

*Taking a Leap of Faith
in any Economy ©
your personal Playbook*



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your personal playbook

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A Warm Welcome to You

Welcome to the first day of the rest of your life!

This playbook is designed to be like a cozy fireside chat where we can inhale, relax, be ourselves, and engage in a conversation. I'll share my own experiences and you'll meet three of my coaching clients who grew their ideas into profitable companies. These wonderful people let me into their lives and trusted me enough to go deeper, to uncover a wealth that was there within them all along, and now own million and multi-million dollar enterprises.

Each of these remarkable people is just like you. They found themselves confronted with a choice - go on as things have been or choose to change. That change may seem to have been initiated by circumstances. But, where it actually began was from within their very soul. As you read, you'll find out what motivated each of them to make a "leap of faith".

You'll also have access to experiences in brain research similar to that found by Dr. Jill Bolte-Taylor. With her advanced training in brain functioning, and her unique observation from the inside of her brain while undergoing a stroke, Dr. Jill has given science a whole new perspective of the functioning of both sides of the brain.

She found that the two hemisphere's of the brain communicate but are completely separate. They have very different personalities. Our right hemisphere is all about this present moment. It thinks in pictures, is connected with the Whole of Life, and controls the movements of the right side of the body. The left hemisphere thinks

linearly, is connected with the here and now, and communicates in words. It controls all of the thoughts that we have about our experiences.

*Imagine waking up in the morning, as Dr. Jill did, with all of your mind chatter silent. Imagine having an experience of being fully present in this moment free of concerns and open to new Possibilities. That's the message that you'll find in this book and in the playbook and dream journal exercises. It is a powerful way to live your life. When you do, miracles begin to show up. Only **you** hold the keys to how good it can be!*

THIS IS NOT JUST A BOOK TO READ, IT'S A PLAY/CREATE BOOK.

BY THE TIME WE ARE DONE, YOU'LL BE INSPIRED BY YOUR OWN LIFE, HAVE CLARITY ABOUT YOUR VISION, CREATE MONEY-MAKING IDEAS TO BOOST YOUR INCOME, AND HAVE AN ACTION PLAN TO BEGIN.

BEFORE WE BEGIN, GO OUT AND BUY YOURSELF A 3-RING NOTEBOOK BINDER WITH PAPER TO WRITE DOWN ALL OF YOUR ANSWERS, AND A JOURNAL FOR WRITING DOWN YOUR DREAMS.

.....IF YOU HAVEN'T DONE SO YET, GO ON....GET YOUR JOURNAL AND NOTEBOOK. MAKE SURE THAT YOU REALLY LIKE THE WAY THEY LOOK AND FEEL WHEN YOU PICK THEM UP. HAVE THEM REPRESENT A NEW BEGINNING OF HAVING YOUR FUTURE MATCH YOUR VISION.

Taking a Leap of Faith

What is your first thought when you hear “*taking a leap of faith*”?

My mind sees images that are like cartoon action figures. With my thought about taking a **leap of faith**, I imagine the joyous freedom of movement that I experienced as a six year old child leaping over puddles and running on the sand at the beach. Growing up in California gave me a unique experience of freedom that I met with open-hearted curiosity and joy. In my mind, the freedom and joy are translated into the image of having my arms wide open as I am leaping across a puddle not caring if I splash into the middle of it. I’m just going for it.

That’s how it was for me when I started school. As Sister Maureen brought me and 49 other children into the 1st grade classroom on the morning of the first day of Catholic school, I was excited. The first thing that Sister taught was how to correctly hold a pencil to write. Now, looking back, it seems rudimentary. But, that morning, it was one of those “Aha!” moments that opened a door for me to new worlds. I was thrilled and could hardly wait to go out into the hallway to show my Mother what I had learned.

What I realize now is that, before I even got to school on that first day, I had made a **leap of faith** knowing that something was ending and the future would be good. In my mind’s eye, I was able to envision the joyous freedom of movement that I experienced leaping over puddles and running on the sand at the beach. This was the vision that I carried with me into my new experience of school.

We all make interpretations about what happens in our lives. It’s amazing how we build on those interpretations as if they were real. We make decisions about our interpretations that shape our reality and what we see that is possible in life. It then takes a leap of faith to see that something else is even possible.

In our culture, we use the term “**leap of faith**” in many ways:

A **leap of faith**, in its most commonly used meaning, is the act of believing in something without, or in spite of, available empirical evidence. It is an act commonly associated with religious belief as many religions consider faith to be an essential element.

In the movie *Leap of Faith*, starring Steve Martin, this point is well worth pondering – miracles cannot be summoned by command; they happen spontaneously, by grace, and often to those who least expect them.

Bruce Springsteen sings about a *Leap of Faith*:

It takes a leap of faith to get things going
It takes a leap of faith you gotta show some guts
It takes a leap of faith to get things going
In your heart you must trust.

And, of course, in that famous scene of the movie "Indiana Jones and The Last Crusade", Indy demonstrates the faith and courage needed to bridge the gap to success when he steps out into a huge, cavernous opening and a bridge miraculously appears from the invisible.

Using the movie as a metaphor, is that first step what YOU imagine as you step into new experiences in your life? Do you imagine that the gap between where you are now and the goals that you intend to have is separated by a huge, cavernous opening? Without the imagery of a bridge that miraculously appears from the invisible, you may be stopped by fear.

In fact, that's what happens when you get stuck and begin to question whether or not your idea, relationship, new business, or next business decision is a good one.

What's missing is the image of success! Not the outward image of dressing to look the part. It's the inner imaging, the visualization of what success looks and feels like for you.

Just like the metaphor, having faith in the goodness of God, of Life, of Love the size of a mustard seed, can replace or move seemingly insurmountable mountains when it is coupled with visualizing your success - even when you don't know how something could possibly turn out. That same faith is the very essence of what it takes to "Dream Big" and stay on course when you have no evidence that things are working.

Stepping out of her paradigm, taking a leap of faith, and realizing her Big Dream is exactly what happened with *Kiran Kaur*.

Kiran Kaur is a Security Integrator and the owner of AJK Communications, a provider of multiple products and services to the Military & Defense, Industrial, Transportation and Communications markets. Their Expertise includes Project Management, Materials & Contracts Management, Consulting and Designing as well as Education and Training. They are also affiliated with local professional installers of Fiber Optics, Copper Cable Systems and Support hardware.

I met Kiran one night at a networking event produced by NAWBO – the National Association of Women Business Owners. The women who come to these events are genuinely interested in growing successful businesses and in supporting each other. We met at the Hilton Hotel with about 100 women, seated at tables of ten. We had an opportunity to network at our table to get to know each other and the background of our businesses.

When Kiran began to speak about her business, I was stunned. I don't know what I expected the owner of a security company to look like, but she didn't match my image of a person in that line of business. She is from Indian ancestry, spoke softly, and is very feminine in her appearance.

As she continued, it was clear that Kiran is an expert in her field and she had clarity about the big picture for her business. What she didn't know was how quickly she could get there. Her business was earning less than \$100,000 a year, she was working long hours, and she was doing most of the work herself. Her vision was to have gross revenue of \$300,000 a year but, from where she was looking, it seemed like more hard work.

Within a few weeks, we spoke again. This time, we clarified Kiran's vision. She identified her immediate and long term goals for her business, finances, family, health, and travel.

Just one month later, Kiran had already grossed more than \$300,000. That was a miracle! She had expected it to take a year for her business to reach that level. Reaching her goal of \$300,000 was exactly what Kiran said that she wanted and it happened in less time than she thought that it would. It happened with more ease than she anticipated. Kiran experienced the power of having a clear vision aligned with her values and personal goals. She took focused actions with an intention to have results that happen outside of the usual time sequence.

Everything that came out of Kiran's mouth as her next goals, she achieved. Within the first year, her business grossed \$3,000,000 – ten times more than her initial goal. Along the way, she had challenges but used them to learn how to be a better manager. She took more time off, ended her day early enough to be home for dinner with her husband, and...oh, by the way, become pregnant and ready to start her new family. All of it began with taking a **leap of faith** in the direction of what she loves – having more time off with her husband and starting a family.

What supported Kiran in making such a major shift in her results was not working harder and longer. It was designing her life to include everything that is important to her. Once she had a clear pathway, she was free to be as creative and effective in her work as possible. Everything was aligned, from the inside out.

As Kiran found, you can have it all when you have clarity and design your business to include everything that is important to you.

Playbook: A PARADIGM IS A SET OF ASSUMPTIONS, CONCEPTS, VALUES, AND PRACTICES THAT MAKE UP A WAY OF VIEWING REALITY.

WHAT ARE THE ASSUMPTIONS, CONCEPTS, VALUES, AND PRACTICES THAT MAKE UP YOUR WAY OF VIEWING YOUR REALITY OF BUSINESS?

WHAT DOES YOUR IMAGE OF SUCCESS LOOK LIKE? CAN YOU IMAGINE HOW IT FEELS TO BE OUTRAGEOUSLY SUCCESSFUL? ARE YOU CHOOSING TO HAVE THE THINGS IN YOUR LIFE THAT ARE MOST IMPORTANT TO YOU? ARE YOU INCLUDING EVERYTHING THAT YOU LOVE IN THE QUALITY OF YOUR LIFE?

MAKE A LIST OF ALL OF THOSE THINGS. EVEN IF YOU DON'T KNOW HOW IT COULD ALL WORK TOGETHER, DON'T LEAVE ANYTHING OUT.

Standing for Success

Do you know that only 4.5% of small businesses in this country ever have gross revenue of \$1 million a year? With all of the businesses that we see and read about daily, that may be a startling statistic. It's equally startling to realize that more than one third of the new businesses starting this year will not be in existence within 2-3 years.

Those are real statistics – based on the past experiences of others. At any point in time, you can have them become your future. OR NOT!! You can choose to create and cause your future in a way that is unrelated to other people's experiences. If the odds are “a million to one” then, you can choose to be that ONE. In the face of the circumstances you have right now or what other people say, what are YOU committed to having?

Most people don't have clear, measurable, time-bounded goals that they work toward. Why is that? If you ask them, you'll find that most people don't have a clear vision of the future and don't trust themselves to produce that vision. They are focused on conditions that exist outside of themselves – the economy, what industries are in demand, what the “experts” say is possible.

Most people have been conditioned to focus outside of themselves for answers from the time that they were children and were told in many ways, that their opinion didn't count.

In our families, decisions came from our parents. In school, decisions came from our teachers. In our churches, decisions came from the church leaders. When were we supported to listen to our heart, our soul, to arrive at an answer?

It is no wonder that we have to take a **leap of faith** to be in touch with our own Spirit for a clear vision.

As you take actions in your business and have new results, it will continue to take a **leap of faith** to reach each new level. No matter what you are experiencing or what the “experts” tell you, you have to continuously take a stand for you, your company, and your success. What stand will you take? If your stand is to have one of the successful businesses that is **thriving** in **any** economy, then begin now by writing that down as your stand.

Ex: *“My business is a thriving success right now!” “No matter what results other real estate agents have, I am having sales!” “People trust me and love working with me!” “I am the owner of a \$1,000,000 business!”*

As you write, your creativity will unfold. Trust yourself! Not knowing everything before you begin any great enterprise means that you are growing and expanding past your sphere of experience. That space of not knowing may be uncomfortable. It certainly is not familiar. Be with that feeling! Embrace it!

Notice that I am not suggesting that you read books or do research on the internet. While I definitely recommend that you do all of your due diligence, your first action is to become clear about what you want - your authentic stand. That can only come from within you.

Cultural creatives paint, draw, compose, write, and dance from a space of openness, of complete freedom, generated from the right hemisphere of their brain, to connect with expanded consciousness. They free themselves from the constraints of day-to-day linear thinking and experiment with new ideas and new ways of Being.

In his book [Spiritual Liberation – Fulfilling Your Soul’s Potential](#), Michael Bernard Beckwith - the dynamic spiritual leader who touched millions of readers and viewers in the movie, [The Secret](#) and through the spiritual community he founded, the Agape International Spiritual Center – shares his transforming central message and his powerfully accessible means for embodying that message in daily life, a process he calls *“aspiring toward spiritual liberation”*.

Being truly free, offers you the ability to go within your own consciousness to the place in which you individually connect with your spirit, with the Divine that is individualized as you. This is where you'll find answers that resonate with a higher Purpose for your life.

You can find that open space of complete freedom right now, right where you are, in your Pause – Between - Breaths.

Take a few moments to notice your breathing!

Very slowly, breathe in..... As you inhale, you reach a point at which you can no longer pull anymore air in. You are at the **top** of your inhale. Notice that there is a slight pause, just before you begin to exhale. At the bottom of the exhale, notice that there is a slight pause, before you begin to breathe in again. These are points of stillness, where your thoughts are silent. Practicing those points of stillness is an act of creativity. Listening from the point of stillness is an ability that you can nurture in yourself until it becomes an expanded state of Being. It is from this state of Being that you can begin to pose questions that reveal a deeper knowing that is always within you. This state of Being, your Inner Guidance, provides answers that Einstein referred to when he said,

“The significant problems we have cannot be solved at the same level of thinking with which we created them”

Albert Einstein, (attributed)

US (German-born) physicist (1879-1955)

Another access to this space of complete freedom is through dance movement. Movement shifts energy and is a bridge into the right hemisphere of your brain. It unlocks your imagination and renews your vitality. In just 10 minutes of dance movement, we can shift from habitual responses – being upset, frightened, angry, or doing hypnotic things to keep from experiencing pain, i.e. eating, watching TV, etc. - to an experience of lightness and joy.

Find a piece of music that you like and take a few minutes to notice how it makes you feel. Then, let your body begin to move with the music – not dancing in a recognized form of dance – express through movement how you feel. If you are feeling anger, move with anger. If you are feeling sadness or fear, move with sadness or fear. It is remarkable how quickly you can shift that stuck energy into alive energy.

You can access this same expanded state of consciousness through painting and drawing. Even if you are not a professional artist, you have an artist within you. Start by noticing the world of color. What are the colors that surround you – in your closet, your home, your office? Notice how you feel when you look at each color. Does the color feel soothing? Does it feel like a breath of fresh air? Does it wake you up? Or, does it give you a peaceful feeling?

Buy yourself a set of crayons or paints. Take out the colors that match your feeling state and draw that feeling. Whether or not you have a developed artistic ability, express the feelings that you are having right now with the colors, strokes, shadings that best fit your state. The most important thing is that you feel the feeling while you are painting or drawing. If you feel anger, draw the anger. If you feel sadness or frustration, draw the sadness or frustration. By the time that you are complete with the drawing, you will have a feeling of resolution, your energy will be unblocked, and you'll have more clarity for decision-making.

Whether you choose to express yourself through dance movement, drawing, painting, focusing on your breath, going out into nature, or any other form of creative expression, the purpose is for you to access your authentic Self, your child-like (not childish) nature. Here you are free to explore life and express who you are, integrating both hemispheres of your brain. From here, I promise, that you will have much more F-U-N in everything that you do!

Playbook: CREATE A SECTION IN YOUR NOTEBOOK FOR CREATIVE EXPRESSION. TRACK WHAT OPENS UP FOR YOU EACH TIME YOU EXPERIENCE A DIFFERENT FORM OF CREATIVITY. DRAW A LINE DOWN THE CENTER OF YOUR PAPER. ON ONE SIDE WRITE "LEFT BRAIN" AND ON THE OTHER SIDE WRITE "RIGHT BRAIN".

UNDER "RIGHT BRAIN", WRITE ABOUT YOUR CHOICE OF CREATIVE EXPRESSION - MOVEMENT, PAINTING, DRAWING, ETC. UNDER "LEFT BRAIN" WRITE YOUR STAND - ENCAPSULATE THE EXPERIENCE IN WORDS. WHAT OPENED UP FOR YOU FOLLOWING YOUR CREATIVE EXPRESSION? IF YOU HAD AN "AHA" MOMENT, HOW CAN YOU LANGUAGE THAT AWARENESS IN A WAY THAT SUPPORTS AND FORWARDS YOUR INTENTIONS FOR SUCCESS?

NOTICE WITH EACH CREATIVE EXPERIENCE WHAT FEELING STATE OPENED UP FOR YOU.

REMEMBER TO HAVE F-U-N!

Future Visioning

Previously, you read about the amazing growth of Kiran Kaur's company. It grew from less than \$100,000 in gross revenue to \$3,000,000 in only one year. What success-factors made Kiran's company one of only 4.5% in the country to reach \$1,000,000?

First, Kiran took a stand for her business being outrageously successful. With gross revenue less than \$100,000, Kiran stated that she would triple her revenue by the end of the year. Mind you, she did not know HOW she was going to do this. She took a **leap of faith** in stating what she really wanted and not settling for what "experts" told her she could expect in this kind of business.

After she made the commitment, Kiran created a strategic structure for the POSSIBILITY of tripling her revenue. She looked at her resources – government contracts – and estimated what she could expect each contract would be worth. From there she divided the total revenue for the year by the estimated value of a single contract to arrive at the number of contracts she would have to close. Her strategy included a timeline for closing contracts, along with scheduled occasions for marketing and sales.

Now, here is where it became fun! In addition to her strategy for business, Kiran included each of the areas in her personal life that had to be included for her to be outrageously successful.

1. She had to be home each night in time for dinner with her husband.
2. She had to be healthy enough to become pregnant and have an easy pregnancy.
3. The company had to be self-sufficient and profitable so that she could stay home for 3 months after her baby was born.

For Kiran, having it all was the epitome of being outrageously successful. This was her Vision.

The single most important success-factor is having a clear Vision with written plans that include strategic marketing and profitability structures. Successful business owners, like Kiran, plan for their success and work with a coach to stay focused.

Whether you are clear about it or not, you have access right now to your Vision – a creative unfolding - of what is possible. It takes intellectual effort. As Werner Erhard, one of the world's great transformational leaders, stated a few years ago, *"Intellectual effort is hard work. Most people are too lazy to engage in this work."*

Intellectual effort demands that you be your Authentic Self, distinguish what is in integrity with who you are, use your creativity, and do your due diligence to discern what will produce real results in the world.

Once you have a clear Vision, you must keep it alive so that it is new for you now – and in each new moment of now!

Because your mind responds strongly to visual stimulation--by representing your goals with pictures and images, you will stimulate your emotions - the vibrational energy that activates the Law of Attraction.

Creating a vision board is probably your most valuable visualization tool!



Tapping into the brain with visualization creates new neural pathways so that it will begin to function as if your goals are already attained. Your brain will work tirelessly to achieve the statements you give your subconscious mind. And when those statements are the affirmation of your goals, you are certain to achieve them!

This powerful visualization tool serves as your image of the future - a tangible representation of where you are going. It represents your dreams, your goals, and your ideal life – **right now!**

Having a clear Vision, opens your awareness of people, things, and events. It becomes the context that holds all of the content of life. You begin to see how things work together for your good. Unexpected changes, even the more serious challenges in life, are seen in a workable way. Things really do work out for the best of all concerned.

It is our authentic Vision of what is Possible that gives purpose and meaning to life, opening the doorway to the Law of Attraction being activated to draw to us that which is a match for a deeper soul experience.

The Law of Attraction in action - coming from nothing, attracting to me what I wanted to fulfill my Vision. That's exactly what I experienced when I decided to own a home in O.C.

At the end of 1999, as we approached the Millenium, I became very aware of the housing market in Orange County. I was a single Mom, living in a two bedroom apartment with my young son, Michael.

Although I didn't know it, it was the beginning of the housing bubble. Investors were rushing to buy investment properties and individuals were seeing opportunities to buy a house with no money down. As I watched prices increase every month, I became increasingly concerned about the affordability of ever owning my own home. I was beginning to think that, if I didn't buy a house NOW, it would be too late. I would never be able to afford to live in Orange County if the prices kept increasing at that pace.

The problem that I had was that I couldn't see any way for me to have what I wanted – my own house. You see, I didn't have any money saved for a down payment. My income was just paying the bills that I already had. And, I had filed for a bankruptcy a few years earlier. So, my credit was not the best.

Nothing changed until I took a **leap of faith** and made a stand for myself. I didn't know how, but with a strong resolve, I declared that I was going to own my own

home again. My stand – even without any evidence that it was possible - was the beginning of living from my Vision.

I started researching all of the ads and listings in the newspapers and online. I talked with one of my mentors, Vern McDade, about what was possible. His advice guided me as I created a Vision Board of pictures that represented **exactly** what kind of house I wanted and where I wanted to live. He recommended that I look in Laguna Niguel, CA.

I wasn't convinced to look solely in Laguna Niguel so, I drew a 60 mile radius around the area where I wanted to live and became very **passionate** about finding my house. Every night, after my son was in bed, I researched. Every day, between and after client phone calls, I researched. Then, I made the decision to confront my fear about my finances. I contacted a mortgage lending company to find out if I qualified for a loan. This action fanned the flames of my passion when I learned that I did qualify for a loan of \$150,000. It was a small amount but, it was a start. With that, I just **knew** that I was going to have my house.

My Vision was crystal clear and my energy was highly intentional. There was no “maybe” in my speaking. All of my speaking reflected an attitude of “**This shall be!**”

That's when I told my daughter, Nicki, that I was going to buy a house. Over tea one day, she showed me a folder with ads for houses in her area that she had collected for me. It was then, that the **first miracle** happened. Unbeknownst to me, Nicki had a conversation with her father, Frank. He told her that, once I found a house I really wanted, he would provide the down payment.....I cried with joy and gratitude! I began to see the reality of my Vision being fulfilled.

Soon after, I found a few houses that I liked. But, they weren't really IT. Then came the house in a private gated community that I fell in love with. This was IT! I called Pat Duffy, a realtor that I greatly respect, and asked him to come with me to evaluate the house. Because of the background information that he was able to learn, he recommended that I not buy the house. Ooh, but I REALLY wanted this one. You

know, when you are attached to something and really want it, it's hard to let go. So, I had a conversation with Frank, hoping that he would agree with me that I should go for the house that I really wanted. Instead, he recommended that I not buy the house. I was still at choice. But, with the advice of two people who were there to really support me, I allowed myself to be coached. I **listened** and released my attachment to this house.

Almost overnight, Pat found a house that he was sure I would love. Can you guess where it was? It was in Laguna Niguel – right where Vern had recommended that I look in the first place. That was the **second miracle**. In fact, the moment I went inside, I said, “This is IT!”

The **third miracle** was completely unexpected and incredibly humbling. It happened the week before the closing of my escrow. For some reason, the owner of the escrow company decided to call Frank to verify that he had the money to pay the down payment. Rather than be challenged by this woman, he rose to a higher level and said that he would pay cash for the house. With that, I fulfilled my Vision and walked into my home mortgage-free.

Now, how likely was that to happen when I first had the prompting to own my own home before the market was so highly priced that I wouldn't be able to afford living in Orange County? Honestly, I would have to say – zero. The circumstances were very clear. I had no savings for a down payment. Frank and I had been divorced for 10 years and he owed me nothing. With a bankruptcy on my record, my credit was not good. And yet, taking a **leap of faith**, in the face of no evidence that it was possible, gave me the beautiful home where I now live.

For me, this was evidence that The Universe, God the Source of all Good, whatever you name This Presence, is always present and speaking to me. What I have learned to do is to listen, clarify my Vision, and get into action.

Playbook: Create your own Vision Board. This is definitely a "right brain" creative expression. The board itself can be made using a poster. Or, you can keep it travel-size by using a page in your notebook. Some people gather clip art to have their Vision Board on their computer. And, others create something more "business" by using their office white board.

Whatever your choice, really get into it! Have it be a photographic representation of your Vision.

Cut out pictures representing all of the details of your outrageously successful life. Include wealth, health, love, family, home, travel.....everything!

Arrange the pictures any way that pleases you - in a collage, organized in a structure....you can even throw away the board and take the cut out pictures and place them around your home or office.

The main thing is, be delighted, be inspired, and have F-U-N with it!

Trusting Your Intuition

Trusting in the invisible, Creative Source of Life to support you when you don't see how things will work, requires a **leap of faith** to stay focused, clear, and in action, while you are producing results. The interesting thing is, each time that you take an action – any action – **towards** your dreams, you become stronger in your ability to trust.

Every intuitive feeling is a prompting from within your spirit, your soul. Trusting is one of the most challenging things for us, as human beings to do, because it is a non-doing and engages you at a level of Being in which the answers are not based on past experiences. Some people call it trusting your gut. For others, it is a totally “right brain” experience. It is a moment in which you just know. You don't have a linear explanation for what you know. Being still and listening is the secret.

Listening deeply is a function of shifting to focus your attention to your right hemisphere and comes with the practice of trust and surrender. Listening at this level is profound and calls you forth to be fully present in this moment...and this moment...and this moment. When practiced, each moment is new – free of the past. You are new and, in the newness is All Possibility.

A deep well of Wisdom is there within you. And, it's there for you. Some call it the “Still Small Voice”. Oprah has called it “God's Whisper”. Every religious tradition has a reference to it. It is that something that is beyond words that informs us about people, places, and things when we have no way of knowing, yet we do know. People, in all different locations and situations, have reported having an experience of spontaneous, intuitive knowing. Even people who say that they don't believe in “that” have had experiences that they cannot explain, such as:

Picking up the phone just before it rings

Instead of taking your regular route for walking, you choose another way and “bump into” someone that you've been trying to reach for a week

Without any outer audible signal, walking to the front door just as the cat is waiting to have you let him into the house
Guessing what's in a gift box that has been wrapped in three increasingly bigger boxes.

The more you pay attention and listen to your intuitive knowing, the easier you'll find life to be. The "drama" of anger, indecision, fear, worry, and doubt will begin to lose its hold on you as you become quiet, listen, and then take action.

There are always new possibilities unfolding. Quietening my mind and listening to my intuition, is exactly what lead me to the perfect job.

I was a stay-at-home mom for more than a year before going back to school part time. As my daughter became old enough for pre-school, I enrolled in full-time classes. I really loved those days of studying, learning, and growing.

I worked at my daughter's school and learned how to see the world from her viewpoint. We played together and we learned about nature together.

I graduated on the honor roll with a BA in psychology. Before I even celebrated my graduation, my husband started "encouraging" me to go back to work. I sold out on my dream of being a therapist (it would have been 3 more years in school), became certified to teach, and started working as a substitute teacher.

Mastering the confusion of myriads of details, I completed 4 years of teaching toddlers and elementary school age children, feeling more powerful and capable but not settled. My beautiful daughter was now in school and I was ready for a new stage in my life.

I sat in my backyard one night and prayed for the right opportunity to come to me. I let go of all of my resistance and truly surrendered to the Loving Guidance of the Creative Source of Life, allowing myself to be directed.

Outdoors, everything was quiet and free of distractions. I centered myself in my heart and focused my attention on my breathing. I remember the feeling of peace and acceptance that was present as I opened myself to receive. It was like a light blanket of Divine Love falling over me. My breathing changed as I relaxed into a deeper space of peace and acceptance. As I completed, I felt peaceful and knew that everything was going to work out perfectly.

Within 2 weeks, I was offered an opportunity to step right into a position working for a large church running the office and prayer line, doing the bookkeeping, and managing a multi-million dollar investment portfolio. For a year, I worked with Beverly Hutchinson, a master teacher of A Course In Miracles. It turned out to be the perfect job for me.

Intuition is awakened through the study of our dreams.

There is a wide body of work that has been done regarding dreams and dream analysis. Carl Jung, a Swiss psychiatrist, has been influential in the field of depth psychology and in movements across the world. Jung is considered the first modern psychologist to state that the human psyche is "by nature religious" and to explore it in depth. He emphasized understanding the psyche through exploring the worlds of dreams, art, mythology, religion and philosophy. He cautioned that modern people rely too heavily on science and logic and would benefit from integrating spirituality and appreciation of the "unconscious" realms.

Edgar Cayce, known as the "sleeping prophet" was well known for sleeping on his books and waking up the next morning knowing the answers for test questions in school.

Albert Einstein knew that answers to questions come in many forms. One of those is through dreams. He attributed his discovery of the theory of relativity to his ability to enter into a dream-like state in which he saw himself riding a beam of light throughout creation. According to his description, he was traveling at the speed of light, and when he reentered the waking state, he wrote the theory of relativity.

Today's scientists have studied the brain and found that, within both hemispheres of our brains, we have six centers that engage when we ask new questions. At night, when we go to sleep, only one of those centers goes to sleep. The other five centers continue engaging in the questions. That's what gives us the "aha" awareness of an answer the next day or several days afterwards when we are no longer consciously engaged in thinking about the questions.

Dream Journal: Let's try an experiment. Tonight, and for the next 30 days, put your journal and a pen next to your bed. Before going to sleep, pose a question. In the morning, before you get out of bed, write down the details of your dream and whatever thought, impression, or feeling you have. It is the quality of the questions that we ask, that give our brains an opportunity to express the genius within.

Everyone has the genius potential. Tap into yours! For instance, ask yourself, "If I had unlimited wealth, what would I do?" "How would I make a difference on the planet?" Go ahead! DREAM BIG! If not now...when?

Dreams are illusive. They dissolve quickly. If you don't have any memory of your dream when you wake up, be patient with the process. It might take a few nights before you begin to remember. If you still have trouble remembering your dream, try increasing your vitamin B. Your brain may just need some extra nutrition to function fully.

Completing Your Past

Even bold and wonderful dreams bring up resistance at some point. Conscious or unconscious, if you are stuck, there is resistance. Digging down, you're most likely to find that there is something incomplete from the past – a boss that didn't respect you, unresolved anger with colleagues, a feeling of sadness about unfulfilled expectations. When you drill down deep enough, you'll discover beliefs based on your past. These beliefs may have begun when you were a child or taken on in agreement with your social environment.

If your internal dialogue – in the form of a thought, feeling, or an image - is from your past, it is YOU imagining that the future will be like the past. It is your resistance to change – even exciting, wonderful change. You have energy tied to the past. This new future brings up whatever was incomplete from your past for you to complete, gather the energy, and move forward more powerfully.

There are many ways to complete the past. Many people use their journals to recreate the past in present time. Writing down all of the details gives you more objectivity and makes it easier to release it. Getting those thoughts outside of you and onto paper is a form of cleansing and detoxifying your mind.

For others, it works better to write a letter saying everything that you want to say. In it, you can rant and rave – swear if you need to, to make it real for you. Then, tear it up or burn it in a fire. The freedom to say everything, EVERYTHING safely is key to giving you the freedom of your own expression.

Another way to complete the past is this simple process that has four steps:

1. **Decide.** Make a clear decision, in your own mind, that the past is the past. The details about what happened cannot be changed. What happened IS what happened. That is a fact. What you tell yourself

ABOUT what happened is something that you make up again and again every time that you think about it. You can decide to let go of everything that you have made up about what happened.

Ex: *“I didn’t complete my Master’s Program and didn’t become a therapist. That’s what happened.”*

2. **Forgive.** “Forgiveness, or the lack of it, is at the core of our greatest miracles and most profound tragedies. Without forgiveness, we cannot move forward in life. We are stuck in the past, unable to be fully in the present moment. We are human and sometimes hurt one another. When you carry anger and resentment, it may seem like it is about the other person. But, who it affects is YOU. By forgiving, we give ourselves and each other permission to move on, free of baggage and history, without the burdens of the past. In an environment of love and forgiveness, we thrive.”¹

Ex: *“I’ve always regretted not completing my Master’s Program in psychology and blamed my husband. I could have talked to him about my choices. I could have shared my vision and my passion for helping people. I didn’t do that. I forgive myself for thinking I had to just give up. I forgive him for prompting me to start working. I forgive myself for not finding a creative solution.”*

3. **Apologize.** “An apology is a compassionate statement that says we are willing to take responsibility for the consequences of our actions and to make someone else’s feelings more important than our desire to be right. An apology can instantly defuse even the most intense anger. It can make us sane and put us back on the road to recovery. An apology can transform both the current condition and our distant past. Even

¹ Trusting You Are Loved, by Lew Epstein, Pg. 110

when we feel completely wronged, a sincere apology changes the climate of our relationships from a battle of right/wrong to a meeting of heart and soul. Sometimes human beings make mistakes – significant mistakes that do real harm. Where there is no apology, there can often be no closure. The moment that you apologize, the healing process begins.”²

Ex: *“I apologize for labeling you as someone who is insensitive, dominating and controlling. I apologize for blaming you for my decisions and disappointments. I apologize for thinking that you didn’t love me and didn’t care about my dreams.”*

4. **Speak from the heart.** “When we speak from the heart, we always tell the truth. When we express ourselves authentically, it touches the heart of another human being. When we are genuine, the heart of another naturally opens to us. When we speak our hearts to one another, there is no manipulation, no trick, no subterfuge – it’s clear. There’s nothing lurking under the surface, unseen but felt, causing tension or discomfort. When we trust others by speaking the truth, we demonstrate our respect for them. Even if we are worried about their reaction, we must not let this stop us. We must find the strength to do it anyway.”³

Ex: *“When I have something that I really care about, I have a hard time telling you. I am afraid that you won’t take me seriously. I want you to listen to me with the same respect that I have for you.”*

² Trusting You Are Loved by Lew Epstein, pg. 97

³ Trusting We Are Loved by Lew Epstein, pg. 139

When we take a **leap of faith** to communicate, we create the experience of trusting we are loved.”⁴ And, we have more clarity and feel more empowered to take actions on our dreams when we are complete with the past.

Completion, forgiveness, apologizing, and speaking from her heart, opened the doorways of creativity for Jill Lublin. .

Jill Lublin is an internationally renowned speaker on the topics of publicity and networking, and master strategist on how to capture the attention of the media, and increase your visibility in the marketplace. For over twenty years, she has served the business community, professionals, and celebrities to promote themselves and their work. Jill is a member of the National Speakers Association, host of a nationally syndicated radio show, *Do The Dream*, and creator/host of a TV show called *The Connecting Minute*. Jill is the Co-Author of two National Best-Sellers - Guerrilla Publicity and Networking Magic – and has just released her third book - Get Noticed...Get Referrals,

Here, in her own words, is what *Jill* had to say about completion:

“My public relations consulting business was doing well. However, I knew I could play a much bigger game in business and in my personal life. What was blocking that bigger game was unclear to me.

*I wasn’t quite happy in my relationship with my partner, Steve. There were areas of my relationship with my parents that were upsetting and incomplete. I just felt stuck at a certain level of life. Not having clarity, it literally took a **leap of faith** to move through this invisible wall.*

Within the first month of coaching, in which I got clear about what I really wanted, Steve and I began to communicate straight from our hearts. My

⁴ Trusting We Are Loved by Lew Epstein, pg. 141

\$2K / month consulting income turned into \$10K / month and continued to grow from there. I healed my relationship with my parents and life with Steve became filled with love and gratitude.

In fact, an invisible wall came tumbling down as I began to trust my inner knowing. I became more open and naturally related to clients and audiences. I began to accelerate as an entrepreneur, speaker, and author.

I wrote my first book, Guerrilla Publicity, and now seven years later I also have two other books, Networking Magic and Get Noticed...Get Referrals. All three of my books have reached number one on both the Amazon.com and Barnes and Noble best seller charts. I am a sought-after speaker. And, I have a very satisfying personal life.

My success was totally a result of releasing the past, listening to a deeper calling to be more powerful in my life, trusting that there is abundance, and that life is good. I am forever grateful for saying 'yes' to being coached through that transition and having the communication tools to complete any problem area that comes up in my life."

Once Jill completed her past, her creativity blossomed. The transition from being stuck, to authoring her first book, was a huge accomplishment. All it took was a **leap of faith** to give up blaming others, release the past, trust in love and the abundance of life, and then take actions to access her creativity and promote herself.

Now, it's your turn.

Playbook: Are you ready to clean up what is incomplete for you?

Let's start by making a laundry list. What are you continuously complaining about? Are you still upset about something that someone said or did, going over it in your mind? Where, in your life, do you feel cheated or disappointed? Do you feel afraid to trust your partner, your spouse, your friend, to really be there for you? **Write it down!**

When you are done with your laundry list, take the one that has the most emotional connection for you, and drill down into it. Ask yourself "What is under that?" Then, when you have an answer, ask "And, what is under that?" Keep asking yourself the same question until you come to the heart of the issue. It's an inquiry process. You'll know when you have gotten to that core issue.

Now, go through the four steps of completion. Take as much time as you need to be really complete. Remember, you are building a solid foundation for your future. Being complete with the past frees your energy, wakes you up, gives you clarity, and empowers you for the future.

Creating Support

Once you have completed the past, have a clear Vision, and you have a regular practice of listening to your intuition, the fastest way to achieve success is through a business model of partnership and collaboration.

You really don't have to do everything yourself! You can leverage your time and energy by building a team of people with diverse areas of expertise, to provide support for different parts of your business.

If we look back in history, a good example is Henry Ford who was a prolific inventor and was awarded 161 U.S. patents. On his own, he would never have been able to bring all of his patents to market. But, he had a global vision with consumerism as the key to peace. His vision informed his actions.

As owner of the Ford Company he became one of the richest and best-known people in the world. He is credited with "Fordism," that is, the mass

production of large numbers of inexpensive automobiles using the assembly line, coupled with high wages for his workers.

This may seem like common knowledge now but, at the time, was a paradigm shift in accomplishing more in less time and having everyone win. He created a win-win business model.

No one accomplishes extraordinary results by themselves. Every successful person has someone who has supported them, mentored them, or coached them.

Support can come in the form of brainstorming creative ideas, sharing resources, and making connections that advance your goals. It makes a tremendous

difference to have people who champion your intentions and take supportive actions on your behalf.

Support can be broken down into categories:

1. Spiritual Master Mind Practitioners apply spiritual principles to work in a way that is similar to that of a therapist. They begin with the idea that the client is already perfect and their work is to assist their client in revealing that perfection.
2. Members of your Board of Advisors meet periodically to offer advice and direction to your company. Members of the board do not usually have a share in the company, and they do not bear legal responsibilities for the company's actions. Generally, small and startup firms use a board of advisors so that they get a firm footing in their market, and people on the board are chosen on the basis of expertise and prestige.
3. Talent that contributes to your business and expands your capabilities is sometimes done as an exchange, provided in advance of success fee payments, or is negotiated into a partnership. Key positions include:
 - a. An IT professional who brings expertise about social networking, having an effective website that produces sales, and search engine placement.
 - b. An Accountant or CFO who has a clear focus on the financial profitability of the company
 - c. A Legal expert to form clear contracts and agreements that are in the best interest of your company now and for years into the future.
 - d. An experienced CEO or Manager who has the clarity and oversight to manage the day-to-day operations.

4. As a leader, there will be times in which you need support that can only be provided by a professional coach - someone who is objective, is trained to listen without judgment, can support you in designing a unique business model that fits your business and ideal lifestyle, can hold your vision while you take bold actions, and holds you accountable for being extraordinary in producing results.

Coaches support you to create a context of business, played like a game, that you invented for you to have fun and to win.

That's the kind of coach I found the day that Melanie Bernacci introduced herself. She was a confident business woman, engaged to the man of her dreams. Her life fit the picture of the lifestyle that I wanted! She had me as a client when she said, "*Miracles happen when people work with me.*" That was a very powerful statement, one that fit my intentions of having results beyond what I already knew.

At the time, what I knew about money came from my background in banking and bookkeeping. In banking, I had developed expertise in many positions - teller, new accounts, platform secretary, notary public, CD investment and real estate loan advisor. In bookkeeping, I kept up-to-date accounts of expenses and managed a multi-million dollar portfolio investment. But, I didn't know about creating results from my intentions.

Melanie partnered with me to take focused actions and to produce amazing results. In addition, she invited me to become a staff member for Consulting Alliance, a boutique transformational consulting firm founded by Patricia McDade and Melanie. In this company, my business model changed. I became a member of a team of professionals. My vision expanded and became global. And, over a 16 year period of time, my work was elevated to that of a high level professional strategist and ontological coach.

Miracles begin to happen when you trust that you are loved and allow others to support you. That's what happened for **Dr. Holly Carling.**

Dr. Holly Carling is a licensed acupuncturist, nutritional counselor, speaker, pilot, mother, wife, and co-owner of Vital Health and Fitness in Coeur D'Alene, Idaho. .

Here in her own words, is the first part of Dr. Holly's story:

"In 1991 I divorced my husband of 16 years. I had 3 children aged 8-12. I am an acupuncturist. While married, my practice was conjoined with my husband, a chiropractor. After the divorce I had to start my practice all over again.

My 8 year old son had just had open heart surgery and was barely stable when we divorced.

The housing market in Southern California had just crashed, so there was no equity in the home.

The fear of being able to support my family on an acupuncturist's income was terrifying. The talk in the industry is always about "not making it" financially as an acupuncturist.

Initially I started to go back to school and get my R.N. degree which license (as a Practical Nurse) I had previously relinquished. I only needed one semester of refreshment classes and to do my clinicals when the office space opened up. After the first semester I decided that what I really needed to do was to focus on my profession as an acupuncturist and put the time I used to study nursing into practice development instead.

Shortly after that decision, I met Michele-Joy DelRe. At the time, I was barely eking out \$1600 per month average – which needed to cover my business overhead as well as personal expenses. I still don't know how I did it!

When Michele-Joy proposed that I not only take the Entrepreneurial Edge business program, but also the coaching (together they amounted to \$750 per month), my reaction should have been “Are you crazy?” Instead, I said “Yes.” It’s funny that I didn’t feel uncomfortable about it or nervous. I just said “Yes,” and had a strange sense of calm. A peacefulness seemed to fill me.

*I had no idea where the money would come from. I just took a **leap of faith**. At the time, my goals were simply to support my family. I had lived a meager life because my husband spent money on equipment so constantly that we were always “equipment poor”. The last year we were married we brought home \$11,000.00. So I didn’t care to be rich, I just wanted to support my family and make enough money to take them on trips.*

As I learned I could have a bigger vision, I did. I wanted to be the best in my field. I wanted to contribute to the world. I had a talent, but it was as small as I was being. As I grew personally, the natural outcome was that my practice did too. I learned how I got in my own way. That my constricted viewpoints kept me from having what I really wanted once I defined it.

I had never had personal or business coaching before. Over and over again I heard the words “take the coaching.” That meant to get out of the way and just do it! I did things that felt so uncomfortable I would go home and cry. But I’d do it.

The result was invariably different than I thought it was. It really helps to have someone believing in you, when you can’t see the results for yourself.

The first month I made \$10,000.00.

Not long after, instead of just surviving, I was thriving!

Soon my practice volume was within the top 1% of the state and in the top 3% of the country.

I was on the California Acupuncture Board, I was developing a product, I was teaching seminars – I was on top of my game!

A little over a decade later, I had accumulated enough wealth that my new husband asked me to retire. And, we did....for a few years."

Playbook: Write down a list of your strengths and your weaknesses. Be sure to write twice as many strengths as you have weaknesses. Now, focus on the weaknesses. Next to each one, write what quality or strength could replace it. Make a new declaration about yourself BEING that quality or strength. Start the declaration with "I am _____".

Ex: I am smart and capable of creating a way to have \$10,000.00 (or \$100,000.00) a month in income.

When you are all done with the list, go back and make each of your declarations out loud, in front of a mirror. You'll feel a shift taking place. It's not just a practice. It's a radical change in the very cells of your body. The more that you practice making your declarations out loud, the more energy you'll feel.

Now, have someone partner with you, say your declarations to them and have them say their declaration back to you! Coach each other until you can feel the authenticity of what is being said. When you are speaking powerfully, you'll feel new energy, new aliveness, and a new level of power.

Breakdown to Breakthrough

As we've said throughout this book, your "right brain" creative unconscious communicates in pictures and feelings, and brings a new, expanded awareness. This awareness opens the way to be receptive to opportunities that seem to come from out of the blue – many people call them "miracles". But, in fact, there are many, many opportunities available in our lives that we don't notice. Having an expanded awareness opens our ability to be more present to them when they show up.

Sometimes, miracles come disguised as breakdowns – they don't fit our pictures of what we thought life was going to look like.

You have a choice to experience opportunities that you didn't anticipate, that look like a breakdown, as a major block to your goals. Or, you can choose to accept them as the reality of what is now a part of what you get to experience on your way to your goals and make a stand for having a **breakthrough**. You are always at choice!

We really do have choice about how we experience anything. Even when the situation looks like it's out of our hands, we have choice in who we can be in the moment. We can be a victim. We can be someone who struggles and just gets by. We can be empowered to bring forth all of the qualities needed in the moment, to be more of who we always knew that we could be, inside our own heart and soul.

To demonstrate that point, here is the REST of the remarkable story shared, in her own words, by *Dr. Holly Carling*:

"I had a nice, fat set of retirement funds. Even though I loved my practice and knew that I still had a lot to contribute, I succumbed to my husband's desire to "go

play". We bought a beautiful, 5400 square foot home on the Spokane River near Couer d'Alene, Idaho and then I tried to sell my practice. It took two years.

*It was a good example of the conversations people have regarding their abilities – or limitations. It took so long to sell because it was **too big!***

I worked only 3 days per week and saw a high volume of patients. Potential buyers would say they could never see so many patients in a week. I had acupuncture couples come in. Even they couldn't envision their ability to handle my volume with TWO of them, spread over 6 days in a week!

Finally, it sold!

After buying an airplane (This was a fulfillment of another dream of mine that I met while coaching - to have my pilot's license and an airplane) and taking a cruise, and visiting with family, we finally settled into our "retirement" on Thanksgiving, 2003. We had it all!

Christmas Eve changed our life.

While in preparation for our retirement, my new husband talked me into liquidating all my investments and putting them into one high-yield investment. The intent was to re-distribute it once we arrived in Idaho. Against my better judgment and against my hard core investment principles I acquiesced.

Even though I had been in that investment fund for 18 years and had no reason to question it, I knew better than to put "all my eggs in one basket".

As events transpired, the firm had turned fraudulent. They weren't in the beginning, but later when too many investments went sour, they used others investment funds to pay investors.

The SEC came in on Christmas Eve and shut them down.

Every dime we owned was in there! We were flat broke!"

Most people, from the feedback I've had since then, go into a depression and waddle in their crisis. We were seriously financially devastated, and by most people's opinion – justified in waddling. But instead, my years of coaching kicked in at this time. We didn't have time to waddle in the crisis. We had to kick butt!

Although I had my emotional moments, I was in action without delay! Christmas morning we sat on the computer from sunrise until the next morning (and for days afterwards) researching business possibilities.

We were researching like crazy and ran into a fitness center program that fit our needs perfectly. We found it at 5:30pm on a Friday. Their course started the following Monday morning in Oklahoma. The next one wasn't for another 3 months.

*We called on a whim they'd be there. The owner had already left for the day but forgot his jacket and came back a couple hours after closing to get it. He heard the phone ring and started to ignore it but then decided to answer it. We got into the class! **Miracle #1.***

While there, my mother called saying she had a friend that would like to loan us money and wanted me to call her. Initially I ignored it figuring it would be only a small amount because my mother never had much money (limited thinking). She called later, angry that I hadn't called. So I called her friend Mary, more just to appease my mother.

*Mary said she had \$100,000.00 she could loan us at 6% interest if we were interested! I was shocked. We sent her an informal IOU as per her request, and the money arrived right after we got home. **Miracle #2.***

From Christmas Day, until we opened our doors 9 weeks later, we never slept more than 2-3 hours per night – we were in action!

Opening day was dismal. The group we trained with said to expect 100-150 new member sign-ups the first day. Despite taking all their coaching, we only got 35 sign-ups the first week. We knew we couldn't make it with so few members. We then decided that I better go to business as an acupuncturist.

Within 3 months I outgrew the one room dedicated for that purpose. We had an extra 500 square feet in the back of the facility that wasn't part of the fitness center. So, my husband built 3 treatment rooms for me. Three months later, I outgrew that. We took the changing room that was barely being used and turned it into a 4th treatment room.

Then we had to sell our house to keep up with our debts. However, within 1 year of our opening, a short time after selling the house, my practice skyrocketed and we grew to the size my practice was in California 10 years after I divorced and started all over again!

By 18 months I was the number one account for a supplement company

whose products I use – that includes the entire Northwestern States and Hawaii. I am still, by far, their top account. The nutrition part of my practice is more than 5 times what it was in California!

We renovated the office 2 years ago because the practice became 97% of the business. It previously had occupied only 25% of the office space and was in the back corner – you had to walk through the fitness center to get to it. It is now beautiful and occupies most of the health center.

My practice now FAR EXCEEDS what I did in California, in a small community of just 84,000 people within a 30 minute drive.

Everyone here discouraged me at first saying, “There aren’t enough people here”, “The average income is only \$7.50/hour – no one can afford your services”, “Alternative medicine is not accepted here”, etc.

The truth is, there are many sick people here who need my services.

I am a cash only practice. I have an amazingly busy practice. Despite hard economic times I am busy and, I am putting procedures into place right now to recession-proof my business.

More importantly, I also play more now. We ski, we ride ATV’s, we bought a motor home this year, we jet ski, hike, mountain bike and I fly as much as possible (Soon I’ll own my own plane again). I realized a dream I’ve had for years, and that is to play piano. I’m on my 4th year of lessons, and I love it!

I am respected in my community and am considered the “authority” on nutrition and acupuncture. I teach the doctors how to use nutrition in their practices. They come to me from the local area and from all western states for advice.

I get paid well! I make more now in one day than my kids make in one month - just from the seminars that I teach (Someone else does all the arrangements, I just show up and teach).

A side note: As I was writing this I got a call from my sister. She just finished repeating a workshop by Landmark Education called “The Forum”. She called to thank me for inspiring her to take this course years ago, to thank me for being an example for her, and that her life has been so changed by who I am.

This call made it clear to me that what I’ve achieved through coaching is to make a difference in someone else’s life - to be a light and an example for the betterment of the world.

My wish is that I have inspired you as well!”

Playbook: Imagine being one of the best - in high demand. How does it feel to be a successful entrepreneur? Ask yourself these questions, "What does being outrageously successful look like? What are the things that I am interested in? Who are my friends, colleagues, associates? What qualities do I demonstrate in my life? What am I known for?" Write down every thought that comes into your mind.

Once you have completed your list, go back and make each of these statements into a declaration. Ex: "*I am a leader. I am an expert.*" This is the person that you are becoming, the outrageously successful person that is already there within you.

Now, imagine losing everything. Could you re-design your life to be successful again? What would it look like now? Having access to creativity - no matter what - gives you the freedom to passionately live your Vision.

Giving up your attachment to how you think things should look, gives you the freedom to change and to re-create your Vision, with a different business model, or to include a shift in the priorities of your lifestyle.

Dream Journal At the end of each day, write down EVERYTHING for which you are grateful. Having your attention on gratitude frees you from becoming stuck and allows you to be compassionate with others.

Read your declarations and look at your vision board every morning and each night to impress your subconscious mind with the images of success.

Notice any shift in your dreams. The messages may become clearer.

You may begin to have a carryover from your meditation and visualizations into the dream state. New solutions may start to become revealed.

Expect ease in accomplishing results.

Producing Results

Meditation, Visualization, Inspiration – these are your accesses for a greater deepening of your connection with your Divine spirit. They are on-going practices to reveal new possibilities for your one, magnificent life.

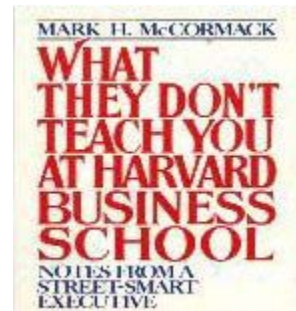
Inspiration alone doesn't produce results. It allows you to open your heart, expand your vision, and elevate your thinking about what is possible.

Raising your vibrational energy alone doesn't produce results. It gives you access to greater freedom in catching a higher vision.

As you read in Dr. Carling's story, there is no way around it. It takes being in concentrated action to fulfill on your Vision. And, it takes clear, written goals, to be effective in the actions that you take.

Here is a study about goals at the Harvard MBA program.

In the book [What They Don't Teach You in the Harvard Business School](#), Mark McCormack tells about a study conducted on students in the 1979 Harvard MBA program. In that year, the students were asked, "Have you set clear, written goals for your future and made plans to accomplish them?" **Only three percent of the graduates had written goals and plans**; 13 percent had goals, but they were not in writing; and a whopping 84 percent had no specific goals at all.



Ten years later, the members of the class were interviewed again, and the findings, while somewhat predictable, were nonetheless astonishing.

The 13 percent of the class who had goals were earning, on average, twice as much as the 84 percent who had no goals at all.

What about the three percent who had clear, written goals? They were earning, on average, ten times as much as the other 97 percent put together.

When you are clear about your goals, have written them down, and are in action to produce results, it is amazing what can begin to show up. When you are in integrity with who you are, from the inside out, and in action with a “no matter what” attitude – your passion catches fire. There is no ambivalence, no doubt, no questioning. You are focused, clear, and on fire with a spirit of *“This SHALL be!”*

You can wait until there's an emergency to be as passionate and on fire as Dr. Carling, but you don't need to wait. You can choose to have **this moment** be YOUR moment to shine, to be all that you were created to be.

Your decision, your choice, is what will have you become clear about your action plan and producing results. Even when you are starting with a clear Vision, it takes a **leap of faith** to get into action at this level of commitment.

Visualize yourself standing at the end of the year with your earnings statement of \$100,000 (or \$1,000,000). How do you feel? Do you feel happy!? Do you feel secure? Really experience those feelings! This is the future that you are creating. Tap into that feeling tone.

Close your eyes for a moment! Does that feeling tone of security have a color? Feel the color. Imagine every cell in your body being filled with that feeling of security being that color. When you are ready, come back into the moment with the awareness of that feeling tone and color.

We make up the future all of the time. In fact, most of our media is really gossip about what people think is going to happen. We may have many facts, but they are not necessarily a predictor of the future. They are based on the past.

The difference here is that you are consciously using your creative abilities to show you a pathway to your future based on the end result that you are committed to having, not on the past. Ex: *Security feels like peace and the color red.* So, having \$100,000 (or \$1,000,000) is the feeling of peace and is the color of red.

Every day, any time during the day, you can re-create that same feeling tone with the color that represents your goal. This process of creation allows you to create in your life what the money really means to you. Your attention can stay focused on your true goal of peace as you set about creating representational benchmarks of accomplishments.

The Law of Attraction works by attracting to us that which is a match for our intentions and our feeling tone. By re-creating that feeling tone, we accomplish results with ease because we aren't struggling to get TO something. We are living IN the consciousness of already **having** it, being OPEN to receiving the abundance of good that is our birthright, and expressing GRATITUDE for it all.

Now, imagine a series of benchmark accomplishments leading up to your goal.

Ask yourself, *"How did I get here? What results did I have a month before I had this \$100,000 (or \$1,000,000) statement in my hand? "What does my lifestyle look like?"* Pay attention to the answers. They may come in the form of a whisper, an internal knowing, or a visual picture.

Then, go on. Ask yourself, *"What happened 3 months before that?"* Again, pay attention to the answers.

Keep asking yourself the questions, *"What happened 6 months before that? What happened 9 months before that?"*

Then, go further. Ask, *"What happened 1 month from now?"* Back it down each week until you write what happened this week. NOW you have a clear action plan for fulfilling your Vision!

Trust the process! Trust the answers that you get as being right for you.

Once you have a clear action plan, you can begin to put those actions on your calendar. Block out time for each action so that you operate in clarity. Then, measure for your success! Having an accountability structure gives you the certainty of fulfilling your Vision.

If you are managing others to produce results, hold them accountable with specific, measurable results. You'll take out the guess work and have more clarity. (If only the lending institutions had maintained this level of accountability, we would not have the financial challenge we are facing now.)

Finally, if you intend to have more aliveness (and I think that you do), treat it all like a powerful **game** that you invented for yourself and, **have a great time with it!**

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for all that you have contributed to my life.*

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Each of my Game and Rubicon partners and team members

And, each and every one of my clients

Meet the Author

Michel-Joy DelRe is president and chief spiritual officer of New Century Productions, Inc. Her invaluable insight and strategies into what it takes for entrepreneurs to create a business that opens the doors to living with balance in one's life makes Michel-Joy an indispensable asset to having a successful business.

Michel-Joy fully understands the power of inventing a successful future from nothing other than a vision, her personal declaration, and following her intuition. Having gone from the brink of bankruptcy to owning her own home – with no mortgage – all within a matter of months, Michel-Joy knows all too well how vital it is to remain focused, keep your clarity and maintain your vision while managing the challenges of growing a business.

With more than 18 years of management consultant and a coach, she has personally individual business owners. an unparalleled reputation for consistently achieve quality growing and managing comes to understanding the from initial idea to a full-grown lay claim to the success Michel-Joy has supported her clients in having. She has coached many entrepreneurs, of early stage start-ups, to not only fulfill their individual potential but also grow the profitability of their company and to reach gross revenues from \$1 million to even \$10 million dollars a year.



experience as a business highly in-demand leadership worked with thousands of During this time she has gained coaching entrepreneurs to time with their families while successful companies. When it intricacies of taking a company business, very few coaches can

Michel-Joy earned her Bachelor of Arts in Applied Psychology, from [California State University, Long Beach](#) (CSULB), has a background in bookkeeping and banking, completed the Curriculum for Living in advanced communication at Landmark Education, studied spiritual transformation with the Agape International Center of Truth, and worked for 16 years on the consulting staff of Consulting Alliance. Her remarkable career has spanned the corporate world, having worked with a vast number of diverse organizations, to coaching a wide variety of corporate executives and business owners. Through it all, she has remained focused on fostering the spiritual growth of men and women entrepreneurs, serving both as a mentor and coach, providing the necessary guidance for them to rise above challenges and achieve their heart's desires. Nowhere is that more evident than the Millionaire Circle™ - an innovative organization of coaching clients committed to using the profits of their businesses for making a difference in the world.

Being coached by Michel-Joy enables you to eliminate overwhelm and avoid burnout by moving away from longer and more stressful hours. You will learn to bridge the gap between running a successful business and living a fulfilled life as Michel-Joy collaborates with you to develop skills and strategies for becoming a

stronger leader in business while producing extraordinary results in your life, with joy and ease.

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