale, lifeless, and boring?

You're not alone.

We are not educated on how to truly communicate with each other. Instead, we are taught to follow simplistic and idealistic rules.

These "Rules of Engagement" carry the blanket promise of being accepted and understood. While they are intended to be a helpful guide, they limit our communication. As we follow these rules and mimic how others interpret the rules, we leave out a very essential part of the conversation: ourselves.

This narrows the possibilities of what can be created through our interactions and leads to a sense of frustration, dissatisfaction, and isolation.

**What if there is a more expansive and enjoyable way to engage with the world?**

Imagine being able to communicate effectively and easily so you created better relationships, clearer business dealings, more fun, and more intimacy.

This is possible!

The good news is that communication is actually a skill that can be re-learned—if you're willing to break the Rules of Engagement and play with new ways of interacting.

### **What are the Rules of Engagement?**

You know how marionettes are brought to life with invisible strings connected to paddles that are moved back and forth?

The Rules of Engagement are like this: they control and dictate your communications in invisible (and often unconscious) ways.

In order to break the Rules, it's helpful to first identify them so you see what's been controlling your conversations.

### **Top 10 Rules of Engagement**

Be polite.

Be appropriate.

Be pleasing.

Be positive.

Be correct.

Don't be loud.

Don't gossip.

Don't rock the boat.

Don't speak unless spoken to.

If you can't say anything nice, don't say anything at all.

The Rules start off as a helpful guidance system when we are young (like training wheels on a bicycle). However, they often result in communication breakdowns later in life.

## **Rules of Engagement -> Communication Breakdowns**

When we follow the Rules of Engagement, we miss out on the possibility of communion and creation. We get caught up in misunderstandings and experience dissatisfaction and conflict with loved ones, colleagues, and beyond.

What do these communication breakdowns look like?

We talk *at* each other instead of *with* each other. This blocks us from creating a mutual exchange and true intimacy.

We operate from scripts and become bored and boring by being on autopilot.

We don't take time to see the situation from the other person's perspective and fuel conflict rather than compassion.

We don't ask what and how we can express ourselves so that others can hear us and are often misunderstood and frustrated.

We don't ask how we can engage with others in a way that creates more for everyone involved.

### **My Biggest Communication Breakdown**

Another very common communication breakdown is the incongruence that occurs between what people say and what they actually feel and believe about a situation.

This discrepancy caused me a great deal of angst all through my childhood and into my twenties. I was so aware of the mismatch of what was spoken and what remained unspoken that I couldn't focus on anything else in conversations.

There was even a time when I had a hard time speaking. I felt like a deer in headlights and either stuttered or remained silent in conversations. I judged myself as stupid and unsophisticated.

I looked for signs for how to communicate. It obviously wasn't OK to say what I felt, so I edited myself constantly. I was always on high alert, vigilant about what to say and how to say it depending on whom I was with.

In graduate school, I discovered I had an innate gift for communication. What a surprise! I aced all my classes: from neuroscience to speech disorders. I ended up becoming a Speech and Language Therapist.

I remember the first stroke patient I worked with, Dan (all patient and client names have been changed to protect their identity). He couldn't communicate with his family. He felt isolated and alone.

In working together, we discovered that he could speak better with me than with anyone else in his family. This sparked my curiosity. I began to look at what was different about our interactions that helped him be more articulate.

That's when I began to see the Rules more clearly and the fallout from this limited approach to communication. I searched for more tools and resources to get beyond the Rules and use communication as a creation tool. I found these tools in Access Consciousness®.

Now I travel internationally, teaching people not just how to speak, but how to actually *communicate* in ways that go beyond the Rules of Engagement. In the process, they discover how to create something unique and new with each interaction. This leads to greater satisfaction and possibility.

### **What is the Fallout from the Rules of Engagement?**

The Rules of Engagement have created some very bad (and ineffective) habits in our communication dynamics. Again—the good news is that you can unlearn these habits and re-learn new ways of communicating with spontaneity, authenticity, and effectiveness.

Here are five of the biggest bad habits I've seen in working with thousands of people over the past ten years. If you recognize yourself in any of these, don't worry.

Along with each of the bad habits, I provide questions you can ask yourself to break out of your limited behaviors and create something more expansive and enlivening.

(A note about the power of questions: Questions open you to new possibilities. They invite you to change your perspective and viewpoints. They empower you to discover what is true for you. If you desire to change anything—ask a question. Questions are a fundamental tool from the Access Consciousness® system.)

### **Habit #1: Interacting Through Defined Roles And Formulations**

Are you actually being YOU when you communicate?

Most of us aren't being ourselves when we communicate. This is where the “acting” part of “interacting” comes in.

We play roles instead: mother, husband, partner, professional, child, friend, etc. We follow the scripts—or formulations—we see other people using for each of these roles. (And all of these scripts are based on the Rules of Engagement.)

#### **Why do we take on these roles?**

There are three big reasons we take on these roles: we think we will fit in better, that it will please others, and that we will have more control over the outcomes.

Yet no two people and no two situations are the same. When we use prescribed formulations (“If you say X then I say Y then Z will be created...”) we aren't present in the moment. We're shutting down the possibility of creating a unique exchange with anyone we interact with.



## **From Autopilot to Authenticity**

When I started to work with patients in graduate school, I didn't know what to do. So I copied how my supervisor talked. Copying his words gave me confidence. Yet I started to feel boxed in by this script and it limited me in my interactions with patients.

After graduate school, I was excited to officially be a "professional" working with patients at the hospital. I felt safe in my role. I watched how others talked and copied their vernacular.

I quickly realized that every doctor and patient I interacted with was different. Every case, while exhibiting some similarities, had its own unique details. If I stuck straight to the rulebook and continued on autopilot I wasn't going to be able to serve my patients as well as I knew I could.

I started to experiment. I discovered I had much more ease and effectiveness when I broke the Rules.

I interact with up to 50 different healthcare professionals each day on a variety of cases. I change my communication style with each person and each situation. I have the tools now to share what information is required in a way that can be heard so together we can best serve our patients.

**Awareness is the first step to creating a different possibility with your interactions. Once you see how you're communicating you can choose something else.**

### **Questions:**

What defined roles are you playing?

What scripts are you using?

Where are these roles and formulations working for you? (Example: You may be growing your confidence in a certain arena in life and the scripts help you.)

Where are they not working for you? (Example: You may be frustrated with not getting what you desire from interactions.)

What could be different if you were to go beyond these roles?

## **Habit #2: Excluding Parts Of Yourself**

How often do you edit or hide parts of yourself when engaging with others?

Perhaps you've decided they can't relate to these aspects of yourself, so you leave these parts out of the conversations and ultimately, out of the relationship.

This occurs all the time if you're operating on autopilot and using defined roles and scripts.

I see this frequently in romantic relationships. People go on dates and only show the "best" parts of themselves that they think will be pleasing and attractive. All other aspects of themselves get excluded.

### **Yet what occurs if the relationship develops?**

There is a rude awakening when these excluded parts are finally revealed. Or you continue hiding these parts of yourself, ending up dissatisfied and never fully loved for who you truly are.

I had a client, Sandra, who was never satisfied in her relationships with men. We looked at how she was showing up in these interactions and discovered she had been excluding parts of herself.

In order to build the relationship, Sandra was making the mistake of trying to please these men by agreeing with them on everything. If they liked golf, for example, she'd play golf with them (even when she hated golf).

She ultimately grew dissatisfied in each relationship and ended it, thinking there was something wrong with the man. She came to

realize she wasn't including herself in the relationships, so how could she be happy?

I encouraged Sandra to show up more fully as her true self on dates. She did this and started to have a lot more fun. She realized that these men weren't going to run away if she showed up authentically. (And if they did—they weren't the right man for her!)

She also discovered her relationships were a lot more dynamic and enlivening when she stopped being the “yes” woman and started expressing her true interests and desires.

### **Questions:**

What's the value of you not showing all of you?

What will be created if you continue excluding parts of yourself in relationship with others?

What might be created if you begin to share more of you in all of your interactions?

### **If you are in a relationship:**

If they cannot receive and enjoy all of you then do you really desire a relationship with them?

### **Habit #3: Needing To Be Right**

How often does your need to be right get in the way of experiencing joy and intimacy?

When we have the need to be right in our interactions, we're always looking for proof of how the other person is wrong. How productive and creative is this?

It's not!

Your ability to create as a team diminishes as resentments and animosity build. This “right-wrong” dynamic wreaks havoc in your relationships.

Claire, a client of mine, was so invested in being right in every exchange that she rehearsed every word to ensure it came out correctly. She also focused a lot of her attention on spotting others’ mistakes so she could point out their wrongness.

This constant judgment shut out other people and closed off all creativity and possibility.

In our work together, Clair discovered that her need to be right came from a deep belief that she was inherently wrong. Once she saw (and cleared) this, she was able to be spontaneous, authentic, and more at ease in her interactions.

**Questions:**

Are you limiting yourself by needing to be right?

What does being wrong mean to you?

What could change if you were willing to let go of the judgment of who is right and who is wrong?

What might you create if you were willing to say, “You’re right, I’m wrong,” in a conversation with a loved one or colleague?

**Habit #4: Filtering Information and Limited Viewpoints**

Imagine viewing the world through rose-colored glasses. Everything looks pretty and bright, doesn’t it?

Now imagine talking with someone who is wearing gray-tinted glasses. Everything to them may look dark and dingy.

How might this conversation go?

You may be looking at the same thing, yet you view it differently depending on the color lens you're wearing.

And so often we don't realize we're looking at life through a filter!

This happens in our conversations every day. We filter everything through our perspectives, limited viewpoints, and previous experiences. Thus, we each experience the same situation differently.

When we view the world through our filters, we can get locked into thinking, "This is the way it is." This can stop us from seeing where the other person is coming from.

I worked with a married couple who struggled with this. Our sessions often looked like a "he-said-she-said" tennis match. They both had very different perspectives about their disharmonious dynamic.

Together, we explored their filters so they could actually see their limited viewpoints. As they broadened their perspectives, they didn't get so stuck in wearing only the rose or grey-colored glasses, so to say.

Ultimately, they discovered how to accept their opposite viewpoints instead of turning their differences into arguments. They have a more harmonious dynamic and enjoy getting to know each other again beyond their limiting filters of who they thought the other one was.

### **Questions:**

How might your past experience be "coloring" your current communications?

Example: If your mom always used to nag you, do you now see your wife's requests as nagging?

What could you create if you weren't referencing the past and actually saw people as they were in each moment?

What is your biggest filter and how is it limiting your ability to see what is really occurring in each interaction?

### **Habit #5: Avoiding Engaging With The World**

How often do you withdraw and hide from the world?

Some of us have given up hope of engaging, interacting, and communicating with ease and harmony. We erect barriers to keep ourselves safe from judgment, unkindness, and rejection. We close ourselves off so as not to feel the world's pain, sadness, and meanness.

#### **We hide ourselves in different ways:**

We hold our tongue

Say 'no' to invitations

Cover up who we truly are

One of my clients, Sue, struggled with this. She stayed home watching TV and reading all day. She had a hard time being out and around people. As a child, she was told how sensitive she was, so as an adult this became the filter through which she saw the world: it all seemed too much for her.

Sue wasn't making any money, yet was afraid to leave her house to go on job interviews. This is when she reached out to me: she was done with avoiding her life and other people.

In our work together, we got in touch with the spunky woman who had been hiding behind a mousy, quiet façade. We explored another possibility to her "sensitivity": how this was actually a heightened awareness of what was going on around her. She learned how to use this to her advantage rather than as a hindrance.

Sue no longer spends her days hiding at home. She found a job she enjoys and is engaging with her life and the world again.

If you've been withdrawing or hiding from the world, here's an exercise you can play with. I suggest you practice this at first when you are alone and relaxed. Then you can practice this when you are around other people.

**Exercise:**

Say, "All the barriers I have up, go down."

This request allows you to lower your invisible walls and defenses so you can receive the energy and contribution from everything around you.

Notice what you become aware of in your body and the space around you.

When you do this around other people, notice how the interactions shift.

You may feel uncomfortable at first with your barriers lowered. However, the more you practice this, the more comfortable and relaxed you will be moving through the world with your barriers lowered.

You will also be able to receive more from the people you interact with and they'll receive more from you because you're not hiding out anymore behind the visible and invisible walls.

**Communication is like riding a bike...**

Remember how you felt when you first rode your bike after taking off the training wheels?

You might have felt a mixture of excitement and fear.

You may have a similar experience when you break the Rules of Engagement and the Five Habits and begin to play with the questions I shared. You may feel awkward and uncomfortable, yet you may also feel enlivened and delighted by what you discover.

And remember how after several wobbly attempts on your bike you eventually rode with confidence and ease? (You may have even taken your hands off the handlebars!)

That kind of confidence and enjoyment is totally possible when you are willing to learn new ways of communicating.

### **Communication as a Creation Tool**

Imagine each conversation as a blank canvas. What colors and textures will you add to it?

How might everyone you engage with add a different element to the overall picture?

When you approach communication in this way, it becomes a creation tool. Each interaction opens up a doorway to new possibilities.

### **Ready to Create?**

How might you create greater joy and intimacy by showing up as yourself in your conversations?

What new possibilities might you create in your conversations now?

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## Leslie Boyd-Bradley



Leslie Boyd-Bradley has been in Direct Sales for over forty years: the first eight years as an independent sales contractor; seventeen years as a small business owner; and the last fifteen years as a corporate executive. She was practically born into the industry with her parents as role models of success.

Her early career as a professional ballet dancer taught her self-discipline and self-possession, a tireless work ethic, creative expression, and passion for following one's dreams.

Leslie is driven to empower and help others, especially women, to be successful in business and in life. During her career, she has trained, coached, and mentored thousands of people to master the skills of *Dream Driven Goal Achievement*, *Time Management*, *DISC Personality Styles Analysis*, *Leadership Systems* and more.

She has served as Mistress of Ceremonies at many charity events including *The Make Sense Foundation* (of which she is also a board member), the *Women of Substance Awards*, and *The Eli Home*.

As an often-requested inspirational speaker, Leslie's sense of humor and no-nonsense approach make personal growth entertaining, informative, and memorable...*the beauty is in the blend!*



## **Embrace The A.C.E.**

*By Leslie Boyd-Bradley*

I don't really believe in luck, because I've never had much, thank goodness. If I had, I might not have developed the necessary skills to sustain success, and been able to teach these skills to others. My success has always been a result of hard work, and lots of it. The only lucky part of my life has been my family; I am blessed with great, and I mean really great, parents.

I was born in a bowl...well, let me explain. My mother started in Tupperware when I was nine months old, so really, practically born in a bowl. My life in plastic was an amazing one over the years working with my parents, sister (best friend), brother-in-law, and husband. We ate, drank, and breathed plastic; and it was a great life, as well as opportunity, for hard-earned success. I learned about being strong and persevering from my sister, and business and life lessons from my best mentors, my parents. Lucky in family—absolutely!

I was also lucky that Tupperware taught us a lot of motivational training skills, and was one of the first companies to empower and focus on women in the workplace. The company provided a great base for self-improvement and personal growth, rare commodities at that time, and gave me the foundation for my life's work of helping and empowering others.

The basis of most self-help teaching is attitude and positive thinking...easy words to say, but not always so simple to live. I have always been a huge believer in the power that our attitude has over every decision we make, and action we take. You *can* direct

your thoughts by choosing to do so. When asked if I am always so excited, passionate, and enthusiastic, my response is an unwavering, “Yes,” because I choose it.

Okay, once again, not always so simple to do. Making an attitude choice—the right choice—can be clouded by ego, relationships, and stressful circumstances. A positive attitude, like any good habit, is one that takes conscious effort and practice so that it becomes second, even first, nature.

When you expose yourself to tons of self-improvement information, you learn to recognize those Aha! moments; those occasions when something really significant strikes you, and more importantly, stays with you.

I was struck by my biggest Aha! moment over thirty years ago when I was introduced to The A.C.E. Philosophy. I’d love to say that I invented it, but like most good things, it’s been done before, just in a different way.

**A.C.E. = Attitude. Commitment. Effort.**

A.C.E. is a lifestyle embodied by every top professional leader and successful individual I have ever encountered or observed. This philosophy became most apparent and important to me when I made a speech to 1,000 of my peers at a national conference, after experiencing one of my largest growth years in business: my Team achieved Top 3 in Sales Growth in the Nation of over 600 Teams—not too bad! When asked what the key was to this fantastic accomplishment, I reacted with, “My A.C.E. was in place!” I have shared A.C.E. with thousands of people in the Direct Sales industry for over forty years, and it can definitely be life changing. The beauty of this philosophy is that it is *your choice*; so the decision to live a life filled with happiness and success is truly in your own hands, head, and heart.

A = Attitude IS everything, and I don’t mean to sound flippant or trite—it’s simply the truth! Your attitude in both actions and reactions is critical to the results you experience and achieve. You can choose to be negative or positive, and your choice can paralyze

or propel you. Attitude in your personal life, as in business, is 100% of what can determine your level of success and happiness. And the *Law of Attraction* (as described in the best-selling book *The Secret*) is always at play: the more excited and enthusiastic you are, the more you will attract others to you. You've heard the phrase, "*Fake it till you make it,*" and you can always apply this to your attitude. The more obvious your enthusiasm, the more attractive you become. Attitude is very contagious, so be careful what you share. Negativity spreads a million times faster than positivity because people love sharing negative news. We've even turned it into a form of entertainment through reality shows; they put garbage into our minds and out into the universe. Yikes, take cover!

With all of the exposure and vulnerability we have to negative influences in our lives, it is important to protect your PMA (Positive Mental Attitude). Here are some tips to help you do this:

Friends and peers: Pick them carefully, and I mean that from a loving place. Surround yourself with like-minded, positive people. You can't pick your family, but you can pick your friends. And when you're working towards growth in business, select upwardly mobile peers as your companions. You want people around you who encourage you and make you feel good about yourself, and you about them. It is all about give-and-take relationships. Some people in your life may be Drainers—they are negative and tend to suck the life and energy right out of you. You can love all the people in your life; but what's important is whom you choose to spend your time with, and ultimately, be affected by—either positively or negatively. So it pays to choose wisely!

Positive input: Fill your mind with positive messages and information. There is a plethora of speakers and writers to choose from (that includes me!); select inspirational speakers who resonate with you and your personality style. Inspiration comes from outside and creates desire, while motivation comes from within and creates action and reaction. The goal is to get inspired enough to take action and control your reactions. Ultimately, avoid the Garbage Barrage! There are plenty of negative influences (e.g.,

TV shows, radio, rag mags, news). Don't allow them into your PMA world.

Positive self-talk: The way you speak to yourself and the word choices you use are very important to building self-worth and a positive self-image. Your subconscious is very literal and has no sense of humor; so don't joke around or be sarcastic with your self-talk. Let's use weight loss (do we have to?!) as an example. Out loud, say jokingly and with a laugh, "Oh, I could never lose weight." Go ahead and say it out loud, in a joking tone. Doesn't it feel insecure and even a little self-destructive? Understand that your subconscious mind hears in a very serious, matter-of-fact tone. Now, say it again in that serious tone. "Oh, I could never lose weight!" How does that sound? Pretty darn sure that you'll "...never lose weight," right? Well, that's what your subconscious will keep affirming. Be careful how you talk to yourself and about yourself. The study and practice of affirmations can help keep you focused on the positive changes you desire in your life. I have four to six affirmations that I work on consistently until I achieve them, and then replace them with new topics for additional changes that I want to make in myself. Yes, they are that powerful! It's true that what you think about, you bring about. The subject of affirmations is a topic of many books and of course, Stuart Smalley of *Saturday Night Live* fame who always said, "I'm good enough, I'm smart enough, and doggone it, people like me!"

A few important reminders about affirmations include: Intentional Thinking, Visualization, Enlarged Vision, Write It Down, and The Power of Self-Talk (Hello!). When you find yourself engaged in negative self-talk, try this critical exercise:

Take ten deep breaths to break the cycle.

Choose one thing you are grateful for and talk to yourself about it for thirty seconds.

Select one thing you like about yourself and describe it to yourself in detail.

This is not wishful thinking. You will change the direction of your life by changing the direction of your mind.

No Stinkin' Thinkin'!: Catch yourself and others in the act of negative thinking, and stop it dead in its tracks. To allow a friend or individual to dump their negative thinking on you is NOT okay. In the first place, it makes you the victim and can assault all of the good work you do to remain positive. Secondly, you enable them to relive the negative situation and feelings; letting someone go on and on about a negative event or story condones the behavior as acceptable. Make a conscious choice to not be dumped on. Literally stop the conversation and suggest shifting to a positive topic. This can be accomplished without offense when done with the correct intention and attitude. As a last resort, I have gently interrupted conversations with, "Okay, I love you, but let's talk about something else." Follow-up with a question to help change the subject. This is not always easy to do and may seem uncomfortable. But it's important to keep in mind the end result you want to achieve, which is to change the subject to a positive one and to help break the cycle for the person dumping on you. You may find that some people are hell-bent on being negative or are stuck in a negative place. NEXT! (My favorite word.) While you can't change people, you can hope to influence them in a positive way. If they won't allow you to, then you need to know when to fold 'em, because you can't help everyone, all the time. NEXT!

Goal Buddy(s): When working towards a specific goal, it is helpful to have a friend, buddy, or group who is doing the same. This also helps remove the feeling of loneliness that can occur when you venture out to accomplish a difficult or long-term goal. When you feel alone, it can be easy to get discouraged and even give up. You're more likely to follow through and stay excited about the accomplishment of a goal when you commit to others; plus you have the opportunity to learn from and share experiences, both successes and failures, with others who share your path. That's why accountability is critical. Have you ever set a weight loss goal (seriously, weight loss, AGAIN?) and didn't tell anyone? Talk about sticking to your comfort zone! No one knows, so if you



don't achieve the goal, it's no problem!?! Or is it? That's a perfect example of self-sabotage. A good Goal Buddy will help to keep you accountable and on track, with just the right amount of checking in. Look to create an interdependent relationship and avoid co-dependence; the important difference is that you want people to want you rather than need you. The year that I experienced my greatest business growth, I had a Goal Buddy. We made our plans and kept each other accountable to our goal of achieving Top 5. End result: I placed third and she placed fourth. Now THAT's success!

Finally, it's a challenge to stay positive all the time. As with any habit that you want to create, it takes conscious daily effort to get there. I worked with a CEO who once said, "Everyone falls in the water, and if you stay in the water, you drown." SO TRUE! That's another Aha! that has stayed with me forever. When faced with a negative time or situation in life, just grab your bootstraps, pick yourself up and get out of the water. Identify those times when you're having a pity party—definitely do not send invitations—and be the party pooper who ends it as soon as possible. Take one step, even if it's a baby step, and then another, and keep moving forward. You know you've achieved a positive mind-set when you can relate to "Nancy": *So these two shoe saleswomen go to India. Alice calls the Corporate Office and says "I'm coming home, no one here wears shoes." Nancy calls and says, "Send me a million pairs of shoes—no one here wears shoes!"* Get it?

C = Commitment is necessary, and harder to achieve these days because we live in a lightning-fast society. Life is filled with many responsibilities that spread our time and attention paper-thin. This makes it both hard to commit in the first place, and really difficult to remain unwavering enough in our commitment to follow through to the end. It helps to develop "tunnel vision" when you make a commitment so that diversions don't pull you off course.

Make your commitments with intention, and don't over-commit. Over-commitment is a huge cause of stress and unhappiness, for you and everyone involved. Give yourself permission to say, "No." It is much worse to say, "Yes" and not keep your promise. This is

also about integrity and loyalty to yourself and to others; reputations can be built on the ability to commit and complete.

Successful people are confronted with obstacles just as anyone is; it's how you hurdle them that determines success. And with the right positive attitude, those obstacles are often turned into opportunities. Isn't it all about how you see it, or choose to see it ("Nancy")? I had a distributor on my team who was full of excuses about why she couldn't succeed. One day, she called me to say that her dishwasher was broken, so there went her whole week! OMG, talk about the use of a minor situation as an excuse not to succeed for an entire week, or worse, for a lifetime. I called her out on it, but it is her constant way of thinking, with little chance for change. What a waste, but such a common practice for unsuccessful people. NEXT!

E = Effort is about energy, and the willingness to put in the necessary effort to complete the task at hand. In our endeavors to become accomplished and more excellent in everything we do, practice and hard work help to get the job done.

Try not to measure your efforts with those of another. We are all in different stages of learning and competency, and practice = excellence = confidence. We are our most confident selves when using our strengths; it is best to focus on your strengths, and at the same time work on your weaknesses. When building confidence, remember, too, that we all have our strong suits. It's human nature to make the unfair comparisons of one's weaknesses to another's strengths. Have you ever found yourself saying, "I wish I had her (sense of humor), she's so (funny)?" The recipient of this compliment is probably saying, "I wish I were more (sincere) like she is." We seem to always want or give more credit to the strengths we see in others, instead of building up and giving recognition to our own particular strengths. Self-improvement and personal betterment is a never-ending journey. Learning is living!

Ultimately, at some point, you do have to get up off your Attitude and go to work! You can be positive and excited, but rarely will success be dropped in your lap without putting in the necessary

effort. You may even have to go that extra mile or two or twenty, but that's usually where most of the growth takes place. We thrive on the peaks and learn in the valleys.

So what comes first? Does attitude move us to stronger commitment and greater effort, or does putting in the effort and hard work change our attitude and level of commitment? I believe this is very individual. Some people need to feel better (change their attitude) before they participate or take action; others find that getting to work on a project changes their feelings or attitude.

Sometimes we are moved by different times and cycles in our lives, since none of us stays the same in all situations at all times. Bottom line, all three ingredients are necessary for success, in a combination that works best for you, be it ACE, EAC, CAE, ECA, AEC, or CEA!

I also want to share the A.C.E. "Code of Ethics," the gold standard:

Tell the truth

Keep your promises

Treat people equally

Practice TLC

Remember that little things mean a lot

Be available and flexible

Empower others

Uphold your beliefs, openly and behind closed doors

Be a positive role model

Keep high expectations

There is actually one more "C" that ties the entire philosophy together, and that is Consistency. The ability to be an A.C.E. on a

consistent basis is the biggest challenge. We can all be positive, committed, and work hard on any given day, week, or month; but the real goal is to do it all the time, *especially when you don't feel like it*. Top leaders and successful people rise to the occasion, find the positive side, and manage to push through any circumstance without complaint.

That is what an A.C.E. does, lives, and breathes. Does it mean you're perfect and never have bad moments? Absolutely not. This is a journey—not to be perfect, but to become your best self.

When working with individuals who are struggling with success, the first question needs to be, “*Is your A.C.E. in place?*” Usually one or more of the qualities are not fully engaged. Lots of things can affect our A.C.E., and the ultimate challenge is to *just do it*, or to do it ANYWAY. Yes, it will become first nature for you, because second nature just won't do. You can become successful—your very best self, with a consistent A.C.E. in place

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## Deborah Ariel Pietsch



Deborah Ariel Pietsch comes via the world of Hollywood, as an award-winning producer, switching gears in 2010 to follow her other calling to be a spiritual teacher. Awakened in 1987, Deb was opened up like a “tin can” multi-dimensionally. She has gone through years of “Activations” which have accelerated her abilities to traverse dimensions 24/7, communicate telepathically, as well as understand unexpected situations such as infiltration, the hijacking of humanity’s awakening, and the reversing energies

of the Law of Attraction.

Clients and students around the world experience profound alchemical shifts as she brings forth unique teachings, insights, experiential tools, AND high frequency Light to Activate their “I AM” Presence, 13 DNA Codes, Third Eye, and much more. She masterfully clears blocks and infiltration from people’s energy field, projects and homes; while empowering people to do this through experiential tools.

Highlights of her past includes decades of high-profile clients in the entertainment and advertising industries, and in 2000 becoming the first producer of Lisa Garr’s *The Aware Show*. Deb is the creator, producer, and host of iTV show *Wake Up...Shift Is Happening!* Married to beloved Sacred Partner, the awesome Scott Bartle, they are strategizing for humanity’s ascension from the enslavement matrix.



# **Activating the Impulse of Self Love Internally Will Ignite the Greatest External Transformation**

*By Deborah Ariel Pietsch*

All transformation begins with a foundation of Loving ThySelf. Change and Transformation can only be maintained through clear communication with your Inner Self. In that, the change “within” is the most profound change.

## **Transformation is an Inside Job**

There is no accident that there are spiritual references to the “Kingdom within.” This is not referenced as affiliation to any religion, but as the sacred *foundational energy field* within you; your great and powerful all-knowing *I AM Presence*. We acknowledge the Divine Feminine as the “Queendom within.”

This is the trajectory, as well as the place to begin, as you determine what you desire AND that your *heart's desire* IS for change and transformation. This desire for change and transformation can only come from within you, as your choice; otherwise it is an expectation or agenda outside of yourself.

The typical person will go about experiencing their day unconsciously with *external stimulation impulses* to see more, hear more, know more; gather more information, filling more of their experience from the external world. What does this do? It allows for little intention, time, and space for their internal world to



evolve, expand, and be stimulated through the power of inner stillness.

That is not the trajectory that will maintain a change or transformation of a new status quo within your internal experience. The true essence of change and transformation must be brought THROUGH you, as you. The true essence of transformation must come from a deep and authentic *Love of ThySelf*. *A powerful Light resurrected from your great I AM Presence*.

So therefore the intended purpose of this information is to bring you into alignment with the aspects of Self-awareness, including Self-love, which will maintain AND assist you in maintaining a new trajectory of change, transformation, and evolution.

### **Understand That Evolution is Key**

Internal evolution is vital in order for transformation and change to take place in your external experience of the world. This includes your relationships, life purpose, health, well-being, prosperity—everything.

### **Know ThySelf as a Creator God Being of Light**

Maintaining that evolution from within is the key *element of creation*. The Divine Blueprint of human beings is that of a Creator Being. You are a *creative being* AND you are a *creator being*. But do you have the perspective of yourself as a *creator being*? If not, it's important to begin experiencing an alignment with this aspect of the human Divine Blueprint. This will open the natural flow of energy that has been blocked and stymied for much of humanity's existence.

Therefore, when you become stagnant, when your *impulses of creation* and *impulses of imagination* become stymied, your internal evolution shuts down. This includes, but is not limited to, the projections from outside sources, such as governments, politics, and especially most types of media. These types of stimulations and projections into your energy field, thought processes, and emotional bodies do not provide you with *impulses*

*of creation.* This is how your internal world becomes deflated, your heart flatlines and then your experiences are defined by the external world.

*Are you experiencing your heart being “flatlined,” lacking the ability to feel love, especially for yourself? You’re not alone...you’re more a part of the mass consciousness on the planet than you may realize. \*\*Would you like to engage with an experiential tool to activate your heart and heart’s desires?*

What has occurred in most modern societies is that external stimulation is not created to support you OR empower you; rather, it is developed to do just the opposite. Much of what you engage with as these outside stimulants aren’t designed to empower you in being a free-thinking, expansive, and openly loving creator being.

The *creation of change* is the *momentum* that is meant to be in continuous motion. Just like the *igniting* of energy and elements that sparks the evolution of the planet, the stars, the celestial aspects of our experience; it is ever-changing and evolving. There is never meant to be one thing staying in place or stagnant.

### **Know ThySelf as a Source of Light**

The important thing in this trajectory is that your *inner source is the reflection of light that you choose to see in the external world.* The reflection of light that you want, desire, and choose to experience in the (external) world that you see with your eyes. Therefore it is imperative that you stop projecting (and identifying with) the aspects of *dwindled return-on-investment* type of frequencies (thoughts) that are maintained and brought through much of the current mainstream media experiences. These thoughts are steeped in base, primal energies such as fear, survival, lack, deception, and loss.

The reason we are sharing this aspect with you is because most of what you experience as stimulation throughout your day is disassembling and dismantling your *Divine Creator Human Blueprint Technology.*

Consider the importance of this information. Take a moment to close your eyes and visualize driving down a street in a city or town. See in your mind's eye all the stimulation around you. It is brought in visually through signs, billboards, and such. The messages "buy this," "do that," and "don't do this" are not messages of Love, Light, and Gratitude...the messages you CAN see are mostly fear and survival type messages.

This external stimulation, deceptively and cleverly disguised, simultaneously *creates internal programs* as well as *triggers existing programs* like a trip wire. Along with *programs* that are being Activated and run through subliminal messaging, that you often times don't even see or recognize, there are default *patterns* and *programs* that are ignited once they are *tripped* (like a trip wire) through the trajectory of most media outlets.

*Pause and think about this for a moment.*

The impulse to receive these messages is very strong, therefore it is imperative to understand and comprehend the intensity by which these programs are being run within you as *default aspects of your trajectory*. The important reason for this is that your *programs and impulses* are then *not your own*; they are not of your making nor of your creation, but someone else's intentions being programmed within you, as well as being projected upon you.

*Take a few deep breaths as you allow the (potential) truth of this information to integrate. The unwinding from these programs can be accomplished. See below.*

So, as you begin to understand what has been developed (by the outside world) in order to create and *maintain YOU* and that your internal world has become a part of someone else's *intention of trajectory*, YOU CAN REFRAIN. You can consciously pull back your energetic impulses of receiving the intended "directive" that is coming through these programs, signs, and messages across the airwaves.

This is also why we indicate the importance of knowing ThySelf; to be able to create the distinction of what is YOUR truth vs. someone else's truth.

Signs projecting these types of programs have a limited liability. The limited liability that is being referenced is the lack of legitimate consequence attributed to the architects of the messages; for *they have not been discovered yet*. As today's external stimulations and projections integrate with your internal programming, you are left defenseless unless you understand what is taking place.

With this type of stimulation and program triggers, your internal messaging such as loving ThySelf, breathing freely, loving each other, or even being with *the one* you love, is NOT ignited and definitely not maintained.

The importance of this communication is for you to begin to maintain a new trajectory of lessening the effect these (deceptive) external impulses have on you.

This is the *pattern of destruction* that has crippled humanity and contributed to the demise of humanity's status quo. It has effectively created a downward spiral of "insanity experiences," or at the very least feeling like you are living in an insane, upside-down world.

The reason we are sharing this with you at this time is because of the devastation that is created upon your Queendom within. Your Kingdom within is the most precious and sacred aspect of your beingness. This is the part of your soul that defines, redefines, and then maintains who you are being internally, which THEN reveals to the external world your true essence.

Once again, we maintain that the important trajectory of your internal experience of Self must begin with the *pattern of light* that is a *pattern of love, light, and gratitude* for your Self. The lack of this is why many of the people on the planet have lost their way. They have lost their internal compass, internal guidance, and the connection with their true essence of Self. Many are having

difficulty regaining the consciousness to establish and / or re-establish this trajectory, this normal frequency field of Self-love within.

The frequency fields and energy fields we are referring and referencing are the Field of Love, Field of Light, and Field of Gratitude for ThySelf. Without this Trinity that aligns with the Law of Light, the Law of Love, and the Law of Gratitude, *you have no balance within.*

So therefore you are an easy target and even prey for the physical and even non-physical beings that desire to manipulate your trajectory and *pattern of light* for their benefit. They cannot maintain this type of trajectory or be successful with this intention IF you have a strong internal guidance system, as well as maintain a baseline and status quo aligned with the vibrations of Self Love, Light, and Gratitude. This is the beginning of you being on the *throne of your "I AM" Presence and igniting / Activating alchemical transformation* within.

### **Don't Try to Change the World Until...**

The most important aspect of change and transformation for you to engage with—even before you try to change anything in your external world, including anything that which has to do with self-governance, government, politics, money-management, or goals of attributions and contributions to humanity—is your *relationship with your own Will of God Light Being within.*

In other words, cultivate your internal relationship as a God Being of Light before attempting change in the external world. This important discovery could be the most valuable, time-sensitive, and self-sensitive information and insight that you could have had in your life thus far, period.

The important aspect of this is that you cannot continue to grow, you cannot evolve, you cannot transform beyond the existence of where you are right now unless you create and maintain a loving Self-relationship, a relationship of loving ThySelf, honoring

ThySelf, and knowing ThySelf as a Creator Being of your Reality. Period, hands down.

This is the same with your internal impulses and your heart's desires. They cannot be incongruent or inconsistent. Otherwise, it will bring about tragic results that will continue playing out in your energy field and your life experiences as the *modus operandi* that continues to keep you spinning your wheels, and lacking the internal guidance to evolve, create, and maintain a new status quo of evolution. What continues to play out and be revealed are the same patterns but perhaps with different "props," situations, or people.

### **Vibration of Creation Ignites with Electromagnetic Energy of Your Heart's Desires**

Heart's Desires ignited through your Activated I AM Presence are the most powerful electromagnetic energy available for creation. Sacred, precious heart frequencies and electromagnetic energies that are impulsed and ignited through alchemical transformation are a chemical instigation / Activation of Light that is sparked through your own *vibration of creation*.

The other aspect and key element of all of this has to do with the maintaining and Activating of your *I Am That I Am Presence*. When you are able to come into alignment with this vibration within your Self, in the internal, *your internal kingdom within*, the external will supersede all aspects of lack, separation, confusion, frustration, paralysis, and even the lack of transformation.

*Pause for moment.*

This is very important for you to get in a therapeutic way and big picture *willingness and beingness*, in order to create a new plan AND become a part of the *New Earth Reality*.

Everything that has been written here thus far has to do with the affiliation of your Self-love, your inner kingdom, your internal world, and the totality of knowing and loving ThySelf as a God Creator Being of Light.

The New Earth Reality—for knowing the importance of this macrocosm in order to *connect the dots* but also to create the *bridge from your individual importance and sacredness TO this new reality*. There's a level of education with this, along with your insights to bridge the *technology* of your *Divine Blueprint of Transformation* AND how it will create and maintain a new trajectory for you AND for humanity's evolution. It is never one or the other, it is always one that creates a cause and effect in the other. It—meaning you as the microcosm and humanity being the macrocosm. This is why the importance of your internal communication and beingness of Loving ThySelf is vitally important.

The next step of transformation is to align that which you are *projecting to the world* with the maintained trajectory of that which is *your authentic inner sanctum, your kingdom within*.

The *projections* that overlay who you are and the internal truths of knowing ThySelf as a God Creator Being of Light are the *masks* that you and others wear that predominately project to the external world that *you want to be liked and you want to be well-received*.

BUT we often do not perceive ourselves, rightfully, accurately, or correctly. We often perceive ourselves by that which we *want to project to humanity and to the world at large*. The indignation and the foreshadowing liability that this creates maintains a less than positive set of attributes that are being projected upon those that you claim to be your friends, cohorts, and co-hearts.

*Hmmm...think for a moment about this from a deep sense of authenticity of self-awareness and self-evaluation. If you have any aspects of lack of Self-love, Self-worth, or Self-appreciation, then that is what is being broadcast energetically, but not what is being spoken—or otherwise put forth.*

This is why it is very important to maintain a true blue trajectory, of authentically feeling those loving feelings towards ThySelf. Be willing to dissect all aspects of that which creates a lack of aligning with loving ThySelf. This is where the true transformation and the

true essence of the work “within” can seem insurmountable, but it is absolutely necessary AND will retain credibility with those in your life.

There is truth in all of this and the purpose to maintain a clear perspective of who “Thy are” as a Being of Light is done so in order to keep you maintaining a *true reflection of your Light*.

Not that it won't be a true reflection of your Light if you provide projections that are off the beaten path of who ThySelf is upon this journey, but it will reflect badly or not favorably, as well as muddy the waters as it is perceived by others.

The muddying of the waters as it is being perceived by others and those around you will often times not be honestly communicated back to you. Therefore, we give you the proposal that there are two very important aspects that are being discussed and revealed. One is that each of your co-hearts will probably not be being honest with you and therefore falling into and maintaining a very mainstream trajectory of not being lovingly honest with one another.

The second implementation of this situation is that there is an incongruence now playing out within your own “*internal battle field*,” which is now no longer your sacred kingdom within, but a battlefield of duality. Again, your (microcosm) internal duality plays out in the external (macrocosm) until you transmute all internal shadows, battles, separations, beliefs, disbeliefs, and aspects of not loving ThySelf. And in this example, it's now playing out externally with your co-hearts and cohorts.

This is a very significant issue and situation because it discredits you and your livelihood (in ways you may not see yet), as well as your ability to create a truthful and honest *status quo* in the world. This is why much of the world is a mess and has gone awry. Truth be known, the inner sanctum of most people on the planet is what is being projected into the mass consciousness. Right now (2015) what is being perceived (and experienced) in the mass consciousness is a continuous flow of deception, disintegration of



love and honesty, and separation from heart and soul; including the separation from the macrocosm of *Mother Earth—the queen divine feminine*.

### **How this is Playing out in the Macrocosm**

Additionally, playing out is the lack of many resources that would normally be in the flow and vibration alignment of high-vibration energies, like moving currency and moving water. Instead, these resources have become stagnant—like the internal microcosm of many individuals—creating a bottleneck lack of flow, lack of grace and ease, and lack of abundance.

As soon as you each align with the true essence and the trajectory of loving ourSelves authentically, not just from a logical, intellectual sense, but whole-heartedly; *reality will shift*. The electromagnetic vibration, of Loving ThySelf is like the feeling you feel when you're "high as a kite," as you've been "juiced" up with many shots of caffeine or morphine!! These external stimulants try and recreate the innate internal vibration and feeling of loving ThySelf. You feel the Queendom within expand upon itself, and expand upon itself, as that vibration of love activates from within.

In this expansion and in this trajectory of truth, honesty, light, and feeling of loving Thyself, coming from your inner sanctum, it will completely annihilate on a mass consciousness level that which is perceived as low vibration, deceptive, lack of resources, impossibilities, and even invisible *hidden hands* that completely shut down the vibratory fields necessary to keep humanity thriving and creating!

This is why we are asking you to look within and to be gravely honest with yourself; to allow the invisible to become visible to you, so that you may transmute every nuance that is not serving your Highest Good and is not serving the Light within to be shined outside of you. And as millions of you choose to provide your inner sanctum with the food necessary, the energetic inspiration, the Activations, like the children of the world singing in harmony

and in alignment, that kind of vibration will explode and expand your ability to transform and change your external perceptions and perspectives of yourself and everything will change and transform. And THEN lovingly assist humanity and Mother Earth in the evolution that is knocking at the door wanting to come through YOU and millions of your co-hearts.

**The next message from Deborah Ariel Pietsch:**

**Explore, Understand, and Correct Infiltration and Interference**

What if there were external energies, in addition to your own internal self-sabotaging programs, that were interfering with your trajectory of moving forward? This interference would include illogical ways that aspects of your heart's desires such as projects, money, and even loving relationships get stopped in their tracks. Would you want to know about this and how to clear these energies from your experience?

\*\*To learn more about the origin of this message and:

Clearing Projections and Your Energy Field

Divine Creator Human Blueprint Technology

I AM Presence

Experiential Tools for Ascension

Alchemical Transformation

Transmuting Programs and Beliefs Not Serving You in Your Highest Good

New Earth Reality

Vibration of Creation

Activations...

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## Jay Krunszyinsky



Jay Krunszyinsky enjoys helping parents, families, adults and children find well-being and happiness. He has conducted wellness and life coaching activities in various therapeutic roles and systems of care. His development and management of crisis units and day programs for adults and children provided environments for children and adults to manage thought, emotional, and behavioral disturbances in life.

Jay is the President of Relationships Unlimited, LLC where he offers Life Coaching services and manages his websites and other published works such as *Parenting with Soul* and *I'm Sorry: Repairing a Hurtful Relationship*. Life coaching helps others to gain the ability to experience life fully and with passion. These resources and services promote ways to experience happiness and purpose.

Jay is married to his wife Barbara and has two daughters, Rachel and Molly. He earned a Master's Degree in Counseling in 1995 and later obtained a certification in psychiatric rehabilitation. You can find information regarding his other published works on his website [www.relationshiprepair.net](http://www.relationshiprepair.net).



# **Free Yourself from Your Psychological Drama**

*By Jay Krunzyski*

Life is depicted on television and other media in a multitude of ways. We view actors playing various roles in comedies, love stories, mysteries, suspense thrillers, and/or a combination of each. The media depicts life in their scripts, including “so-called” reality shows. Our lives are very much part of a script where we are the writer, director, producer, and editor while playing a multitude of acting parts including the main character. We live from the canvas of our awareness, which we use our five senses to perceive. Many of us believe that our lives are lived from an external point of view where we react to a world of circumstances. Many of us possess beliefs that reinforce a perspective where we do not control much of what happens in our lives. We view life as a struggle that is rigged to some degree. Who would have guessed that our minds create the drama that we experience.

Do I really influence the situations and circumstances in the world that I perceive? If it makes you feel better, just the part that involves you! I hope you are able to be open-minded about what you now perceive when reading the words on these pages. An additional sense of humor and a receptive mind are not only very necessary to read these messages, but also necessary to change the course of your life. Many of us have become accustomed to living our life as a psychological drama. We accept that the scenes that we encounter occur outside of our intentions and control. Many of us do not even realize that we are thinking the very thoughts that bring our daily experiences to life. When we fail to realize this, we end up entrenched in our psychological drama and react to each scene in each of the roles we play. We become hypnotized by what

we believe to be true and attach strongly to ideas and images from our beliefs that become and reinforce our truths. Religion, politics, relationships, economics, and many other parts of this psychological drama prove that nothing separates us more from others than our strong attachments to “so-called” truths. There is a funny truth about truths. Any truth today, or even tomorrow, can be replaced by another truth down the road. Just check out the history of the world and you will find this. The beliefs are not the problem, just our strong attachments to them.

There are ways to edit, reproduce, redirect, and act in your life drama that will allow you to experience happiness and joy. Since your life plays from a psychological perspective, you possess key elements at your disposal to move you to happier scenes and roles of a lifetime. You first must be open to new ideas. If you are living the life of your dreams and are happy, you may already possess some of the keys in editing and creating preferred roles in your life. If you feel lost or less than happy, you may want to get out your editing software. Through our assumptions, we reinforce beliefs that either limit or promote our psychological growth. You must possess an understanding of the impact of these assumptions on your life story, as they are the driving force behind your experiences in your psychological drama.

Your subconscious mind is influenced by the conscious mind that you use to process information and think thoughts each moment of every day. There are many books written on the subconscious mind and its ability to store and retrieve masses of information. Hypnotists utilize the power of the subconscious mind. The subconscious mind grants requests from our conscious mind each day, even when we are on autopilot. Although we may think our mind is not processing information, the subconscious mind is processing information twenty-four hours a day, seven days a week. This part of our mind works to bring beliefs into our experiences. There are attraction principles that reinforce this phenomenon as we experience outcomes to what we believe and feel. The Law of Attraction states that like attracts like. More and more resources are available that show how science and spiritual doctrines are concurring that we attract what we focus our attention



on. So, our thoughts and feelings do play a role in our experiences. Hence, our psychological state of mind is a result of our beliefs and/or assumptions, which influence what we experience each and every moment of our day.

For those of us that are on autopilot and not paying much attention to our thoughts and feelings, these attraction laws may sound a little farfetched. In fact, who does not take the opportunity to sit back and watch the drama of the external world unfold out on the streets, or on the television and internet? We all can be very captivated by the stimulation of anything that distracts us from looking at our own psychological state of being. That is the lure of the external world. If you get lost in distractions and attachments, you may be avoiding some of the inevitable fears that many of us possess. These fears get stuffed into our subconscious minds and are projected out into our level of conscious awareness. Through this awareness, we enter our psychological drama and experience circumstances and situations that reinforce our positive and negative beliefs. How much focus do you give to the present moment? I would bet not very much. We lose ourselves in our thoughts and the psychological drama that surrounds our beliefs. We spend much of our time with others that share our beliefs. We distract ourselves with television, internet, and/or mind-altering substances in order to quiet our thoughts when they start to weigh heavy on us. The true assessment of any belief system is the impact it has on your emotional well-being.

As you develop from a child to an adult, you adopt beliefs from the significant people in your life. Some beliefs gave you great hope and joy, while others caused you sadness and fear. In either case, your beliefs make a profound impact on your life. If you find that your emotional state is more on the negative spectrum where you feel angry, worried, frustrated, hurt, and/or depressed, your perception of the world is negatively impacted by your beliefs. Your subconscious mind, being the grantor of what you believe, presents pictures, smells, sounds, and circumstances that reinforce your beliefs over and over again. Your emotional suffering begins as your voice in your head begins to convince you that your beliefs causing negative emotions are true and that others are to blame for

your predicament. You may even blame yourself, but not in a way where you believe your state of being is a choice. Your inner voice wants you to feel separate from others and special. When referring to special, your ego adopts the belief that you possess unique circumstances and situations from all others. This inner voice or ego can make the case to reinforce any belief system you possess. The ego starts to create images in your mind that preoccupies you from experiences of life in the moment. Fear and other negative emotions are many times the result from these images. The emotional suffering that ensues is what fuels the ego the most. The ego or inner voice springs forth the first time you attached to any idea or belief. As soon as you place judgment on something or perceive to be judged by another, your ego is born. There are some common fears that come from beliefs that place barriers to living life to the fullest. These fears cloud your perception and feed your psychological drama.

The fear of death is one of the biggest worries that is rarely discussed, but remains a driving force in the thoughts and behaviors of human beings. Religion, science, and psychology have differing views of the death experience, producing mystery and uncertainty to what occurs when a person dies. From early stages in life, we experience depictions of death, yet we do not engage in conversations about the meaning surrounding our passing away. With this uncertainty, we grow up fearing the concept of death and our possible annihilation. We ultimately fear loss of life for us and our loved ones. What occurs when we push our fears aside and store them in our subconscious minds? As stated, our ego takes hold of beliefs that contain strong emotions like fear and our mind projects images that reinforce the scary nature that we have of death. The fear of death and loss of any kind gives our ego ample ground to make cases for us to not become close with or trust others. We begin our journey of self-preservation with our ego leading the way. By distancing from others, the ego reassures us that this will keep us safe from harm. All children witness images of death, loss, and hurt. With this fear entrenched in our beliefs, we are limiting our ability to love and experience joy for life. Thus, our concept of self inflates to where

we go to any measure to preserve our existence. We begin to strongly associate and attach our existence with a body.

This limiting view of life can easily lead to beliefs that we live in a world of lack. The most common fear involves financial resources. The messaging surrounding prosperity and money that you received as a child influenced your beliefs about wealth and prosperity. Our fear of death negatively impacts our perception of wealth and abundance. If you fear lack of any kind, your beliefs would concur that prosperity and wealth are not only bad or evil, but also, unattainable. Your inner voice will give you many reasons why wealthy people do not deserve their prosperity and why you will not be able to attain wealth. You will find prosperity more elusive as your subconscious mind directs you to preserve or expend resources in ways to reinforce your beliefs. The media vilifies people possessing wealth and prosperity. The ideas of wealth and prosperity are primarily a neutral issue. If your belief creates worry and anxiety about paying the bills or supporting a family, you may need to address those beliefs as they impact your current circumstances. What can make this shift difficult is your inner voice. Your inner voice will tell you that your lack is the result of the outside world and has little to do with you. Your ego will attempt to convince you that life is unfair and there is too much competition for resources. You may experience strong attachments to any material wealth that you accumulate as you attempt to preserve or hold on to “things.” You may also find it hard to hold on to material wealth as you subconsciously feel undeserving of it. If your beliefs reinforce that wealth is bad or elusive, you may not manage possessions well. When you experience limiting beliefs surrounding life and its abundance, you prevent happiness from entering your life experience. You ultimately feel you are not deserving or worthy.

Many professionals write and speak about self-worth and self-esteem. People use and misuse these terms. How you see your worth is directly correlated with how big your ego has become. When you focus and connect your worth to people and situations external to you, you are placing yourself in the psychological drama that gives your power away. You care more about what

others say and do. You end up reacting to these external factors rather than living life intentionally. Fear drives your actions as you desire to be liked. You fear disapproval of your true self. Many people end up playing inauthentic roles in life at work, home, and in the community only to find that what others approved of today will be criticized tomorrow. This inconsistency reinforces the ego's notion that others are not trustworthy and how unsafe the world is. When you fear what others think, you open the door to your victimhood. When others define you, your ego gains momentum in your psychological drama. You allow yourself to be judged and begin to judge others. The inner voice plays a continuous recording of all possible scenarios of judgments between you and others. You strongly attach to labels and ideologies that reinforce your beliefs surrounding trust and safety that are specific to your psychological drama. The good news is that all can change for the better as soon as you understand and embrace the concept of worth. Your beliefs in lack will disappear and you will live life as the authentic you!

When you quiet your mind and look out into nature, have you ever wondered why you are alive? In the hustle and bustle of life, our minds distract us from this reflection, which is paramount to removing the drama from our lives. To put it plainly, you are worthy because you exist. If you were not aware of your being, you would not be. If you take time to let this resonate with you, you will quickly understand that you don't need to do anything to make a stake on your worth. You are here and are aware of your experiences. After this realization, the next step is to realize how powerful you really are when you intentionally view life from your authentic self that is so worthy. Since life is reflecting how you think and feel, you will want to take the time to love yourself in ways that nurture you emotionally, physically, and spiritually. You will start to make the connection that your worth goes beyond attachments to labels, definitions, and the roles that you play during this lifetime. You can get in touch with knowing that you are worthy as an eternal being that possesses unique and cherished qualities that go beyond definitions and labels. By shifting your awareness to your connection to life, you can develop an

appreciation and love for being you without allowing others to define you in conditional ways.

One of the biggest obstacles toward self-love is the inner voice that will attempt to create images that tell you that you must prove yourself and that you are in lack. When you develop the ability to appreciate who you are, you shift your focus to the present moment. The more that you live from the present moment, the more aware you will become about the beauty and possibilities that are present now instead of allowing your ego to play scripts in your head about yesterday and tomorrow. So much can get missed each day when you do not allow yourself to experience the moments of each day. Your spiritual journey is an important step towards removing your psychological drama. When you understand that you are and will always be, the fears of death subside and you begin to see that your worth is beyond definition. When you focus on how loved you must be by whatever you consider to be the higher power in your life, you understand that nothing in the external world can take that away. You see that you really do not lack anything as the body is just a temporary vessel for your current experience. Your approach to life becomes more intentional as you understand that assumptions and beliefs drive your experience.

As you learn to appreciate and love yourself, you will grow in your love for life. You may realize that you need to repair relationships that were severed or damaged while living from old beliefs. The acts of atonement and forgiveness disassemble the psychological drama where the ego orchestrated damage to relationships. Asking for forgiveness serves a couple of purposes. The person asking for forgiveness is able to address and remove emotional guilt by assuming responsibility for actions that hurt another person. The apology validates the hurt party for feeling the hurt and other negative emotions. To fully release the negative emotions, the receiving party needs to forgive. Many people that are hurt choose not to do this and fail to realize that forgiveness is more for them than the other person. The releasing of hurt and pain is always for you more than the other. The more that you can

atone for hurt and forgive others, the more you will gain control of your life story. Once you become aware of how your ego or inner voice was misleading you, you will be better equipped to neutralize it and expand your conscious awareness.

Once you understand that your life experience is your creation, you can begin to enjoy and become more aware in the present moment. Once this occurs, your subconscious mind will start to direct you to people, places, and things that you desire. All you ever wanted or desired is stored in the subconscious mind. The path to their attainment becomes lighted once you are able to remain more present and in love with life. This is when the magic of life will begin to unfold and your friendships and resources will start to grow. You will see life as abundant and will attract better relationships and prosperity. This may sound too good to be true. If you believe that this is too good to be true, then you will not benefit from the ease in which life can flow to you. Life was meant to be fun and filled with excitement and wonderment. Many of the religious texts ask us to view life as a child. Let's start having fun and spending more time doing those things we love the most!

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## Nirmada Kaufman



Nirmada Kaufman, The Radical Demand Diva, is a #1 Best-selling Author, Pragmatic Futurist, and an Access Consciousness® Certified Facilitator. She is best known for empowering and facilitating the seekers around the world who are demanding change and are ready for it now. Using a radically effective and pragmatic approach, she guides her clients to be a Radical Demand for themselves so that they can create the life and future they really desire.

Through her hands-on energy work and dynamic facilitation (both virtually and in-person), she's touched the lives of thousands of people around the world.

Early on in her life, she knew more was possible for health, prosperity and joy, for herself and others. So she traveled the world, seeking guidance on how to create the phenomenal life she knew was possible.

Once Nirmada found the tools of Access Consciousness®, she realized what she was seeking wasn't outside of herself: it was *inside of her* all along. She discovered that no one else's answers were more powerful than her own awareness. Through using a variety of tools, she has learned a unique way of living that has empowered her and her clients to create a phenomenal life. Nirmada co-authored the book, ***Love in the Next 10 Seconds: Changing the Box of Relationship Into Living Without Limits.***





# **If You Had Ten Seconds to Live the Rest of Your Life, What Would You Choose?**

*By Nirmada Kaufman*

You have ten seconds to live the rest of your life, what do you choose? You have ten seconds to live the rest of your life, now what do you choose? You have ten seconds to live the rest of your life, now what do you choose? You have ten seconds to live the rest of your life, now what do you choose? You have ten seconds to live the rest of your life, now what do you choose? You have ten seconds to live the rest of your life, now what do you choose?

How many choices did you actually come up with? Most people are not taught to keep choosing—they are just taught to choose what is ‘right.’

From the moment we arrive in this world, we are programmed into making it significant whether we are making the ‘right’ choices. If there were no ‘right’ or ‘wrong’ in the choices we make, what could we create beyond what we know is possible?

So, what if you no longer had to make your choices ‘right’ or ‘wrong’? Can you imagine what your life would be like if every choice you made was truly just a choice without the need of judging it?

Being clear on choices that will work for you becomes easier when you learn to ask questions, such as “Is this really true for me?” or “Is this really my point of view?” or “Did I just buy it as true?” The tool of asking questions will enable you to become more

aware of what's not working for you and to learn how to choose what does work for you.

In the new paradigm of creating a life that works for you, there is no 'right' or 'wrong' way of doing it. What would be fun for you to create moment by moment? How freeing does this feel to you, knowing that you would no longer have to try to figure it out or to get it right? What if the purpose of life is to have fun?

What if you could create your life ten seconds at a time? What if you could make a choice, and if it doesn't work out, then instead of going into judgment or wrongness, you could simply make a new choice in the next ten seconds?

This approach from Access Consciousness®, of making choices ten seconds at a time, allows you to get out of functioning from fixed points of view about how life 'should' be, and into learning how to create a life and reality that work for you.

Have you ever found yourself unable to choose something because you were afraid that you were going to make the *wrong* choice? The premise of making choices in ten-second increments is that if you make a choice and it doesn't work out, then you can make a new choice in the next ten seconds. In this way, you can never make a wrong choice. You get to keep choosing every ten seconds.

When you've set something in stone, it never occurs to you that you have another choice available. The benefit of making choices ten seconds at a time is that you become present in your life because you're not trying to come to conclusions about what you are supposed to do. When you are present in your life, you start to enjoy each moment.

Ultimately, making choices ten seconds at a time gives you the freedom of choice, without needing to make yourself wrong, regardless of the outcome of what your choice creates.

The old paradigm teaches us to have the answers, rather than to ask questions and be empowered to trust our own knowing. It also

teaches us to follow a set plan, rather than choosing what works for us, ten seconds at a time.

In the new paradigm of creating your life, if you start planning something and it doesn't work, then you have the freedom in the next ten seconds to make a new choice. With this freedom, you know that you always have a different choice available.

So, if you had ten seconds to live the rest of your life, what would you choose?

Below are excerpts from the book I co-authored, *Love in the Next 10 Seconds: Changing the Box of Relationship Into Living Without Limits*. You can practice using these tools for making choices ten seconds at a time.

## **1. Choosing in Ten-Second Increments**

The basic premise of this tool is that you can make choices for anything in your life, ten seconds at a time. For example, you can choose to be with your partner, ten seconds at a time, until you don't desire to choose that anymore. How liberating is this, compared to: "I have made a commitment to my partner and therefore I have to stick with them for the rest of my life."

When you make choices in ten-second increments, some of the relationship issues from the old paradigm can be eliminated, such as expecting your partner to behave a certain way and then getting upset when they don't. You no longer try to control the choices of your partner and you learn to have allowance for the choices they make, ten seconds at a time.

One of the first questions this evokes is: "Doesn't this just mean that they will do whatever they please?" It can be unsettling for some people to set their partner free in this way, and to not be thinking in terms of possession and control.

However, we also include something known as the "Kingdom of We" in this choice. That means both partners have an awareness of the other, and an understanding of what is basically going to work

for one another. If both partners were coming from the “Kingdom of Me” and had little consideration and awareness of their partner, then admittedly, making choices in ten-second increments could feel a bit like a ‘free for all.’

What we are presenting here is very different from the concept of ‘free love,’ which has its own set of conclusions. When you make choices in your relationship ten seconds at a time and from the “Kingdom of We,” you also include the awareness of your partner in the choices that you make.

## **2. Fighting in Ten-Second Increments**

Have you ever had a fight with your partner that lasted hours, days, or even weeks? How many hours of your life have you spent fighting in your current or previous relationships? How often have you wished to find a way of ending a fight, but you never really knew how?

When making choices in ten-second increments, you can choose to fight for ten seconds and then you can choose something different in the next ten seconds.

This may actually require more than ten seconds to implement, especially if both of you are triggered. However, the basic premise is that if you are fighting, you can simply just pause and ask your partner: “What other choices are available to us in the next ten seconds?” or “What’s *really* going on here?” Sometimes asking questions like these can interrupt the pattern of the fight and then you have the next ten seconds to make a new choice.

You can practice Making Choices in Ten-Second Increments when you are not in ‘fight mode’ so that you can implement it more easily when you are fighting.

## **3. Letting Go of Significance and Relevance in Ten-Second Increments**

In the old paradigm of relationship, many of us have been entrained to make everything significant and relevant. If a partner

forgets a birthday or an anniversary, we have learned to make it mean that they don't love or care about us. The list of things 'significant and relevant' goes on, as in whether your partner has texted you or not, called you or not, wants to spend time with you or not, says or does the 'right thing' or not, and so on. How many of us have made our partner's choices and actions significant and relevant and then concluded that it meant something about us, or how they felt about us?

In the new paradigm of Making Choices in Ten-Second Increments, we encourage you to get out of the habit of making everything significant and relevant. When you learn how to let go of needing things to be significant and relevant in your relationship, your partner's actions and behaviors are then simply seen as an interesting choice they are making in that ten seconds, rather than a reflection on you.

How many of your past arguments in relationship have been a result of needing to make things significant and relevant? If you find yourself arguing in one period of ten seconds, you can ask yourself in the next ten seconds, "Is this really relevant?"

#### **4. Letting Go of Judgment in Ten-Second Increments**

Judgment has become an integral part of the way we function in the old paradigm of relationship and is used as a way of controlling others out of choice. Many people are taught to have fixed points of view about who they think their partner should be, and then judge them if they don't conform or live up to those expectations.

How many times have you found yourself in the pattern of making your partner wrong so that you could be right? What if you no longer had to judge the 'rightness' or the 'wrongness' of the choices that you or your partner are making?

When many couples argue, they often find themselves trying to be the winner in order not to be the loser. For one partner to win and the other to lose, judgment is always required. When you stop having the need to judge if you, or your partner, are the winner or

the loser, then everything in your relationship becomes just a choice.

In the new paradigm, when you learn how to make choices in ten-second increments, and you also have allowance for the choices that your partner makes in ten-second increments, you begin to function beyond the limitations of judgment.

We are often taught to judge everything as ‘right or wrong’ or ‘good or bad.’ This may seem like we have a choice; however, it’s really a choice created from a conclusion about what is right or wrong and not from asking questions. Learning to ask questions is a way to practice getting out of judgment and into making choices ten seconds at a time.

## **5. Gifting and Receiving in Ten-Second Increments**

In the new paradigm, we use the term “gifting and receiving,” rather than “giving and taking,” as it is less about the exchange of objects and more about the way that you can show up with your partner, in each ten seconds.

In the old paradigm, the concept of giving and taking is commonly used. Give and take in *this* way is often played like a game of push and pull. Often times, this game is played with little understanding of what the other person actually wants.

Have you ever tried giving your partner something that they didn’t ask for or desire? How was it received? Or maybe there was a time you were given something that you didn’t want and then you were expected to give your partner something in return?

Often times when there is tension or friction in the relationship, one or both partners tend to withdraw from the act of gifting and receiving with the other. In contrast, in the new paradigm, gifting and receiving is not dependent upon whether you think the relationship is ‘going well’ or not. You continue gifting and receiving with your partner, ten seconds at a time, when there is conflict, as well as when things are going well.

An example of gifting to your partner when they are upset is: ask your partner if you can touch their body and if they say ‘yes,’ you can, for instance, put your hands on the center of their chest or their back and contribute to them energetically.

## **6. Making Love in Ten-Second Increments!**

You may wonder if we are joking, when we say that we make love in ten-second increments. Your initial reaction might be to laugh and say that this is a step too far, especially if you have learned that the performance aspect of making love is significant.

In the old paradigm, if sex has been a ‘good performance,’ then both parties often feel satisfied and there is a sense of achievement. On an ‘off-day,’ however, one or both parties may go into judgment about themselves or their partner if it hasn’t gone as expected.

In the old paradigm, we are taught that everything about lovemaking is supposed to be significant and meaningful. In heterosexual relationships, it matters if the man gets an erection. If he doesn’t, or if he loses his erection mid-performance, the woman often makes it mean something about her. And it matters if the woman has an orgasm or not. If she doesn’t, the man often makes it mean something about him. The length of the performance of lovemaking also matters. Many of us have learned to attach meaning and significance to what occurs and what doesn’t occur during lovemaking.

What if you didn’t have to dance this tired old dance anymore? What if you could enjoy making love, ten seconds at a time? In our relationship, when we make love, one moment we can be hot and heavy, and ten seconds later, one or both of us can choose something different. There is no obligation to complete what we started. Also, we can be in the middle of a task, and we will suddenly choose to throw our clothes off and start having fun.

This makes lovemaking so light and easy for us. How much more easy and fun would it be for you if you were to take the performance element out of sex? What about if you also took the



judgment out of it? When you let go of the ‘we’ve started so we have to finish’ idea, you open yourself up to a tremendously freeing way of gifting and receiving with your partner, ten seconds at a time.

We would like to invite you to change the box of relationship that says: “I can only enjoy lovemaking under these conditions,” and “I can’t enjoy lovemaking under those conditions.” What if *you* could choose to enjoy lovemaking, ten seconds at a time?

## **7. Choosing Consciousness in Ten-Second Increments**

*Love in the Next 10 Seconds* was created to empower you to become more conscious and aware in your life and relationship. Part of having a conscious relationship is being able to recognize when you have ‘fallen asleep at the wheel,’ or in other words, become unconscious.

Unconsciousness often occurs when we cut off awareness and allow our learned behaviors and programs to take over. If you have a moment of unconsciousness in your relationship, you can ask: “What ten seconds of unconsciousness did I have that created this?” Asking this question can bring you back to the present moment—it creates more awareness and clarity.

Remember, if you choose something in one ten seconds and it doesn’t work for you, you can choose something else in the next ten seconds. If you recognize that you have made an unconscious choice, you can always ask “What other choices are available?” in the next ten seconds. Asking questions in this way leads to new choices, which lead to new possibilities for your life and your relationship.

## **8. Un-creating Problems in Ten-Second Increments**

In this book, we are going to show you how many of the problems experienced in life and relationship are often inventions created from our fixed points of view. Once you become aware that many of these so-called problems are actually inventions, this book will guide you on how to un-create them, ten seconds at a time.

When you recognize that you have invented a problem, you can change it by asking questions. A question you can ask is: “What invention am I using to create the problem I am choosing?” We suggest that you continue asking this question until you notice that the energy has changed.

Remember, if you have invented a problem in one ten seconds, you can choose to un-create it in the next ten seconds. We will be discussing this in more detail later in the book.

### **9. Asking “Who Does This Belong To®?” in Ten-Second Increments**

Asking the questions “Who does this belong to?” or “Is this really mine?” are tools we will guide you on how to use for changing things when you are feeling stuck or when you realize that you are not being yourself.

Have you ever had an experience where you felt like you were behaving in a way that didn’t seem like you? If this occurs, you can ask: “Who does this belong to?” or “Is this really mine?” These questions and concepts at first sound strange to many people because they are not logical or cognitive in the way they work. We invite you to see for yourself how using these questions can change many things for you and your body.

Within ten seconds of having an upset or being out of sorts, you can ask: “Who does this belong to?” or “Is this really mine?” If, when asking these questions, you notice things changing and the heaviness getting lighter, you may find that many of what you assumed were your own thoughts, feelings, and emotions were actually adopted by you and not really yours.

When you realize the upset is something that you have adopted and that it doesn’t truly belong to you, it often loses its power over you. Once you recognize it isn’t actually yours, you can make a new choice beyond the upset, in the next ten seconds.

### **10. Nurturing the Body in Ten-Second Increments**

Nurturing your partner's body is a powerful way for you to connect in your relationship. The body is a sensory awareness organism, and being aware of what your body and your partner's body require, in each ten seconds, opens you both up to receiving more. When the body is ignored, it can lead to disharmony and a sense of separation from yourself or your partner.

One way to connect with your own body is to ask: "Body, is there anything you require in this ten seconds?" and allow yourself to receive the awareness and information that your body is giving you. Additional questions you can ask are: "Body, what would you like to eat?" or "Body, what clothes would you like to wear today?" or "Body, what would be something fun to do in the next ten seconds?"

Asking questions in this way can contribute to having more harmony and ease with your body. When you are aware that your partner's body would benefit from some nurturing, you can ask them: "Is there anything that I can contribute to your body in the next ten seconds?" You may find that when you ask this question, your hands naturally rest somewhere upon your partner.

In the new paradigm, when things are going well with your partner, you can nurture and contribute to their body. When things are not going so well, you can also nurture and contribute to their body to allow the situation to change. You may notice how different this is from the old paradigm, where intimacy is often withheld when things aren't going well in the relationship.

## **11. Expanding your Allowance in Ten-Second Increments**

Another key tool that we share in this book is learning to expand your allowance. Expanding your allowance creates more harmony and ease with yourself and your partner. When you learn to have allowance for the choices that your partner makes, even if they don't make sense to you in the moment, it allows for both of you to live and love, ten seconds at a time.

Having allowance in this way is different from just tolerating anything. Tolerating things requires judgment of what's 'right or

wrong' or 'good or bad,' and therefore eliminates making choices in ten-second increments.

Expanding your allowance includes allowing your partner to choose the things that *they* desire to change. This is very different from having expectations that they should change the things that you think they should.

If your partner is having an upset, then you can choose to expand your allowance for what is occurring. Expanding your allowance in situations like this includes remembering that it may be an invented problem or upset that your partner believes is real.

To get your allowance to expand, you simply *ask* for it to expand.

## **12. Practicing Acknowledgment in Ten-Second Increments**

Acknowledgment is a tool that you can use with your partner when things are going well and when things are challenging.

When you acknowledge what is going well, it allows for more of the good things to show up. Acknowledgment allows you to recognize and increase that which is working well; also, it reminds you that a different choice is available in the next ten seconds, when things aren't going well.

Nirmada: We use the tool of Acknowledgment to change the energy of an argument in order to create more ease. In one ten seconds we could be bickering and in the next ten seconds we could choose to acknowledge each other for three things we are grateful for about one another. After acknowledging each other in this way, the argument dissipates. We then move on to creating something new in the next ten seconds.

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### **To Contact Nirmada:**

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## Afterword

Life is always a series of transitions... people, places and things that shape who we are as individuals. Often, you never know that the next catalyst for change is around the corner.

Jim Britt and Jim Lutes have spent decades influencing individuals to blossom into the best version of themselves.

Allow all you have read in this book to create introspection and redirection if required. It's your journey to craft.

*The Change* is a series. A global movement. Watch for future releases and add them to your collection. If you know of anyone who would like to be considered as a co-author for a future book, have them email our offices at [support@jimbritt.com](mailto:support@jimbritt.com).

The individual and combined works of Jim Britt and Jim Lutes have filled seminar rooms to maximum capacity and created a worldwide demand.

The blessings go both ways as Jim and Jim are always willing students of life. Out of demand for life-changing programs and events, Jim and Jim conduct seminars worldwide as well as created a global company in over 170 countries called Quanta International that allows anyone to benefit behaviorally as well as financially.

If you would like to hear more about how the Quanta Company can assist you in both income generating and personal development, please email our offices at: [quanta@jimbritt.com](mailto:quanta@jimbritt.com).

To Schedule Jim Britt or Jim Lutes as your featured speaker at your next convention or special event, email: [support@jimbritt.com](mailto:support@jimbritt.com)

Master your moment as they become hours that become days.

Your legacy awaits.

Blessings,

Jim Britt and Jim Lutes