

# THE VISION



THOMAS MATTHEW ROMAN

# ***The Vision***

**By Thomas Matthew Roman**

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## ***Dedication***

***I dedicate this to you developing  
and expanding into the person you  
must become so you can live your  
vision.***





# ***Acknowledgements***

I want to thank my wife, Jessica, for her constant support and shared ideas in this book.

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***“Matter is simply my little way of showing you exactly what you've been thinking lately.”<sup>i</sup>***

– The Universe

*The Universe Newsletter, Mike Dooley*



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# ***Introduction***

A clear vision does so many things to improve your life! Having a clear vision of the future you want to experience, both through the service you perform AND materially, will open up a river of flowing water from inside of you. Staying focused on your desires helps you become an energy releaser who feels as if you have a nuclear fusion reaction in your belly! You will go from feeling asleep, to waking up excited for the day ahead of you, before your alarm! Why are kids so excited on their birthday? Because of the anticipation of receiving what they truly desire in their gifts! With a clear vision, you will have this same excitement EVERY night before bed and as you get up because you will be working on and appreciating the activities and material things that you truly desire!

My goal with this book is to give you, the person experiencing it, the gift of the fire of inner vision burning inside of you. When you work on your top priority goal that you created, that is leading to your realized vision, your life goes from sleeping to being on FIRE!! You literally discover the fountain of youth as all opportunity in life lies ahead of you because you have a clear plan to work on your goals daily.

As you gratefully apply yourself to your highest priority goal, you will receive inspiration. As you listen to your inspiration and take inspired action though goal setting and achievement, you will see your vision manifest. Gratitude for your current life and vision opens up the channels to pull these creative inspirations to your mind. Gratitude is harmonious

relation to others and The Universe and acts as a gravitational force to pull exactly what you need to live the life you desire to you. We live in a time where the quality of life blows away that which the kings and pharos experienced. Having gratitude for all you have and your future vision puts you on the frequency of your vision and will attract the thoughts, circumstances and people you need to realize and live your vision.

String theory dictates that when a string particle vibrates it creates different particles according to its frequency. Just as a violin string vibrates at different frequencies to produce different notes, our thinking and emotional state vibrate to create inspiration, that when acted on, produce different life conditions. Want a beautiful home? Think the thoughts and feel gratitude as if you live in one. Want a new car? Think gratefully as if you have that car now. Want to be wealthy financially? Think and feel gratitude as that person now! Want to have a wonderful relationship and family? Think and feel as if you have a loving relationship and family now. Want to serve on massive scales? Think and feel gratitude as if you are serving on that level now. The key is to have your vision clearly articulated, and to have the tools to call it into your thinking with frequency, duration, vividness, intensity and gratitude.

In this book I will explain The Universal Laws of how this process works. I will walk with you on how to create the mental space on which to paint, sculpt and design your vision. I will then walk you through a simple, yet effective goal setting workshop, then show you the tools to etch your vision onto your subconscious mind so you vibrate at the frequency of your vision. Our goal with this process is to use the tool of visual motor rehearsal to get your subconscious mind vibrating at the

frequency of your vision. This process of gratefully feeling as if your vision is already true, accelerates the manifestation of your vision. I have given goal setting and vision creation workshops for years to businesspeople, students, and many other groups. People walk in lost, sleepy and unmotivated and walk out with a laser-focused vision and with the fire of inner vision burning inside of them.

I encourage you to read this book and do the exercises in it. These are the exact tools I used in my own life and my entire vision from a few years ago is true in my daily life. As you read this book and do the exercises, you will feel like you went for a massage for your mind and soul. This may be the first time you are taking the time to think about what it is that you truly want. Please, take the time for yourself to intentionally create your future. I guarantee that you will be a different person after this book. When you are living a life that you designed, you are by-default a leader to yourself, your family and your community. The best we can do in this life is to make the most of ourselves and this book will get you started on that journey. The best we can do for others is to help them make the most of themselves, and our life-example is the best way to inspire others to do this.

Please, make the choice of taking the road less traveled. CREATE and LIVE YOUR vision today! I guarantee, when you do, you will jump out of bed eagerly enthusiastic tomorrow and each day in your future. Be prepared to live a life of adventure, laughter, fun and excitement for you and all who are in your universe. Good luck on the adventure that is your life and Godspeed!



## ***Part I: What is a Vision?***

A vision is the set of pictures you hold in your mind and the emotions you associate to them at any given moment. We have the mental faculties to live the phrase, “*Everything we think about, thank about.*” This means to ask yourself if you are thankful for the thought you are thinking in the present moment. If you are not thankful for the thoughts in your mind, you can replace those thoughts with a vision for which you are grateful. This is exactly what this book will teach you to do: to have your vision created with crystal clear clarity, ready to replace any thoughts for which you are not thankful and that you would not want to experience as your future.

As you may know, the 3% of people who set goals own 97% of the wealth. Please keep this in mind as you experience this book. Goals on paper are the starting point. In order to meet those goals, you need to take action, but more importantly, feel gratitude for your life as if those goals on paper have been reached and you are experiencing them in your daily life. This book will explain how to make the process of “*gratitude for your present goals*” a way of life for you. This book only relies on Universal Laws and teaches that your understanding of them and obedience to them will dictate the direction your life takes in all facets. By Universal Laws, I am explaining *proven methods* to creating abundance both in your internal world (The World Within) and in the reflection of your internal world, aka, in your life conditions (The World Without). There is more to the equation that merely writing goals on paper and taking action, however. I will try to explain it. I have found the feelings you have on the inside literally become your life on the outside. What



we will do here in the pages that follow, is develop a tool kit for you to coach your emotions to be in a state commiserate with the life you truly desire on the outside. The overall experience should be exciting. Not to say that there will not be effort involved, not unlike going to the gym, but the end-result should be one that gets your blood pumping faster and your mouth salivating. This amazing range of feelings and the journey to get there, each day, is why this book was written. There is a process to achieving the life we desire and it is easier than you've been told. It all begins clarifying our desires, transforming them into goals, basically defining the life we want to live - and I will show you how to do this process. From there, you will learn to transform your goals and desires into your vision.

Your vision is the range of thoughts that occupy your thinking on a moment-by-moment basis. There are five parts to the process: 1) writing your goals and creating your vision 2) choosing to think your vision 3) feeling absolute gratitude for your vision because the thoughts that occupy your mind are your future conditions 4) listen for creative thoughts that enter your mind, apply them in your current business or learn skills to perform them 5) taking daily action on your goals in the form of best practices in business. Bob Proctor says, "*The second you make the decision (to think your vision), BINGO, you flip your brain onto a different frequency and the appropriate thoughts start rolling into your mind. That's how it works. This is one of the most important lessons I have ever learned. This is how I made millions and it will help you do the same.*"<sup>ii</sup> This book will provide the tools for your journey. There is no end to this process either, it becomes your very way of thinking and life. As you see your vision unfold, it is your opportunity to set new goals, to create new thoughts and to share your journey with those you

want in your life. As you apply your skills of vision creation, gratitude for that vision, and daily business execution, you will be amazed, that in a very short period of time, ALL of the components of your vision will be your actual life. I know this from personal experience. This is not to say that you will not encounter challenges. It is your attitude toward those challenges that really matter. The best way I have thought to understand challenges, which will be described in depth in this book, is to even have gratitude for them. This mastery of Faith unveils the tool to know that there is a bigger, Universal Plan and that your challenges are there for many reasons. They obviously help you learn, enhance your skills, but most importantly strengthen your character, will power and ability to persevere through life's greatest valleys. Challenges are merely problems to be solved and you will be taught to experience gratitude for them as well.

Every thought in your head, moment by moment, is your vision. Your vision will become your future, your actual reality. We can create our reality or we can allow others to create it for us via the phone, web, television, movies, etc., by letting them do our thinking for us. This is our choice. You *can* learn to think the thoughts you want to experience as your life. This book will strengthen your skills in goal setting and life planning. You will put a plan in motion, scheduling time every day to work out the details of your business, and crush that plan daily! You will clarify, transform, plan, schedule, and fully *live* to your highest capabilities, all while feeling a transcendent feeling of gratitude.

The fact that you desire or want something is all you need to put it into your vision and go out there and get it. I am a big fan of keeping a decluttered living environment. There is a reality, that in a modern civilization, we need certain things. We need a

car, a home, clothing, food, etc. Quoting Karen Kingston, “*It is a matter of realizing that your happiness does not depend on your ownership of things. They help you in your journey but they are not the journey itself.*”<sup>iii</sup> When it comes to material things and experiences, we can get whatever we want. While material things make life fun, and appreciating the service of others, especially with technology, art, music, movies, clothing, jewelry, etc., is inspiring. We don’t need to clutter up our living space with them. The rule I like is that if a you no longer love a material thing or if it no longer inspires, get rid of it. Give it away or sell it. This makes the space for something you really love.

Yes, material things are fun. Starting a car you really love does put a smile on your face, but if material things really fulfilled you, then once you acquired them, then you would feel totally fulfilled. The key to realize is that material things are only a *part* of your vision. The way you are able to get the income you need to live the life of your vision is to use your skills and talents in the service of others. You never see a rich hermit. In order to make money through our goals, we must wrap them in a container called business and offer services to others. This is why every business website you see has a tab in their main navigation called, you guessed it, “*Services.*” Once you realize you must serve others to make money for your material goals, your business goals become goals of service to others, your clients. As Will Smith puts it, “*If you are not making someone else’s life better, then you are wasting your time.*”<sup>iv</sup> All of the fulfillment is released when we serve others. This concept is completely harmonious with the Universal Law proclaimed by the Great Carpenter from Galilee: *The greatest among us shall serve.* A part of that greatness is appreciating all of the material gifts that are at our disposal, from sunrises, to beautiful views, fine cuisine,

art, fine automobiles, and any other experience or thing that we choose to include in our vision. Remember, your vision will be your future, so be very deliberate in what you choose to put in it. Then when you have your clear vision, be very meticulous in thinking of the exact vision you created as if it is already true, with gratitude in the present moment. A major part of your vision is what you are actually doing with your time, the experiences you are having. Some are purely recreational, and some are your chosen services you want to offer others. Don't feel too much pressure to exactly define these services up front as they will be unveiled to you as you think your vision. As opportunities to serve are revealed to you as you feel gratitude for your vision, take action on them and do what you can to bring them to reality quickly. The Universe likes speed and you will be surprised how quickly your vision manifests as you take inspired action.

Service is not only how we make money, but experience the true connection to The Universe. I know, personally, I feel better after a day of work that I choose to do, at my desk, after client meetings, or after giving a speech, then I do after watching TV all day. The reason why is that greatness comes through service to others. Service is where the real juice of life is and where you experience the highest realm of emotions. By having a clear vision, in gratitude, you will receive ideas that truly inspire you. Your inspiration will not only get you out of bed truly motivated, but affect everyone in your life inspirationally. Bringing your presently-grateful-for-your-vision, highly-motivated, high-vibration self to all the people you encounter in your life is how you continually serve throughout your day. In bringing this attitude to everyone you meet in your day, you make people want to be in communication with you. We have the opportunity to make other people's lives better from the gratitude we express to

them and our continual validation and support of them and their vision. When we bring this attitude, we become a magnet for people to want to be associated with us. This likability factor is a major Universal Law in why clients stay with certain businesses. This is true in business and in all relationships. When you appreciate your significant other or children or friends, it makes them want to do more for you and appreciate you and want to spend time together.

Continually thinking your vision, but more importantly feeling gratitude for it as if it is already true, automatically creates this dynamic. You truly feel as if your vision IS your reality. The miracle of fulfillment that comes from continually realizing our vision creates not only a desire, but an innate responsibility to educate others on how they can do the same. When our life becomes an example of how to live, we naturally and intuitively show people the philosophies, skills, habits and actions that lead us to our high-vibration state. Also, it is in our self-interest to teach others how to live their vision, because when we teach someone how to do something, we are forced to master that which we teach. A part of our service is the joy received by our interaction with all with whom we come into contact. For me, service is a belief that we are instruments of a higher power to create and continue the evolution of a bigger plan. On the other side of that, is my belief that God appreciates through our senses. God appreciates all of the natural wonders of this world and those created by other human beings as well through us. Think of Yin and Yang, on one side there is service, on the other side is appreciation.

I believe that our desires and choices lead to our vision, but these desires are really a higher power inside of us pushing us to

create those goals for the evolution of It's plan for progress of The Universe. This service starts as harmony and high-vibrations in ourselves; in our own home with our families and continues into outside of our homes with extended family, friends, and those we meet along the way in all walks of life, from the grocery store cashier to the human being pumping our gas into our car, to our clients. For me, right now, my personal service is helping people to challenge themselves to think bigger and make the most of their lives. I encourage people to set goals, create and have gratitude for their vision. My business' services are to assist businesses in engineering the website sales funnels and marketing automation to create leads to actualize their vision into reality; and to give peace of mind from 100% reliable email and blazing fast, secure and high reputation website hosting engineered for search engine optimization.

Earl Nightingale taught us that, "*success is the progressive realization of worthy goals.*" One's self-esteem is developed in the very same way. When we work daily towards our goals, success and self-esteem naturally follow. A person who engages in activities that are low priority will always feel exhausted and empty. Watching television for hours or engaging in the jealousy-evoking interaction of social media are just two examples of low priority activities. These types of activities bring no sense or feeling of accomplishment. Working on a goal-oriented project leaves one feeling elated and full of energy. This is a high priority activity. When we work on a large project, write another book chapter, pass a test, or check off a box on our to-do list, it's an amazing feeling. When you do any of these actions, you are in the forward movement. These activities make us feel good because we are progressing toward our goals on our own time and of our own volition. We are doing what we *were put on*



*Earth to do* and not what society tells us to do. If we listened to society, we wouldn't accomplish much. I used to say that we should see what others do and do the opposite. I have since revised that to only perform thinking and actions in harmony with Universal Laws. You have to realize that 97% of people just don't live by Universal Laws, that is why you don't do what you see everyone else doing. Society, usually led by advertising and big business, isn't meant to convey Universal Laws, it is meant to manipulate behavior to get you into financial commitments that, as we discussed above, don't lead to fulfillment. Having a daily profession to realize someone else's vision, to pay for stuff that doesn't bring fulfillment makes us soul-sick, as eloquently illustrated in the movie, *Joe Versus the Volcano*. By soul-sick, I take this to mean having the connection to Universal Mind clogged up because of never listening to and taking action on the inspirations that comes through us. Think of when another type of flow gets clogged up in the body. If it was an artery that got clogged up, it could lead to heart issues; if it was your breathing passage, it could lead to suffocation; if it was your food passage, it would lead to starvation. When the flow of inspiration is blocked, it leads to motivation and emotional problems, such as depression and boredom. To cure these ailments, all we have to do is to open up this connection through the methods outlined in this book.

The *Joe Versus the Volcano* movie scene illustrating soul-sickness is a perfect illustration of cutting off the inspirational process. We all have to work for other people for a time while in the process of turning our goals into a systematized business and gaining customers. Working for someone else is a great thing and the experience we receive is our educational journey and is how everyone's journey starts. When you open up this channel

through gratefully holding your vision and take action on your inspiration, soul-sickness is instantly healed, as well as many other ailments. This is how we were designed, to be a tool for Universal Mind, and this book will show you how to get your mind and body connected to Universal Mind in the optimal way. When you have clear goals, think about them constantly, and put time into your day to work on them, your life transforms and, as Mark Victor Hansen says, “*fulfillment and satisfaction are the by-products of moving in the direction of your heart’s desire*”<sup>v</sup>. I had six jobs at one time while starting my businesses and learned a tremendous amount through them, but I also had clear goals and knew the jobs were a temporary part on my journey. I was equally successful then as I am now because I had goals.

When we consciously choose our goals, work toward them daily and have gratitude for our vision, we feel fabulous and full of energy every-single-day! Arnold Schwarzenegger has a speech he gives where he encourages that we only need six hours of sleep. He says, some people say that they need eight, he recommends them to, “*Sleep Faster!*” When you are in the state of realizing someone else’s vision, sleep is an escape from your life, along with other reality escaping experiences, e.g. drinking, drugs, TV & movie binges, but when you are living your own vision, somehow, your body doesn’t need as much sleep. You can stay up late working on your task list and get up early the next day feeling like you had the best night’s sleep of your life. This state is what I believe Mr. Schwarzenegger meant when he said to sleep faster. Mr. Schwarzenegger’s life is a perfect example of this goal/vision process and, if one person can do it, so can you. That is a statement of fact. In the movie, *The Edge* with Anthony Hopkins and Alec Baldwin, there is a great scene when they choose to fight the grizzly bear that is chasing them.

Anthony Hopkins says, “*Good. What one man can do, another can do. What one man can do, another can do. Say it again! What one man can do, another can do! -And again! -What one man can do... another can do!*”<sup>vi</sup> Remember this as you read this book and create your vision. What one person has done, you can do, too, multiplied. Remember what Daymond John says, “*The only difference between you and me is that I have a camera on me.*” He is absolutely right! What he, or any person has done, you can do, too, multiplied!

There is no better feeling then to work on YOUR high priority activities – and everyone can do this! Simply schedule time in your calendar for focusing on high priority tasks and then honor this time as if you would any important appointment. If you suffered from a toothache, would get to the dentist on time? Of course, you would. Apply that same integrity to the time that you allocate for working on goals. This scheduled time can be as little as 15 minutes per day but if you dedicate yourself to this time consistently, watch what happens! You will feel full of energy, need less sleep and feel extremely motivated. You will cease to compare yourself to others. You will begin to accomplish more than you ever have in the past. Once the allotted time for a task is up, simply set the next time in your calendar for continuing action on your list and honor that time. Sticking to this simple process daily, will, over-time, allow such a cumulative amount of work to get done, you will be amazed. I notice that if I focus on my high priority tasks first thing in the morning, I am fueled for the day. Working on your goals actually GIVES you energy, while engaging in other’s people’s visions, takes it from you, e.g. watching TV, social media, etc. I encourage you to focus on your high priority tasks first thing in the morning, before checking email or doing client tasks, so you have your full energy

to focus on them.

Too often, people over think the future and what it will take to succeed and do nothing. They become overwhelmed. The amazing truth is that we don't need to *see* far ahead to *get* far ahead. To paraphrase the wise words of Jack Canfield, "*imagine yourself behind the wheel of your car at night. To get from point A to point B – no matter how great the distance - you only need to see 30 feet ahead as shown by the headlamps.*" Driving at night, we always trust this short stretch of light to get us where we want to go. Now, apply this principle to your vision. Create time blocks - or zones - on your calendar and keep moving ahead 30 feet, one high priority task at a time. Work within these zones, giving the activity at hand 100% focus and all of your cognitive ability. Don't answer the phone, return texts, look at email or do anything that interrupts the allotted work time. If you simply *focus*, accomplishing goals is very easy. All you have to do is schedule the time and show up to do the work.

Okay, now that we have a principle for accomplishing goals, we need a process for setting them. You may say that sounds too easy, all I have to do is set time in my calendar and focus? Yes. Really, isn't that exactly how you learned your textbooks in school? A few pages at a time, then did your homework, and did it again the next day, until you mastered all of the material in the textbook? Everyone knows how to accomplish goals, but people rarely set their own goals. Setting your goals is the key to the thoughts occupying your head, aka, your vision. Goals on paper are good but it is not about *what* you write but rather what you are *thinking about* and how these thoughts make you *feel* that truly matter. You have to have the thoughts you want to think in place, think those thoughts, see those pictures, and feel gratitude

as if that is THAT is the life you are living. Do the thoughts that you have now make you feel grateful? Do your thoughts make you feel excited to get out of bed in the morning? Think about this. If not, you are in the right place and if you create your goals and vision in the coming pages, I guarantee, you will open your eyes before your alarm and literally jump out of bed in the morning.

Napoleon Hill in his book, *The Master Key to Riches*, stated that the biggest tragedy of our civilization is that 97% of people do not set goals. What he meant by this is that the 97% who do not set goals never have the opportunity to share their talents with the world. Consequently, they never feel the level of self-esteem and daily motivation they as their visions were realized. Also, the greatest tragedy of people not setting goals is that the multitudes miss out on the innovations, inventions, motivation and other gifts that went to the grave with the person who never set their goals and lived their vision. *The Vision* was written to coach the reader or listener to set, think about, feel gratitude for, take action upon, to attract and achieve one's goals. When you set goals you literally create your future *in advance*. I want to emphasize this again, the goals you set, which become your vision, is the future you will experience.

In *Joseph and the Amazing Technicolor Dreamcoat*, Andrew Lloyd Webber and Tim Rice wrote, "If you think it, want it, dream it, then it's real. You are what you feel." You really *are* what you feel! Now, here is the really easy part about all of this, to shift your vibration to one of your vision, all you have to do is emotionally feel how you would feel if your vision was true. Now, as you take time to set goals and work on those of the highest priority, you will feel extraordinary. This is a fact.

Creating the future in advance means exactly what it says, but you must think about your goals as if they are true and feel gratitude for them, THIS is how your vibration will match the vibration of your vision. This is in harmony with the Universal Law that we become what we think about. The fact that *your* desire created these goals is the evidence that your goals will come true. True Faith is a steadfast belief that the vision you hold in your mind will appear in the conditions of your life. Your desire, or as Bob Proctor puts it, the fact that you *want* it, is all you need to know to make the decision to add it to your vision. Wanting something is all you need, no matter where that desire comes from, if you want it, put it in your vision, then emotionally relate to your vision through gratitude, as if you already have it. This emotional relationship raises your frequency to that of your vision and makes you vibrate as if you already have it. Then as you set and achieve your goals, you actually are living your vision as your goals are met. I know, why do you have to emotionally relate to it and how do you actually do it?

Think of the concept of string theory, very basically, it says that a string's vibration can create different particles according to its frequency. Think of a violin, as its string vibrates differently, it can produce a lot of different notes. Now think of your body as a violin string, as you make it vibrate differently, you play different notes, but the notes you create are not music, they are the conditions of your life. More accurately, the notes you play put you on a frequency to receive inspiration, that when acted on, will solve the challenges to bring about the life conditions of your vision. As Dr. Joe Dispenza says, *“Take a clear intention and marry it with an elevated emotion and you change matter. You alter DNA at a distance because the thoughts you think are like the electrical charge a quantum field and the feelings that you*

*emote are like the magnetic charge. And how you think and you feel broadcast an electromagnetic signature that influences every single atom in your life. So, what are you broadcasting every day? So, if you were able to practice it, and change your brain and body ahead of the environment every day, then you know your friends would go, "You look different. Did you change your hairstyle? No? Really? Did you shave your mustache? Never had a mustache? Really? Did you lose weight? No? Whoa! Wow. Somethings different about you... Because your sensing a change in energy and when you change your energy you change your life."vii*

To get on the frequency of your visualized life, you must get into gratitude for that vision as if you are living it now. You MUST ooze the wealth you desire in all facets of your life through your thinking, feeling, speech, actions and attitude. You must become that person now. This process teaches you how to 'play' your body/mind instrument. You must learn to play yourself like a violin, then learn the symphony that is your vision. Playing yourself at a frequency that will create the future conditions you desire is easier than you think, but just like learning to play the violin, will take some practice. The process of creating YOUR vision consists of constructing your goals, then creating your vision, and putting in place some very simple, yet effective tools to actually think your vision on a moment-by-moment basis and take action on the inspirations you receive. Yes, this exact process, defined in these pages, takes some time and effort, but I think living the life that you truly desire is worth it, don't you?

Our goals, our vision and our thoughts must be created and refined. For a moment, envision a sculptor or painter. When the

artist begins, his or her canvas or marble slab is a blank form. Then, the effort to create a painting or sculpture is put forth. The same process applies to constructing our vision, stroke by stroke, hammer strike by hammer strike, day by day. Our mind is a blank form upon which we paint or sculpt a vision. We must *create* it in order to bring it to life, just as Mr. Schwarzenegger recommends. Just as physical changes to our body are gradual through exercise, the same applies to developing our mental image. As you keep your vision in the forefront of your mind and feel gratitude for it, you will notice positive changes in the way you feel about yourself and in all the corresponding conditions of your life. Our vision manifests from it's clarity in mind, then through our words and actions, ultimately becoming the life that we experience.

The essence of goal setting is to crystallize the life that you want on paper. Again, only 3% of people actually ever set goals. At the beginning of my goal setting workshops, I always ask for a show of hands to see how many in the class have set goals before. Out of groups of 50, only a few people ever raise their hand, proving this statistic in my own experience. Some claim that they have goals but only in general terms. They explain that when it comes to being specific, they lose the idea. Without being clear on the specifics, life is nothing more than a generalization - a foggy vision - with no action behind it. There is no action because with no clarity there can be no plan, no specific task upon which to work in our allotted times. Goal setting is the first and most important step of the vision creation process.

Once a goal is defined, the next step is to create a mental image of this goal coming to life. In doing this, we begin to live - and most importantly, *feel* - as if our vision is already true. When



Steve Chandler interviewed Arnold Schwarzenegger at the start of his acting career, Arnold stated that his intention was to become number one at the box office. When Chandler asked how he planned to do this, Arnold replied, “*I will use the same process I used in body building. What you do is create a vision of who you want to be and live into that vision as if it is already true.*” Chandler made a point to add, “*Notice that Arnold said you create a vision, not wait until you receive one.*”<sup>viii</sup> The fact that Schwarzenegger’s process worked is no coincidence and we can all do it. When you point blank make other people’s thoughts your thoughts through the news, politics and other channels, you receive a vision, the vision they implanted in your mind. Receiving a vision does not work! If you receive one, you won’t do very much and it definitely will not inspire you, or if it does, it will be only temporary. If you have received one, look at where it is coming from and if they have your best interest in mind. I like to think of the retirement commercials when I think of this. A man or woman driving around on a motorcycle, basically wasting their best time doing absolutely NOTHING except looking at views and sipping wine. I am not saying that doing this on a weekend or on a vacation isn’t a great thing, but to have that goal alone, to do nothing with your time will put you in the grave! The reason, statistically, people die after three years after retirement is they never learned the skill of goal setting and vision creation. They always had someone else create their goals and vision for them, so when they retired, they stopped having goals and their mind atrophied. People with goals can survive any situation or illness, too. Watch the movie, *The Secret*, to see examples of how people used their thinking, gratitude and laughter to overcome even the direst of diagnoses. Turning on your goal mechanism does so many great things. A theme that we are going to think

about several times in this book is the one of the gravity that creates the pressure on the Sun. The pressure on the Sun is what causes the fusion reaction of the hydrogen and helium atoms. If the gravity on the Sun somehow dissipated and removed the pressure, the Sun would immediately cease having a fusion reaction inside of it and would literally break apart and disperse into the space around it. The same is true of our body/mind when it comes to the pressure created by the goals of our vision. We need goals to keep the fusion reaction inside of us continuing to function. The fusion reaction is caused by focusing on our vision and working on our top priority tasks. This is how we continue to be energy releasers to those in our personal Universe. Without the pressure of the goals in our vision, we literally dissipate and die.

Everyone, I have ever spoken to who has taken the retirement bait has said that you can only play golf or sit on a beach for so long, then they needed to do something. Each of these people played golf, sat on a beach or watched TV, basically taking the pressure off, for a few months, then simply had to do something productive with their time. This is not the same as taking a much needed several-week vacation a few times a year to recharge. What I am saying here is that the myth taking the pressure off does not work. Again, I bring this analogy up about the Sun's relationship to gravity and the pressure required to create nuclear fusion to really emphasize it. Without the pressure it experiences, the Sun's atoms would not fuse, it would not create energy and not only it would die, so would we! Having the goal of retirement, to take the pressure off is not what we want to do! To stay in a youthful state, full of energy by the fusion reaction the pressure our goals create, we **MUST** set and work on bigger goals! We will talk more about the retirement myth later,

but the point is, people conveying retirement as a goal to you have their own best interest in mind, the interest is on your money in their bank! I encourage you to do as Arnold did and recommends, to CREATE your own vision, and live into that vision by continually creating bigger goals and thus more pressure. When you have more pressure, you will fuse more energy inside of you and get better, faster and stronger as you live. You create such pressure by having huge goals, leading to your crystal-clear vision.

Creating your vision is exactly what this book will accomplish for you. You can set goals and create your vision to be your moment-by-moment thinking. Your vision will create a reflection, your life conditions. The key is to *feel* as if your vision is true *now*. Your thoughts and emotions are expressed clearly through your speech, so what you say is actually what you are thinking. This is where the concept of your words being a window to your thinking are 100% accurate. Your vision, therefore, is the place from which you speak, make decisions, and take powerful and focused *action*. When you truly feel gratitude as if your vision is your actual life, this is how you live into your vision as mentioned above. You become the person who already accomplished your goals. As that person, you would go for the life you actually desire and attract all of the people, skills and circumstances to bring that life into reality. As THAT person, you already are a multimillionaire and make decisions according to your wants and desires because you are certain your visualized life IS your future.

One of the main desires people list when setting goals is to become wealthy. At the end of your journey, you will find that wealth is simply a feeling of gratitude for what you currently

have and for your vision. Your “richness” will come from a certainty that the people, experiences and things you really desire are on the way. The key is to feel the depth of gratitude as if you’ve already reached your goals and realized your vision. This is how you pull from the ether all that is needed to realize your vision. Just as the seed you plant will pull from the soil what it needs to become its full-grown potential, your vision will pull exactly what is needed to manifest. It is your choice as to what kind of seed you plant, an acorn that will grow into a mighty oak tree, or a poison ivy seed, that will grow into a poisonous weed. Both seeds pull from the soil exactly what is needed for their growth, just as you will pull exactly what is needed for your growth from the ether around you. Your vision is your seed that is cultivated through thinking of it. Gratitude for it and scheduled action ensure that it will grow into physical reality. When you feel gratitude for life, you are wealthy. Wealth is a state of mind. I believe that poverty manifests from feeling ungrateful. To complain is poverty in action. The key to manifesting wealth is simply to feel gratitude not only for what you have – which, of course, includes a life richer than the kings of England and pharos of Egypt - but also for your vision, which is certainly your future. It is the feeling of gratitude *now* that dictates your wealth, because you *already know* that your future vision will be soon realized. I encourage you to choose wealth right now, by practicing gratitude. Please read Rhonda Byrne’s excellent book, “*The Magic*” for a complete course on how to practice gratitude.

In his book *Insight System for Time Management*<sup>ix</sup>, Charles Hobbes states that when a person’s actions do not match up to his or her vision for the future, the result is suffering. To end suffering, we need to set goals, create a vision and take daily action on our goals. By scheduling time for high priority tasks,

our suffering dissipates. A person without goals will never access the solutions that end suffering. From this missed opportunity, the suffering persists. There is a well-known saying that says *we either live our dreams or become a part of someone else's*. This saying is sometimes mistaken merely for working for someone else. This saying also applies to receiving a vision from the media, a political party, a religious institution, or your peer group. I encourage you to create your own vision and to live it! Most self-made people work for others for a time, and there is tremendous experience gained in working for others. The key is to be constantly thinking of and working on your own vision in your spare time and not making financial commitments based on the income from your 'job'. Invest the income from your job into your own businesses/assets and allow your business income to pay for your luxuries. This was a very hard thing for me to do, but I did it and it made all the difference.

I ran a landscaping business from when I was 12 throughout college. When I finished school, I started my first startup business. Yes, there were some trials and tribulations during the first several years. There were peaks, valleys, debts to be paid and very lean times, but I kept with it. It took me around eight years to have enough passive income from my business to pay for my own apartment and all of my bills. Then, I worked on the business, travelled a lot, met my wife, got married and we bought a home together. The key to the equation is to have your businesses passive income pay for your bills. I knew it had to be passive income to achieve financial independence. A key that I hope this book communicates to you is an understanding in a larger, Universal Plan. The trials and tribulations I experienced all were meant to be as I now own 100% of my businesses and LOVE what I do every, single day. Sometimes I sit at my desk

and can't believe how much I love what I do. I am blown away at the opportunity to serve in the ways my business affords me. I thank God from my knees several times per day and am truly humbled by this wonderful reality. Some of it was luck and pure blessing, and some of it was planning, but I did make the choice to live my vision and to put assets in place to pay for my luxuries. I wrote this book because I want you to experience the same thing. Also, the real amazing part of my entire journey is that I thought I was being humbled to do web development at the time. In reality, that journey created the exact situation and multiple streams of passive income that I enjoy today. I ask that you see my journey's example and know that your road, when followed with humility and gratitude to adjust your sails to the changing winds, will take you to a destination that blows away where you thought you would get to.

Using income from a job to pay for our luxuries is what is considered the *Rat Race*. Robert Kiyosaki, the author of *Rich Dad Poor Dad* describes the rate race as “*A frustrating, hard-to-break financial lifestyle, self-defeatist cycle and pointless pursuit: an employee works hard for an employer to receive a raise or a promotion and as their income increases, their expenses increase as well. As the employee's debt increases, he becomes further tied to their job and more reliant upon their paycheck.*”<sup>x</sup> Don't do this. I know it is hard to delay getting the material things you want until your assets pay for them, but trust me, do it. This is not meant to put down anyone working somewhere else. Sometimes, a person's vision is as a part of a larger company, for example, some of my classmates work in the automotive industry and design cars. Their vision is a part of a bigger company, but I still recommend that people create multiple streams of income through other businesses, real estate, intellectual property, etc., so

they are not totally reliant on one paycheck from one client, their boss.

Also, I know people who worked at a job, then started a business performing the service that they did at the job, then their former employer hired their new ‘company’ to do the service they did at their job. This allowed the new entrepreneurs to delegate certain tasks and to do an even better job than they did before, a true win/win. I know a person who is a doctor, another who is a social media specialist, and another who is a sales professional who started their own company and their old employer hired their company to do the same task they were doing at the job. It is all about the structure of simply owning your OWN business with no partners. The reason I say no partners is that having partners creates a job, not freedom. Instead of creating freedom for you and your family, a partnership creates a job where each party can potentially feel as if they are doing more work than the other. If you think your partner may have complimentary skills, I would hire them as a consultant and encourage them to have their own business doing what they do, too. Also, if your partner gets into some kind of legal or financial trouble, it could take down your entire business and erase your livelihood. If they legally own half the business and something happens where someone comes after your partner financially, they will seize cash flow from your business. Don’t start a partnership. Trust me. I recommend you start your own company, own 100% of it and be the CEO of your life. I recommend being the owner and CEO of your own going-concern no matter what your vision is, be it business, acting, speaking, or whatever you choose! I had partners in my first business, and we had to split up the company. It took years to recover and put a real strain on those relationships. I encourage you that you can do this yourself

and to start and own your business where you own 100%. This is the business structure you need to wrap your vision in so you can experience the independence about which we are speaking. Working toward the pursuit and realization of our *own* vision creates the freedom that is so vital to life. This freedom is the key for us to look forward to tomorrow and to getting to our desk/stage/field, etc. to perform our profession. We all have different dreams, desires, and things that we want to do in life. The exercises in this book will teach you the process to create your vision. You will learn to visualize the services about which you are passionate and then bring each one to life with structure and through gratitude.

In his book *100 Ways to Motivate Yourself*, Steve Chandler writes clearly about the visualization process: *Robert Fritz said, "It is not what a vision is, it is what a vision does." So what does your vision do? Does it give you energy? Does it make you smile? When you are tired, does it take you that extra mile? A vision should be judged by these criteria. The criteria of power and effectiveness, i.e. what does it do? What do you want to bring into being? If your vision isn't giving you energy, then pick another one. Keep at it until you develop a vision so colorful and so clear that it puts you in action just to think about it.*<sup>xi</sup> Our mental vision should be exciting, fun, and filled with energy and excitement. As Tony Robbins says, "*waking up and paying the lousy bills*" is not a good vision! Since our daily thoughts dictate our future, we must choose them wisely. A vision that inspires you will compel you to jump out of bed, as Mr. Schwarzenegger says, after six hours *or less* of sleep and take action! Speech is a form of that action. When you speak, your words are extremely powerful. Speak with confidence *as if* your vision has already come true. Stay in the present moment. When someone asks how



you are, respond by saying “*Great!*” because, indeed, with your vision realized within your mind and soul, your life truly is great.

Our emotions should never delineate the difference between real life and our vision. If your goal is to be physically lean, then visualize yourself in the best shape possible. Eat and exercise in the manner that will get you there. If you desire monetary wealth, feel gratitude and take action. If you imagine owning a private jet, *believe* that you already do. Today, you are driving a car or taking the train because this is what you choose to do. Your jet is parked in your hanger ready to go! Remember, what you think is what you can achieve and the bigger your goals, the more service you and your organization must render.

If you visualize yourself in a tropical environment eating a fresh cornucopia of delicious foods, plan a vacation for the coming year. Calculate the cost of the trip and then set aside the *cash* money each month to make it happen. In doing this, you are living your vision in the present moment. Live in a state of *being* where the vision of your future is clear. Take daily action to realize that vision and you will *become* that person. Understand that a person *who gratefully lives as they are in the future in the present* takes very different actions than a person who lives in a state of want, lack, and ingratitude. So, what exactly is this point of action? Simply, action is scheduling time for goals and showing up to work. It is no different from planning to exercise and getting up to do it (rather than sleeping in). Action begins the moment you sit down to work on a high priority task like writing a book (rather than watching TV). The great writer/author Ernest Hemingway set a goal to write one quality page per day.

Plan for the time to work on your goals and focus only on

those with the highest priority. Our choice in taking action dictates whether our self-esteem improves or degrades. When we follow through, our integrity muscle strengthens and we feel tremendous. It is at these moments of action that we access freedom from suffering by working on our goals and moving toward our vision. This is the meaning of the phrase *success is the journey, not the destination*. Each time we take action towards our goal, we personify success. Many wonder *why there is so much suffering in the world*. Remember, 97% of people never set goals and, thus, never stop suffering. This is a very large percentage. Much of the population lives day to day focused on the past or on living a life that others have created *for them*. People are simply not aware of their thoughts, spoken words, and the power of their action. When someone speaks, inner thoughts and emotions are projected. Most people will project the past, make it their present, and define it as their future. This is how they *speak*. For example, if a person always speaks of issues from the past, these challenges continue to occur because his or her words project in the present. The spoken word has unbelievable power.

For example, people believe the wording of an advertisement as if it were true. The motivational speaker Zig Ziglar stated, “*I read the Bible every day; I read the newspaper every day. That way I keep up with both sides.*” Big business - which includes the media – usually does not have your best interest in mind. Big business simply wants to sell their products. Advertising is intended to manipulate behavior, not convey truth. Tobacco companies want you to smoke, soft drink companies want you to drink big sodas, and fast food places want you to eat high caloric, unhealthy meals. Most big companies are not trying to save you or make you healthy, they just want to sell more. It is your responsibility to save yourself from harmful influences by

creating and living your vision and only putting in your body and mind, food and stimuli that lead to your visualized self. We all need downtime to relax a bit and watching television is relaxing at times. If we want to improve our vibration to be in harmony with our vision, the key is that we watch programming that supports our vision. My wife calls these *Vision Shows*. There are many good movies and shows that are in harmony with what we want to accomplish, for example, *Shark Tank*. Shark Tank shows entrepreneurs pitching their business for an investor and is extremely valuable and inspiring. The hosts of the show are seasoned entrepreneurs who give sound business advice. A second one that I found, as funny as it sounds, is *Baby Einstein*. I watch this show with my daughter. I consider this show goal fuel. The show is filled with exciting and adventurous ideas to set goals to do. In the goal setting workshop of this book, I got many of the ideas from this show, from hot air ballooning, windsurfing, sailing, learning instruments to dancing, etc. It is just a great show to get ideas for your goals. I encourage you to only put in your mind that which you want to experience in your future. The more you put in desirable stimuli, the faster your vision will unfold. Your choice. We must think for ourselves, set goals, and take action. We must speak words and take action every day that represent our realized vision.

## ***Part II: Philosophy***

Science teaches that we live on a revolving blue planet among billions of stars in our galaxy, among billions of galaxies in our cluster, among billions of clusters, among billions of super clusters. The universe is huge and we know very little about it. There are forces in the universe that we don't understand. Just because we don't understand those forces, doesn't mean they don't exist. They are the forces that created The Universe and keep it operating, perfectly. If we choose to think, speak and act in harmony with these Universal Forces or Laws, then our lives will unfold and develop harmoniously. Viewing life from a Universal perspective can humble us and potentially make us feel insignificant. Nothing could be further from the truth. The Universe is huge, but it took all of history to get us where we are right now, where we possess the skills to think, act, create and possess the freedom to do so. This is the point all of our ancestors worked toward, and we are the ones lucky and blessed enough to be here. The Infinite Intelligence that created us finally has the ability to create *through us, through* our minds, mouths and hands. In addition, this same intelligence that lives through us has the ability to appreciate through our senses as well. Look how much has been created in the past several thousand years, then, after human beings were free in the last 100 years! The things you create with your unique talents are a very important part of this continual Universal Evolution, have complete certainty of this fact.

Understand that the universe is unfolding perfectly - as *it always has* – and that you are made of the same matter as the stars. Your life and your actions are all part of this constant unfolding and development. In the grand scheme of things, your role may appear small but rest assured that it is very important.

Think about the miracle of the human body. The eyes, although small in size comparison, are as vital to our body's functioning as any other part. We all can't be eyes...some of us have to be hands and feet. Think of a symphony and the variety of instruments it takes to make it sound so beautiful. We can't all be playing the bass. We must choose one instrument, focus on playing it well, and then do the best we can playing our notes so the orchestra is complete. Your role in the unfolding expansion and development of the Universe is more than vital; it was carved out specifically for you.

At this point I would like to address the power that is behind the expansion and organization of this perfect universe in which we live. The physicist and cosmologist Steven Hawking said that in order for the Solar System to develop like it did over billions of years, it has to be perfect. He said that the distance between the sun and earth is so perfect that if it were any shorter, we would burn up and if it were any farther, we would freeze. The earth has been revolving around the sun for *billions* of years. Do the math – that's pretty damn perfect.

There are forces and powers – an intelligent design - behind the creation of the Universe and physics proves this. If you are a scientific thinker, imagine this power as the sub-conscious or super-conscious mind; if you are a spiritual thinker, imagine this power as the Universal Mind, Nature, Infinite Intelligence, or The Universe; if you are a religious thinker, think of this power as God. I will speak of this power from all three perspectives throughout this book to honor the beliefs of scientific, spiritual and religious thinkers. I will also cite philosophies of all three to further illustrate the laws behind how this Universal Power works. From this humble perspective, you realize your part in a

much bigger and perfect plan...the unfolding of the universe. As Steven Hawking stated, *the perfection of the unfolding of the universe is absolute*. Earth and its inhabitants would not be here otherwise. Understanding the perfection of the unfolding of the Universe brings sanity, peace, and belief in the *Ultimate Attitude*.

## ***The Ultimate Attitude***

Wallace Wattles wrote in The Science of Being Great: *All is right with the world. It is perfect and advancing toward completion. I will contemplate the facts of social, political, and industrial life from this high viewpoint. Behold, it is all very good. I see all human beings, all my friends, acquaintances, neighbors, and the members of my own household in the same way. They are all good. Nothing is wrong with The Universe, nothing can be wrong but my own personal attitude and, henceforth, I keep that right. My whole trust is in God.*

The Ultimate Attitude has three parts. First, to believe that the world - and all it contains, as Wallace Wattles stated above, including the people - are perfect and in a constant state of development. The best we can do is become an active part of that development. The second is to believe that we are exactly where we are supposed to be and did exactly as we were supposed to do in our past. The third, is to love yourself exactly as you are at this present moment.

In regard to the first part of *The Ultimate Attitude*, you may ask, “*how can this perfection align and coexist with the atrocities and evils of the world?*” Wallace Wattles explains that what seems like evil behavior in people is really a lacking of the proper development. People who do evil things obviously lack mental and/or emotional development. They may have personality disorders or mental illnesses. A seemingly normal adult with a personality disorder lacks empathy, self-esteem, and anger control. This under-development results in a person who may be abusive and hurtful. Learning to understand and handle the stages of development in the people you meet is imperative to

maintaining *The Ultimate Attitude* and is something we will discuss in the next section in depth.

The second part of living with *The Ultimate Attitude* is to truly believe that you are exactly where you are supposed to be; that all of the decisions you made in your life were perfect according to your awareness at the time. This is huge. This belief frees your mind from regret and allows you to know your past is your education. No person is where they are without going through many learning experiences. Everyone had to breakup to learn to be better at relationships. Many people had several businesses before learning to run a successful business, etc. Allow this part of *The Ultimate Attitude* to free you from any regret you feel and use this freedom to open your eyes and look only to the future to what you will do with the rest of your life.

The third part of *The Ultimate Attitude* is Self-Love. Henry David Thoreau says it like this, "*It is what a man thinks of himself that really determines his fate.*" You have to love yourself, exactly as you are right now. I am not saying that we should not have clear goals to work on each day to improve our life, e.g. exercising each day to improve our health. What I am saying is to love yourself *each day* of your journey, for exactly who you are, right now! Embrace and love everything about you! Having a clear vision helps tremendously with self-love. Consider your vision a third-party entity that either elicits the emotions of love and gratitude or the emotions of depression and hate. When you love your thinking, you love yourself. When you hate your thinking, you hate yourself. Our goal is to create this third-party entity, called your vision, intentionally, and to make it a vision that you love, for which you are thankful and one that you can't wait to think about. To take this a step further to the



realm of personal action/service, when you love what you do so much that you can't wait to get back to it, you love yourself even more! The goal of this book is to help you create thoughts/your vision that you love, then help you think those thoughts as your predominant mental thinking; then speak words based on those thoughts; then take action based on those thoughts. Our goal is to create thoughts, speech and actions that make you feel wonderful and thankful. When you can't wait to get to back to your chosen form of service, the biproduct of this is loving your life and, thus, yourself. So, by living your vision, you automatically love yourself because you personally created your thinking. I encourage you to love everything about yourself, too, especially your idiosyncrasies! It is your idiosyncrasies that make you so amazing. Our idiosyncrasies are what make us unique and the perfect person to do the work of our vision. As we live our vision, we are meant to bring into existence something new. Look at your favorite actors and actresses. Each of them is so unique and it is their uniqueness that makes them who they are. Their uniqueness is the new 'thing' they brought into the world, is exactly what made them so recognizable and why they took their part on the World Stage.

The example I love most about this is Arnold Schwarzenegger's accent. He said, "*The very things that they said would make it impossible for me to be successful in acting were the things that became my assets... It's now become such a big part of me, the accent, that people really enjoy it.*"<sup>xii</sup> The same exact thing is true of whatever makes you unique, believe they are your assets, not something you have to change. Arnold's accent was one of his many new things he brought to The World. Everyone loves his accent and people copy it because it is so cool. Being like everyone else does not work because you have

nothing new to bring, because someone else already brought it! That was them. You are you. So, celebrate your uniqueness and bring your 'new thing' to The World!

Your unique characteristics are new; are what make you equally amazing to Arnold and can make you just as, if not more, successful! Learning to love yourself exactly as you are is one of the most important things you can do in your life. A part of self-love, that will be discussed in depth in a moment, is spending time with people who celebrate you; lift you up and who encourage you on your goals. If you want to spend time with people who celebrate you, you have to learn to celebrate yourself, right now, as you are! LOVE yourself, right now, exactly as you exist because you are perfect. You don't have to change anything about yourself, at all! You are amazing right now and let your idiosyncrasies shine as Arnold Schwarzenegger did with his accent. This book will guide you on how to: first, love yourself; second, to perform thinking and apply Universal Laws with your own self-love/self-interest in mind; then third, to only allow people and organizations in your life who love you as you love yourself, e.g. validate you, lift you up, bring you forward, and encourage you to get closer to your goals and realized vision.

I encourage you to truly strive to believe and live with this *Ultimate Attitude*. Having *The Ultimate Attitude* is the best psychology I have found on how to truly feel at peace and content in the present moment. When you believe the world & people are perfect; when you believe you did exactly as you were supposed to in your life; and when you fall in love with exactly who you are, Mmm Mmmm Mmmmmm... Life is good. To keep The Ultimate Attitude, your clear vision in mind and consistently take daily action, you must do all you can to remove influences in

your life that potentially can hijack your *Ultimate Attitude*, mental vision and stall your daily action.

## ***Remove Vision Hijackers***

It is important to know how to clear the space in your mind to build and focus on your vision. We must do all we can to be consistent in thought and action on our goals and to stay in the frequency of our vision. To do this, we must keep the ultimate attitude, while enhancing our ability to perform at high levels; draw boundaries, so we can focus on our highest priorities; and take proper precautions to stay out of physical and emotional danger.

First, grow out of any habits that you have that, when performed, take your vision from you. 1 Corinthians, Chapter 13 says, *“When I was a child, I used to talk as a child, think as a child, reason as a child; when I became a man, I put aside childish things.”* These are habits that I consider eating dirt. Yes, dirt may be somewhat edible, but there are way better things to eat than dirt. There are dirt-like-behaviors that, when adhered to, can ruin days of your life. Partaking too much in such behaviors can rob you of your vision and destroy your life. These behaviors may have been fun when you were a child and following the crowd, but are incongruent with the person living your vision. I know that if I go out and indulge too much in alcoholic beverages and stay out late, my entire next day is pretty much ruined. I am at the point now where I choose to be at my best the next day, as opposed to being hung over, so I limit myself to a drink or two or none when going out. When working on your vision, each day counts, especially when you are working intensely, delegating to a large team and running a company. One bad day where you are unable to work can stall your entire business and let your customers and team down. If you let your customers down once, they might understand, but if you do it regularly, you will get

fired. When you sit at your desk, or whatever you do for your chosen profession, with a fresh hot beverage of choice, feeling your best, doing your highest quality of work on the goals that you set, there really is no better feeling. When you have clear goals, this is the feeling to which you will look forward, not escaping life through vision hijacking behaviors. This is why the harmful influences in the world try to encourage state-changing behaviors. When you are hung-over, high, drunk or the likes, you are literally not able to work on your goals. When you have goals, you need your mental clarity, a good night's sleep and all of your emotional energy to focus on the task you are working on. As you perform the exercises in this book, you will see this concept ring true in your own life and will need to become an elevated version of yourself to achieve your goals and, thus, to live your vision.

I did a triathlon once and you had to be there at 6am to register on a Sunday. I realized that there was a whole community of people who are in-shape, go to bed early on weekend nights and get up early on Sunday to compete and accomplish a goal. Define the behaviors in your life that potentially can be vision hijackers and grow out of them. What I mean by grow out of them is set goals that in order to meet, you have to ascend to more effective behavior. The triathlon on a Sunday or committing to a weekend fitness class are good examples. Going to bed early on a Saturday, instead of going out late and waking up hungover, is ascending to behavior congruent with your goal. Try this concept with any habit that is hijacking your vision.

People can also be vision hijackers. There are people in all of our lives, we all have them, that are always just awesome to be

around. Then, there are people whose blood type is B-Negative. Dealing with these people puts you in a state of grief, and I am here to tell you, right now, that you don't need people intentionally bringing you grief. Life will hand you enough of that on its own. Such people seem to always have drama in their lives and bring you into it. They could be abusers, get you in trouble, get you into a lawsuit, land you in jail, get you expelled, or have some kind of blackmail over your head. The point is, even relating to them completely takes you away from thinking from your vision. I hope this next part gives you the power to love yourself enough to remove such vision hijackers from your life, no matter the cost.

I bring these next parts up about personality disorders and abuse because one of the major Universal Laws I discovered is that the best we can do for our own self-love AND to help another develop emotionally is to go no-contact at the first instance of abuse. This may be in stark contrast to what you may have been taught in your life, but I will explain further below why this one step, regardless of who it is, is so important in not only maintaining your vision and high vibrational frequency, but to your self-love and personal, moment-by-moment joy. This section on going no-contact with malicious and malignant abusive personalities may be the most significant thing you ever learn, I know it was for me. The importance of this next section is beyond words and really one of the greatest gifts we can give ourselves.

A part of the Ultimate Attitude is realizing that everything in the World is in it's own perfect state of development. This includes people. Every person's emotional development is at a different place. Some people are very developed where they have

clear visions, love themselves, then validate and encourage those in their lives through their words and actions. Some, however, are in earlier stages of development where they are learning to love themselves and may relate to others through abusive and invalidating tendencies. When you are in a romantic relationship and your significant other does something that is a deal breaker for you, what do you do? You breakup and don't talk to them anymore, right?

For a moment, put yourself in the shoes of being the person who is broken up with because you did something wrong. Your relationship with the person who broke up with you was a part of your journey. The lesson that you learned by being with them is that the certain behavior that led to your breakup is not acceptable in relationships. Hopefully, you gained the necessary knowledge on what not to do again, so your next relationship works out. If you do bring that behavior forward to your next relationship, you will continue getting broken up with until you learn. You could consider this journey of getting broken up with until you are able to relate and behave in a healthy manner in a relationship, a part of your emotional development. Your emotional development journey was improved by the breakups because you realize what behaviors and words are emotionally healthy and lead to good relationships and which ones don't and get you broken up with. Makes sense, right?

The same holds true in any relationship we have in our lives. It is very true that you cannot change anybody. There is a saying I love, that is how can you hope to change anyone else when it is so hard to change ourselves. As Leonardo da Vinci says, "*We have no greater or lesser conquest than over ourselves.*" Even Leonardo da Vinci faced this reality! Think about how much

effort it takes to start and keep a new habit, be it going to the gym, eating differently, getting up earlier, etc. You don't change other people, you either love them for exactly who they are or you have to make the choice as to whether you want them in your life. No one is perfect and everyone has their idiosyncrasies, but, certain people are just plain dangerous to have in your life. They can do simple things, like put you down and just make you feel bad; take all of your time, with no boundaries in business; put you in harm's way through fighting; to involving you in illegal activity that could land you in lawsuits, jail, in the hospital or worse. Obviously, these are blaring red flags, but I encourage you to listen to and trust your gut and if someone makes you feel off, bad or is always drama ridden, really consider what is written next.

The best we can do for ourselves and another person's emotional development is to go no-contact with them when they perform a malicious action toward you or another human being. These malicious actions can range from name calling, a boundary violation, trying to break up your relationship or other friendships, not being happy for your accomplishments, putting down your accomplishments, or other abusive behavior. If we experience any type of abuse, we must acknowledge that this person is less developed emotionally and that they will abuse again, but next time it could be much worse where the stakes could be way higher. A small boundary crossed now, WILL yield a much bigger boundary later. In the movie, *Rough Night*, there is a boundary breaking character, Alice. Watch the movie to see how she says inappropriate things, tries to breakup other friendships and how jealous and clingy she is. Later in the movie, she breaks a boundary by jumping on a man's lap, knocks him over, hits his head and he dies. Jumping on someone is a huge



broken boundary and all the people who were with her, are now accomplices and, in real-life, would do jail time. Such people may cross other boundaries, too, like inappropriate touching, name calling, screaming at someone, and saying inappropriate things out of context. Sometimes, you just can't put your finger on what is making you feel off when such a person is around. That is your gut speaking to you. I encourage you to listen! You don't have to hang out with people who make you feel *off* in any way. The boundary crossed later could be illegal activity, getting into a fight, a life and death situation like the movie example above, or some sort of sexual abuse. I encourage you to just get away at the first crossed boundary or red flag, no matter who they are. There is no veil to this either, it doesn't matter if the person is a family member, good friend, politician, religious leader, or business associate or client. You notice any of the behaviors in this section, just get away from them.

Why, if you see someone break a boundary, call another person a name, scream at them, put them down, or worse do you go no-contact with them? Because, it is only a matter of time before you are a part of the broken boundary or that abuse is directed toward you and we should believe people the first time. *Believing people the first time* means that if someone relates to another human being in a certain way, then that is how they relate to others. When someone is emotionally healthy, they relate through emotionally healthy behaviors, when someone is abusive, they relate through abuse. Period. Broken boundaries are hard to pinpoint sometimes, but I encourage you to listen. When someone crosses a boundary or abuses, it means that is who they are and that they cannot help it. That behavior is how they relate and if that behavior puts you at risk or lowers your vibration, they cannot be in your life without significant risk to your life being

severely affected at some point.

Again, when you see a person relating to other people in a certain way, know that is how they relate to other humans and that they will eventually do the same to you. It is like seeing someone speak badly about another person behind their back, you know they are doing the same exact thing to you when you are not present. Have the self-love to get away from such malicious people. Remember the story of *The Scorpion and the Frog: A scorpion, which cannot swim, asks a frog to carry it across a river on its back. The frog hesitates, afraid of being stung by the scorpion, but the scorpion argues that if it did that, they would both drown. The frog considers this argument sensible and agrees to transport the scorpion, but midway across the river the scorpion stings the frog anyway, dooming them both. The dying frog asks the scorpion why it stung despite knowing the consequence, to which the scorpion replies: "I couldn't help it. It's in my nature."*<sup>xiii</sup> When you see someone treat another person with abuse, that is their nature. You cannot and will not change them. The only thing you can do to, not only help yourself keep your vision vibration, but to help them develop, is go no-contact with them.

Yes, when we love someone, we want to help them. The best we can do to help an abusive personality develop emotionally, *as hard as it is*, is go no-contact with them. It is through no-contact that people truly feel the implications of their actions and have the motivation to develop emotionally. If one keeps getting dumped by significant others, perhaps it is time put the effort into developing emotionally, perhaps through reading or therapy. If one's friends stop talking to them, perhaps it is time for them to learn to relate to other human beings in an emotionally healthy,

validating manner. The first time someone experiences abuse, they are a victim, the second time they are an accomplice to the abuse. This means that if you experience abuse, you get out of the relationship, friendship or business relationship because it will happen again. Emotionally developed people do not abuse others and to stay in relations to someone who is abusive is masochistic and the opposite of self-love.

A client once told me that in order to be in business, you have to be a psychologist. We laughed about it when he said it, but understanding psychology really helps get the bad ones out of your business. Being in business since I was 12, I have encountered several severely personality disordered clients. This, in part, was the reason I learned so much about personality disorders, how they enjoy the emotional rise they get out of people who take their abuse and how you can't change them. In our contract at Roman Media, we actually have the following clause that must be initialed. ***Abuse Clause:** By signing this agreement, you agree to Roman Media's zero abuse policy. All dialog will be constructive and kept in the direction of symbiotically completing your project to the best of our ability. We will not tolerate any negative speech or actions taken against any of our team members under any circumstances. Roman Media reserves the right to revoke service without any refund if abuse occurs. This includes, name-calling, put-downs, yelling, etc. Acknowledge by Initialing Here.* A personality disordered client can take 95% of your and your team's time if you let them.

I have seen, first-hand, a client go out of business because of ONE such client who held back payment because they just could not be satisfied. In this example, there was no pleasing the client and it put a 20-person company out of business. They were doing

a huge project and the several hundred-thousand-dollar payment that was held back bankrupted the company. This is a very serious topic and one that I wish I knew about sooner, but that I want to share with you so you can not feel bad about removing such people from your life. I recommend a zero tolerance for such people. At Roman Media, we have very strict amounts of time we devote to projects and 99% of the time, all of the work is completed in that time. When, however, you get a personality disordered client, they try to walk all over you. We also have a time clause dedicated to a project; a revision clause limiting the revisions to 3; a hold and resume fee if the client delays the project; and a coach-ability clause saying the client has to be 'coachable' and consider our recommendations. Having even one personality disordered person in your business can literally put you out of business, so your best bet is getting them out of your business as soon as you realize what they are. Also, they may still take you to court, even if you have a contract with them, just to chew up your time and 'win'. If they are this difficult, I recommend just giving them their money back, even if you did the work, just to get them the hell out of your life. Any time you are engaged with such people will chew up your mental real estate and take your thinking from your vision. Them seeing you in this state is their goal and they get narcissistic supply out of it. Just get out of the situation as quickly as possible. Think of the money you are giving them back as an investment in your skills and in the clearing of your mental real estate on which to construct your crystal-clear vision. Also, you can think of it as a tithe and consider that money a gift to God or The Universe. These people live for conflict. Don't fight such people, it is not worth it, just get as far from them as you can.

You may have been taught to forgive and forget and that

this is the opposite of that philosophy. Actually, it aligns perfectly with that teaching. Remember when Saint John Paul II was shot? He forgave the man who shot him. Yes, he forgave him, but the man remained in jail. Saint John Paul II wasn't having lunch with him the next day. He forgave him and the guy finished his prison sentence. Forgiveness is an inside job, meaning you are clearing the space inside of you for better emotions, which is what this book is all about. Bob Proctor says it in his book, *The Art of Living*, too. He has a whole section on forgiveness being for you on letting any bad emotions go, but, and that is a big but, you don't have to allow it to happen again, meaning, you do not have to allow the person you had to forgive to do it again. Also, anyone telling you to stay in some sort of communication with a known abuser is grooming you for more abuse. Really, really watch such people and organizations. If someone attempts to abuse you, crosses a boundary, or makes you feel funny inside, **YOU DO NOT HAVE TO EVER SPEAK TO OR BE NEAR THEM EVER AGAIN!** This is the exact rule we should be teaching our children if we want them to have the skills to have strong personal boundaries and the power walk away from anyone who attempts some sort of abuse or crossed boundary. Again, any person or organization who wants you to continue contact with a known abuser is trying to force you to have porous boundaries and to lead a dysfunctional life, so you are dependent on them or the organization. Don't listen to any of this. Get away from any boundary breaking or abusive personalities and organizations as quickly and decisively as possible.

A part of the development of this Universal Plan is helping further the development of abusive and malicious emotionally less-developed people, and as hard as it is, the only way to do this

is to go no-contact with them. First, obviously, look at yourself and make sure that you are behaving in emotionally healthy ways. That you don't talk behind people's back; only call people by their name or a term of endearment; that you validate and encourage. By term of endearment I mean, honey, dear, sweetie, buddy, brother, etc... If you do perform any abusive behaviors, stop immediately! If you need professional help, get it, and learn to relate to other human beings in emotionally healthy manners. Then, when it comes to malicious and abusive personalities, your abrupt absence from their life allows them to feel the consequences of their abusive actions and bring the potential of better behavior into their future relationships.

Again, think of when you did something in a relationship where you, yourself got dumped. That relationship was over. Let me guess, you didn't perform that same action in future relationships, right? Well, not at least if you wanted that future relationship to work. The same is true when we experience someone who is underdeveloped emotionally and chooses to maliciously and intentionally harm another human being. You believe them the first time, meaning, if they abuse once, they are an abusive personality. If they abuse, they are on the malicious and malignant abusive spectrum and are not developed enough to be in a relationship, personal or business, or friendship with you. The first time they abuse, you know that they are underdeveloped and that all you can do to help them develop is to go no-contact with them.

The reason I mention this part of emotional development is that all of the atrocities the World has seen were caused by emotionally underdeveloped people. If these people were removed from their relationships at the first toxic event, they

never would have reached such power to cause such atrocities. If they ran a company and their customers and employees fired them and quit, they would not have gotten there. If they were in the government and their constituents and staff walked away, they would never have gotten there. No job, customer or situation warrants staying in an abusive situation. If you experience abuse, love yourself enough to get the hell out of that situation. With the clear vision you are creating in this book, you need the mental real estate they were occupying to build and house your vision.

If everyone in the world went no-contact to abusive personalities, the abusive personalities would literally have no friends. If stores stopped letting abusive people in, they would have no food. If the power company cut off power for abusive people, they would be in the dark. People remain abusive because the people in their lives allow them to continue their behavior. There is never an excuse for abuse, invalidation, put-downs, *EVER*. If the abusive personalities in the world were literally alone, it would be at *that* point that they would be forced to develop emotionally because they would literally be cold, starving and alone. In order for them to eat, they would have to consistently relate to others in healthy manners. This situation might happen in the future at some point, but in the meantime, you are responsible for your life and the people in it. I encourage you to get rid of anyone who chooses to relate to you or other human beings through malicious tendencies and to choose healthy relationships. It is a lot easier to digest letting a person you love go by knowing it is their *choice* to treat you that way! They could *choose* to treat you with respect and dignity, but do not make that choice. Instead, they choose to treat you with put-downs, abuse, name-calling and invalidation. Pardon my French, but F-THAT-NOISE! Get anyone who *chooses* abusive behavior

as far away from you as you can!

The reason this lesson is so important is because a huge part of our own mental and emotional health is the company we keep. There is a saying that has real truth to it, “*Am I depressed or just surrounded by \*sshholes.*” What is more accurate is to realize that if you are surrounded by abusive people, people who call names, invalidate, make fun of, use guilt, put down, to gain superiority, etc., this is a glaring sign of their emotional underdevelopment and malignant abusive nature. The technical term for a person who intentionally hurts other people is *malignant narcissist*. When you stay in any relationship like that, each time they hurt you, your vibration drops and your vision disappears because you go into survival mode. This survival mode is the fight or flight response where your vision and thoughts go to merely getting away from the toxic event you just endured. When your vision is one of survival it, by nature that we can only hold one thought in our mind at a time, is not focused on your vision, but of surviving the emotional attack. Your vibration drops to one of feeling fear where you feel hurt, angry and upset, all opposites of the abundant vibration of your vision. This emotional hangover we experience after dealing with a boundary breaker or abuser can literally make you feel off and lose your vision for weeks after the interaction. You may have to process what happened with third parties just to get back to baseline. If it was a legal boundary that was crossed, you may have to deal with the legal or criminal consequences for years, completely taking you from your vision for that period of time.

When you stay in a relationship with someone who abuses, you literally are saying to them that they are the superior and you are the inferior, furthering your vibration drop as, just as you are



not better than anyone, no one is better than you, either. All people were created equal! Someone abuses to gain superiority over others. What made them this way? There are a lot of theories, but it doesn't really matter. Their actions are abusive and that is all you need to know. One's actions define them and dictate whether they should be in your life. Really remember, especially when you have children, that a small ouch moment, boundary broken or abuse experienced now, may result in a mind-numbing, life-altering boundary broken or horrible abuse later. When you realize the best you can do for yourself and your family is to go no-contact with malicious underdeveloped, abusive people, it changes your life. It is better to have one healthy emotional friend than a pack of friends where several are abusers. If there is a group of people you know that get together and one is an abuser, just don't go out with that group anymore and make the effort to see the individuals you want to see from that group for quality one-on-one time. Once you know someone is an abuser, just avoid them and go no-contact. A life-changing realization is to understand that there are people with whom you can spend time that are truly gifts to be with. I have friends, that when I spend time with them, it is like a therapeutic experience. Everything is positive and encouraging about the friendship. I encourage you to find and cultivate these emotionally healthy, fulfilling friendships and relationships. You do not have to spend time with people who cause emotional pain to you. This is a huge lesson to learn and one that truly changes everything. Going no-contact with malicious, underdeveloped people is a first step to your Ultimate Attitude and a powerful skill to maintaining the high emotional state necessary to keep you in the same frequency as your vision.

None of us are perfect you may say, yes, agreed, however,

we learn from our mistakes and, as mentioned above, some of these mistakes cost us relationships. The mistakes we make really aren't mistakes. They are learning experiences and are actually lessons in the syllabus of life. To continue on the journey, we need only to complete each lesson. As Ben Franklin said, *"Those things that hurt, instruct."* This is true in relationships and in business. Yes, having someone go no-contact with you hurts, badly, however, the lesson learned from losing that relationship could potentially help you develop for the better and permanently improve your ability to relate to other human beings. Your ability to go no-contact with those who relate through hurtful and abusive tendencies is a huge part of keeping your vision in mind and doing the daily work you are inspired to do to realize your vision and help the World and Universe develop.

On *Shark Tank*, Season 8, Episode 24, there is a woman named Heather Stenlake who pitched a very useful product called *Bridal Buddy* that helps the bride hold her dress up in case she has to use the restroom. She goes onto get an investment from Lori Greiner and Kevin O'Leary. There was a moment when Robert Herjavec asked, *"You created it in 2002, but you've only launched it in 2015. What happened in that 13 years that you didn't move forward with it?"* Heather passionately replied, *"You know, life happens. Without going into too much detail. All I am going to say is this. You know, surround yourself with positive, encouraging people, because that is the way you get ahead, and I found that out the hard way unfortunately. It took me many years to figure that out."* Barbara Corcoran then asked, *"What made the change?"* Heather continued, *"Because I believed in myself. And I kept working on it and working on it, trying to get the best possible version of it. Here I am and I am proof that you can overcome any obstacles and get where you want to be. Focus on*

*the future. I am done with the past, but it is a learning experience for me.”* Lori Greiner then said, *“They always say, look back to learn, look forward to succeed.”* To which Heather replied, *“You are absolutely right.”*<sup>xiv</sup>

Heather’s story is just so touching. It took her over a decade to figure out to get the vision hijackers out of her life. Allowing even one vision hijacker in your life can thwart your ability to focus on your vision and vibrate at your vision frequency. If, every time you see or hear from someone, they put you down, intentionally break a boundary, or make you feel horrible, do you think you will be able to focus on your vision and somehow feel good about yourself immediately afterward? Of course not! Do yourself a favor and get them out of your life! I said before, no matter the cost, because I meant it. Even if it requires going to court or having to physically move your residence to get away from such people, do it! Consider the court or moving costs an investment in your mental real estate where you are building your vision.

You may think it is a bit extreme to physically move from a really toxic person. You may see it as giving up. I don’t. You can’t change people and if they are personality disordered and do things to intentionally make your life difficult or if they are dangerous, they will perform those actions every day of your life. Don’t bother trying to deal with them, just get away from them. You may encounter only a few of such people in your life, but if you do, get the hell away from them pronto. Please trust me on this and listen to what the comedian Sebastian Maniscalco says about such people, *“I just moved into the neighborhood. I don’t even know the guy. I knock on the door, the guy came to the door, had a full medical mask on. If you have a medical mask on, and*

*you answer the door, that's gotta be the first thing out of your mouth, okay? Why you got this damn thing on. I come to my door, with a medical mask, I take it down: "Listen, doing some painting in the garage, gets into my lungs, that's why I got the mask." This guy, nothing on the mask. Started talking through the mask. He's, like, "What's going on?" I go, "No, no, no... what's going on in here?" I just bought the joint next door. Do I gotta put it up for sale? Why the hell do you got a medical mask on, on a Monday morning, okay? Let's get into that. I'm gonna send Julio in your yard. Is he gonna come out with no head? What are you doing with the mask?*

*I live in the negative. Live in the negative. My wife is in the positive, okay? Came back to our house, I said, "Put the 'for sale' sign up. There's a guy with a medical mask living next door." She's, like, "Maybe he has a respiratory problem and that's why he has the mask." I go, "Or maybe he's got 16 bodies in drums, "in formaldehyde, in his basement. Put the sign up, we're moving."<sup>xv</sup>*

Realize, people who abuse, cross boundaries or who don't give an explanation for wearing a medical mask, don't have the emotional tools to be in any relation to you. You just don't know what they are capable of and will always be waiting-for-the-other-shoe-to-drop. People who fall victim to such people, if they knew to get away at the first boundary broken, may have been able to get away unharmed. I encourage you to take, very seriously, abuse, broken boundaries and other malicious behavior as it is the tip of the iceberg. People who relate abusively will continue to bring you down or physically cause you or those you love harm if you allow them to stay in your life. If you allow them to stay in your life, in any capacity, you will not go

anywhere during that time, just as Heather explains above. For the duration of the time they are in your life, they will pull you out of your vision frequency every time you see, speak or hear from them. In order to keep your focus on your vision and give your goals your best-self daily, you need to be at your peak state with all of the energy and power you can muster. Don't waste a second with people who intentionally want to steal your focus, positivity, energy and vibration. Normally, with personality disordered people, there is no middle ground either. There is no distancing yourself from them as it elicits narcissistic rage. The best thing to do is just go complete no-contact with them, then focus on healthy relationships and your vision. It is better to be alone at a coffee shop with your laptop waiting to meet a new friend, then to be in relation to an abusive personality.

Think of this concept like this, if you were walking down the street and someone physically attacked you, would you go near that person again? Of course not. Try to hold the same type of mentality about emotional attacks, too. Remember that people usually don't change and if someone emotionally attacked you once, they will do it again. Several months or years may pass and you may receive a call, email or text from the person who attempted an emotional attack, boundary violation or tried to involve you in illegal activity and you may forget about the incident. I encourage you to never forget and to remember that they will do it again. Forgive and forget. Forgive them, go no-contact, then forget them. Another way to look at this is how Les Brown recommends, *"I was reading a book on forgiveness. And it said forgive and grow. I had to let that luggage go. You see your mind is... You know, when you go into a services station to get gas, you don't go in there and just start pumping. When you push the lever up, it clears the previous bill. By the same token, if*

*you want to begin to move, you've got to clear your mind of all the unnecessary luggage and baggage that's weighing us down. I couldn't move, I couldn't think, about what I am I going to do to get out of this situation. Because I was so concerned about what happened and what he did to me and how bad it was. I was so stuck in that; I couldn't even focus on what I have should have done. Feeling sorry for myself and angry and none of that was taking me anywhere. So pretty soon I learned through effort and made a conscious deliberate determined effort, I had to let it go, I had to forgive it. Let it go and begin to focus on developing myself and I say to you, you're going to have people that do things to you. Things are going to happen to you. And the most important thing to do is to harness your will and let it go. And move so you can grow. So you can get on with your life.*"<sup>xvi</sup> I love this and it is so true. You forgive, grow from it, focus even more on your vision and move forward with the people in your life who celebrate you.

Think of planting a garden, you have to clear out the weeds before you plant it. If someone does something to intentionally hurt you, let them go and hang out with people who will propel you toward your vision. Surround yourself with people who have a clear vision and are living it daily! Eric Thomas says, *"I have cut off the people who are not on the same mission as me. And yes, they are very upset, and yes, they said some nasty things about me, but guess what? I cut them off anyway. And I surrounded myself with people who have the same values, who have the same mindset and people who want to accomplish what I want to accomplish.*"<sup>xvii</sup> There are people with whom are simply amazing to spend your time; who would never put you at risk and all they do is encourage, celebrate and bring you up and forward. An evening out with them is therapeutic and you leave feeling

wonderful. Choose these people. Do a search on YouTube for videos on *'surrounding yourself with greatness'* and watch the videos. If someone, even once, performs some sort of emotional attack, broken boundary or blatant abuse, that is their nature and it will happen again, but next time, it could have permanent consequences where you could at minimum, miss an opportunity, or at worse, end up incarcerated or dead.

When you realize a person has a personality disorder or any abusive tendencies, remember it is through those behaviors that they relate to other people. Again, some time may pass and you might forget what they really are, then, WHAM, they pull another emotional attack on you and you are right back in a lower vibration. You may be tempted to *'jump in the gutter'* with them and *'hit'* back. Please don't abuse back. Don't call them a name and play their emotionally less developed game. Jumping in the gutter only further lowers your vibration, opens you up for other liability and makes you like them. These people are called psychic and emotional vampires for a reason. Think of what a vampire does, they bite their victim, who then either dies or becomes a vampire like them. Once you realize someone is an abusive personality, don't become like them and abuse back, just walk away and feel great about your self-love choice for a healthy life.

This is why you don't intentionally surround yourself with known abusive personalities. Let's think of the example of going to a group dinner where you know there is an abusive personality there. If you put yourself in a situation where they have personal access to you at a table for a period of time, you are an accomplice to allowing their abuse. When at the dinner, say they make an abusive comment toward you, call you a name or put

you down to gain their superiority. If you say something like, “*Don’t ever speak to me like that again*” in front of everyone, the people who don’t understand the concept of going no-contact with abusive personalities yet, may say, “*Why are you being so sensitive, it was just a joke*” and YOU will be the one who seems unhinged. Then, you spend your precious time and energy thinking about the emotional incident and your vibration is off for that period of time. When your vibration is off, they succeeded by bringing you to their level and it gives them an abnormal feeling of superiority. Them preventing you from moving forward and ascending is their goal. It is through such social dynamics where these abusive personalities get away with their superior seeking behavior and may be seen as funny, but you can now see through that veil. We can all be funny without being funny at someone’s expense. Just don’t allow such people access to you like this.

There is a great example of this exact situation in the movie, *Maleficent 2*. It is where Queen Ingrid (Michelle Pfeiffer) has Maleficent (Angelina Jolie) over for an engagement dinner. The Queen is a real psychopath. She tried to kill her own husband, starts a war and is a complete abusive personality. The entire dinner, she pushes Maleficent’s buttons and finally crosses the line by making this toast, “*Cheers. You have done an admirable job, Maleficent, going against your own nature to raise this child. But now, Aurora will finally get the love of a real family, a real mother, because the one thing I regret, is never having a daughter of my own. But, tonight changes that, tonight, I consider Aurora, my own.*”<sup>xviii</sup> That was the last straw, Maleficent stands up for herself and, I don’t want to ruin the movie for you, and leaves the dinner by flying through a window. In a subsequent scene, Queen Ingrid attempts to console/manipulate Aurora (Elle



Fanning), by saying, “*She has brought a cloud of darkness upon your happiness... When I saw her at dinner with her horns covered... Well, it is no wonder she lashed out.*”<sup>xix</sup> This is what these people do. They passive aggressively and overtly push people’s buttons, call names in so-called humor, and do all they can to cross boundaries, for fun! It is their mode-of-operation and when you stand up for yourself, which is the emotional rise they seek, they make it seem like it is you who are *unhinged*. It is their nature and if they relate to you or others once like this, that is how they will always relate to you. Healthy people do not relate through these tactics.

The reason I bring this example up is that it perfectly shows the example of being at a dinner with a known abuser and when standing up for yourself, you are seen as the one who “*lashes out.*” I will say it again to really emphasize this. The first time you experience any abuse or a crossed boundary from someone, you are a victim, if you choose to surround yourself with the known abusive entity in the future, you are an accomplice to your own abuse. You do not have to try to jump in the gutter with them by being witty and trying to abuse back. By doing this you drop your vision vibration and lower your dignity. I hope this gives you the knowledge and courage to simply walk away from such people. The abusive, superior-seeking behaviors through which they relate to others are performed on purpose, are their choice and show you enough to know that they will continue this behavior. As you relate to such people you will experience a drop in your emotional vibration during the experience with them and for a period of time after relating to them. Proudly and enthusiastically *forget* these people. If you are a student or under 18 immediately report the broken boundary or abuse and keep going up the administration until action is taken. Do NOT be

intimidated. It doesn't matter if the malignant personality is a bully or a teacher, keep going up the chain command until action is taken. Tell your parents and take appropriate action to tell your story. Disney actually does a great job at pin-pointing the characteristics to watch out for in their villains. The 2015 live version of *Cinderella* truly pinpoints a malignant narcissist in the character of the Evil Stepmother. She does all she can to intentionally make Cinderella's life a living hell. If you can get away from such people, do so PRONTO!

You can choose to spend your time with people who bring you up, make you feel better and where you leave a well-earned evening out with friends feeling like you can conquer the world. You are not being sensitive by choosing to only have healthy relationships. Listen to what Will Smith has to say about this, *"The prerequisite for spending time with any person is that they nourish and inspire you. They feed your flame. Look at your last five text messages, are those people feeding your flame, or dousing your fire? Put your phone down for just a second and look around, look to the people around you. Are those people throwing logs on your fire, or are they pissing on it?"*<sup>xx</sup> Those that seek superiority through abusive tactics have no place in your life and, after you grieve the loss of that friendship, you will feel so much better and more powerful than you can imagine. You made a hard choice for your own well-being and that feels amazing every-single-day after you make such choices. Your job is not to change an abusive personality either, you can't. The best you can do for yourself and that person is to go no-contact.

Someone's behavior is who they are. That is all you need to see to make the decision to get them out of your life. Again, it doesn't matter who they are either. People are not allowed to

attack other human beings, physically OR emotionally. The legal system recognizes physical abuse, but it is up to each individual to police any emotional attacks. It doesn't matter if the person is a friend you have had for life, a schoolyard bully, a family member or a prominent figure in your community, if they perform an action that hurts you through any of the methods mentioned above, they are somehow personality disordered and your best bet for a great life is going no-contact with them. Realize that people who have these personality disorders actually enjoy the emotional rise they get out of seeing their victims suffer. Statistically, they rarely change, so don't expect them to. If someone displays any malicious, abusive or malignant behavior, just write them off and choose to surround yourself with emotionally healthy people who bring you up and encourage you to live at a high vibration and move closer to your goals and vision. Instead of feeling bad about letting abusive personalities go, I encourage you to see letting such toxic influences go a form of self-care. Don't see it as a loss, but instead see your visualized life even clearer and feel great about your ability to have powerful boundaries in your life. Feel awesome about getting someone out of your life whose modus operandi was causing you emotional pain and taking you away from your goals! When someone attempts abuse, recognize it, turn off your empathy for them, and go no-contact.

Don't feel bad at all either. Once you realize that such people hurt others on purpose, it makes getting away from them not only easier, but enjoyable. Once you realize that such toxic people are *ROBBING YOU* of your vision and the best version of yourself, feel great about getting them the hell out of your life! Also, when experiencing toxicity, we absorb some of it. Think of yourself as a filter. If you breathe in clean air, the filter is clean and you

breath out clean air. If you breath in dust-filled, dirty air, some of that filth is left on your filter and you breath out dirty, toxic air. The toxicity that you *'breathe out'* can potentially be projected onto others in your life and affect those relationships. You are the steward of who you choose to have in your life. Don't let some toxic person intentionally sabotage your important relationships because you think it will be hard to go no-contact with them. When it really sinks in that they behave like that intentionally and they actually get their jollies seeing you and your relationships suffer, it is an easy decision. Research the topics of narcissistic abuse and narcissistic supply to learn more. Don't let them and their toxic behavior use you and those you love as their supply of energy. Just get the hell away from them proto. Involve the police and legal system if you must but make the move. Trust me, to live your vision; to maintain your best emotional state; and to have the best emotions possible with which to relate to others; just get rid of toxic people, cultivate healthy relationships and celebrate the life you are creating. You will feel absolutely frigging amazing when you only have healthy relationships in your life!

You may say there are people you simply cannot cut-off completely. Maybe that is true. If that is the case, be it someone in your company, or perhaps a family member you see at a gathering periodically, just distance yourself from them and hang out in another part of the gathering. Also, if you are caught in a situation where a known abusive entity attempts their control drama, see them as a little emotional child, simply walk away, mid-sentence if necessary, metaphorically wipe off their toxic sludge and do all you can to get back to gratitude for your vision. Try to build immunity to anything that is contrary to your vision. As you practice the ideas found in this book, not taking what an

emotionally under-developed person says personally will become easier, although I still recommend you do all you can to get such people out of your life. Spending time with people who bring you down simply isn't worth it, and the time spent recovering is much better spent on the pursuit of your goals. Life is too short, and you work too hard for your leisure moments to squander them on anything but peak life experiences.

Les Brown just summarizes this concept brilliantly, *“You want to begin to get all the toxic people out of your life. Hello. Energy drainers, get them out of your life. See ladies and gentleman, it takes a lot of energy to reach your goals. It takes a lot of emotional, mental and spiritual energy to reach your goals. And you can run faster with the a hundred who want to go, than with one around your neck. So, there are two kinds of relationships. Nourishing relationships and toxic relationships. Nourishing relationships are the relationships that inspire you. They motivate you; they bring the best out of you. Toxic relationships are relationships with people that always criticize you, all they can do is find fault. All they can do is just exploit your weaknesses; all they can do is remind you of the mistakes you’ve made in the past. These people are bad for your health. Toxic people can run your blood pressure up. One apple can spoil a whole barrel, one negative energy drainer can spoil your whole life! I know people whose lives have been RUINED because somebody wasn’t good for them. See, there are some people that aren’t good for you. Hello. They aren’t good for you; you’ve got to get them out of your life! See a lot of people put up with a lot of foolishness because they don’t die by themselves. Here is what I believe. I believe that one to a box theory. (\*When you die, how many other people do you think will hop in the box with you?) Ask this question of yourself. Make a list of who you*

*communicate with most and ask yourself the question, “What kind of person becoming because of this relationship?” Is it helping me to grow mentally, emotionally and spiritually? Am I becoming a better person because of this relationship? Do they bring out the best in me? Do they inspire me? Do they encourage me to develop my greatness? Do they make me stretch? See, you’ve got to look at what kind of person are you becoming because of that relationship. My mother used to say, birds of a feather flock together. You run around with losers, you will end up a loser.”<sup>xxi</sup>*

I hope this section gives you the knowledge, strength and power to love yourself and your visualized life enough to let go of any person who puts you (or others) down, calls you a name or discourages you or your vision. I hope you get to the point where you realize that by staying in communication to such people, YOU are robbing YOURSELF of the greatest version of YOU by letting them influence you. I encourage you to feel great about letting such people go because you are making the choice to ascend; to think of and actively work on your goals and vision daily with great energy in your life. You need all of the energy and focus you can muster to reach your vision, so don’t waste any of it on people who try to bring you down. With nourishing relationships, you will fill your mental and emotional space with the wonderful feelings of the future conditions of your life, your vision. Please, *believe in yourself* and proudly make the conscious choice to surround yourself with fellow goal-setters, goal-achievers and vision-creators. Once you let go of emotionally-less-developed malicious people who attempt to gain superiority by hurting you intentionally, the feeling you will experience is intoxicating. You feel terrific and your life will change so drastically with this choice, it will feel like a

metamorphosis, like you transformed from a caterpillar to a butterfly.

When you make the conscious choice to only have healthy people in your life, each conversation is amazing! You can't wait to speak to all of the people in your life. When you have healthy clients, you can't wait to speak to them. When you have healthy friends, you can't wait to speak to and hang out with them. You no longer dread picking up the phone, you answer with vitality and enthusiasm because you know the person on the other line is healthy. Life is different when you choose healthy. Trust me on this. You will no longer dread calling anyone back, because those people that make you feel that way are simply out of your life. Surround yourself with people where all parties involved validate and nourish one-another to become everything each person wants to become. Talk about your goals; your plan to reach them and hold each other accountable to getting results. Think big, talk big and hang out with people who raise your frequency and move you toward your vision.

## ***Grieving in the Valleys of Life***

There are going to be valleys in life that you just can't avoid, too. There are going to be deaths, unhealthy relationships and business situations that end. Certain vision hijackers you can remove from your life without missing them, while others you may have to grieve. Viktor Frankl said we discover meaning through the attitude we take toward this "*unavoidable suffering*" and that "*everything can be taken from a man but one thing: the last of the human freedoms—to choose one's attitude in any given set of circumstances*". During times in your life when you go through such unavoidable suffering, you must grieve. I encourage you to fully grieve, shed those tears and accept that you won't be yourself for a while. In those times, try to understand and say, "*It is not my will, but Thy Will be done*" and have faith that the future will be better than the past. Even with this type of strong faith, it will take time to get through such losses, so be patient. Sometimes, time, just takes time. If you are really struggling, I encourage you to see a mental health professional who can help you through it. They call themselves mental health professionals for a reason and they can help you get back to yourself.

Grieving over situations that do not go as planned is natural, we are human beings. During these times, I encourage you to acknowledge there is a bigger plan, take the time you need to fully grieve, then, when you are ready, keep moving forward, one foot in front of the other. Move in the direction of your goals with faith and certainty that whatever awaits us will be amazing and the best is yet to come. The skills we acquire from our experiences are part of a unique education...a custom syllabus. These skills help us to serve better which, in turn, improves the conditions of life on this planet. *Failure is not failure at all.* Be



grateful for your stepping-stones and be humble enough to adjust your sails to the bigger plan. Move forward in faith and have full confidence that you are working within and to help develop a Universal Plan. Vince Lombardi once said, *“It’s not whether you get knocked down, it’s whether you get back up.”* Get back up. No matter what, get back up. Moreover, as my Mom always told me, *“When things get tough, pray.”* Now prayer is an interesting topic. I consider prayer to be actively attempting to relate to God/Universal Mind/Infinite Intelligence. I believe our thinking is our prayer. I like the idea of changing the ‘I’ in the word think, to an ‘A’ making it thank. So, as we think our vision, we are just constantly saying thanking whatever we perceive to be the power behind everything. As we will learn thoroughly in this book, to be in a state of thanking, or a state of gratitude, is harmoniously relating to whatever you consider to be the power behind our existence. Also, as we discussed briefly earlier, if you are not thankful for the thoughts you have, create thoughts for which you are thankful. Stay tuned, we will accomplish this goal later on in this book.

Don’t be afraid or intimidated to cultivate your relationship with whatever you perceive to be the higher power either. As Steve Harvey says, *“Prayer changes things... The cool thing about prayer, it’s the one thing that’s available to everybody at any given time. You know that God is never too busy for you. Do you know that God actually knows who you are. Do you know that God actually created you to converse with him? Do you know that God would actually love to hear from you? You’re not going to make it without God. If you tried so far tell me how that’s working out for you. It sucks, doesn’t it. Don’t you think I got here without him. I needed him every step of the way. If it wasn’t for God, I wouldn’t be standing here today. I am telling*

*you right now, you need God. You need to tell him that you need him. Quit being ashamed about it and worried about who is looking. Go somewhere by yourself today and tell God you need some help. Tell him you are just tired of trying to figure it out for yourself. God has an incredible life for you. He really does, but you aren't going to get there if you give up.” Don't be intimidated by the concept of a higher power. Steve Harvey chooses to call that Power God. Call the power behind the Universe whatever you want, but I encourage you to team up with it. You can make your prayers however you you want. Every day, I look up and say, “Thank you Lord, I love and trust You”. This simple prayer is very deep. To say “Thank you, Lord” shows gratitude for all the gifts God bestows upon us. I love and trust You for Your Plan for me and for the exact experiences You put me through as I know they will result in a life better than I could ever imagine and wisdom to serve others I meet on my journey.<sup>xxii</sup>*

I have found that gratitude is my primary form of prayer. In every situation, I try to just see what I can be grateful for and feel grateful as best I can. I recommend consciously practicing gratitude. I really think the words prayer and gratitude are synonymous. Anyone telling you not to team up with whatever the power is that made The Universe, simply does not have your best interest in mind. Look at who is sending you this message? Do they want you to be self-reliant, or better said, *We Reliant*, meaning your and the Infinite Power? Who is sending the message, the media? If you were self-reliant, many of their advertisers would go out of business. Many of such advertisers do NOT have your self interest in mind! I encourage you to cultivate this relationship with whatever you believe the power that created you and The Universe is! With this power you are

unstoppable, which is why those who want you to be reliant on them do all they can to taint that relationship.

Will Smith says, “*Command your mind to choose actions that are in your own best interests. Everyday, we are choosing sh\*t that is not in our own self-interest. So, if the world is attacking you and the world wants to fight you and the world is trying to hold you down, you are going to kick yourself in the b\*lls? You are going to stop yourself from getting what you dream?*”<sup>xxiii</sup> The world trying to hold you down is anyone or organization that is actively trying to prevent you from unifying with the power that created you and The Universe. By cutting off this relationship, you are intentionally making yourself *soul-sick*, thus intentionally kicking *yourself in the b\*lls*. Oprah Winfrey says, “*I expanded my view of what it means to be a citizen of the Universe. To be a part of the energy field that is omnipotent, omniscience, all-knowing and all-present in all things. So, my confidence comes from knowing that there is something greater than myself that I am a part of and is also a part of me. I call that God, but I do nothing without that understanding.*”<sup>xxiv</sup> If you want results like Oprah, I would listen to her and do all you can to cultivate a relationship with whatever you deem the Power behind The Universe to be. You have all the power there is, inside of you, right now! Don’t kick yourself in the metaphorical b\*lls intentionally by choosing to cut off this relationship! I hope this book helps you team up with it, harmoniously relate to it and to allow it to inspire you to create an even better life than you imagined in your vision!

Regardless of your beliefs, think of it like this. There is something that created this Universe. Isn’t it in your best interest to have that power, whatever you conceive it to be, in your

corner? Or better said, it is not having God on your side, but being on God's side. Meaning that when you humble yourself to set your goals and get a clear vision, you listen to your inspirations and take action. Your inspirations are God breathing through you. In taking action, you are doing God's work and work that will truly fulfill you. For any of the work I have accomplished in my life, I always say it is *'we who have done it.'* Meaning God, *all of the people who helped me and me.* The reason I wrote this section about grieving, is that things happen that can totally turn our lives upside down. Sometimes there is just nothing else to do, no other thing that works and no where else to turn, than to God. I encourage you to explore this relationship and pray and ask for assistance if you need it. Trust me, he will listen and help you in any way you need.

ALL great people mention that this relationship is what go them through the necessary steppingstones and valleys of life. Listen to what Denzel Washington has to say after he got rejected from an audition early in his career, *"But here is the thing, I didn't quit. I didn't fall back. I walked out of there to prepare for the next audition, and the next audition, and the next audition. I prayed, I prayed and I prayed. But I continued to fail, and fail, and fail. But it didn't matter, because there is an old saying, you hang around the barbershop long enough, soon enough you are going to get a haircut. So, you will catch a break, and I did catch a break. Last year, I did a play called Fences on Broadway. But here is the kicker, it was at the Court Theater. It was at the same theater that I failed that first audition 30 years prior. The point is every graduate here today has the training and the talent to succeed. But do you have the guts to fail? If you don't fail, you are not even trying. I will say it again, if you don't fail, you are not even trying. To get something you never had, you have to do*

*something you never did.*"<sup>xxv</sup> Having a risk you took not workout also requires grieving that it didn't go as planned. You will learn later that it is all a part of a bigger plan, but in the times when you grieve, I can't encourage you enough to pray. Again, anyone telling you not to use this powerful tool that connects you with The Power that is inside of you, does not have your best interest in mind, and you know what to do with such people, organization and interests. Get them out of your life.

When Viktor Frankl said "*everything can be taken from a man but one thing: the last of the human freedoms—to choose one's attitude in any given set of circumstances*" Even during suffering, find meaning in it, do all you can to keep a grateful spirit and choose the attitude to force yourself to work on your goals. John Lennon spoke the truth when he said that the antidote to sorrow is hard work. Working - or better yet, *servicing through our goals* - is what we all should be doing with our time. When we experience difficulties or grief, working/servicing alleviates the pain and if we feel good, then working/servicing fulfills us even further. Think of it like this. When you are grieving, you are going to be in a world of hurt for a while. I know. I have been there. The journey through the grief can be considered getting through the cold, muddy, mucky water, prickier bushes and storms, but once you get through these adverse conditions, the grief will pass and you will be a stronger person than you were before you went through it. Think of setting a goal beyond the muddy, mucky waters. Think of your goal throwing you a rope. All you have to do is continue to pull the rope and to hold on. Hold on and allow your goal to pull you through the muddy, mucky waters until you reach the goal. When you reach the goal, symbolically, you will be through the grief. This is what John Lennon is talking about above. This is what Joel Osteen calls,

*“Growing through it.”* When you are going through grief, set clear goals and let them pull you through your grief. With grief, time, takes time, but working on your goals allows you a game plan to get through it. Please do the exercises in this book for an effective framework of this process. Don’t just trust me on this, trust John Lennon.

Also, one more thing about life conditions that you can’t help. Sometimes, you face other challenges in life, like a family member getting sick, or another serious challenge. During these times, it is even more important to have your goals clearly set and vision created. It is during these times that dropping the hammer, meaning, working really focused and hard on your goals is even more important. Do not let life’s challenges take your vision from you but let them fuel your focus. I encourage you to spend as much time as you can with the person who is ailing, but when you have time to yourself, work on your goals. It will take your mind off of the emotions you are experiencing. I encourage you to see these challenges with gratitude as well. To do this, you will have to trust in God’s Plan, but as you do this, when the challenging period is over, you will be well on your way and closer to your vision than you ever imagined.

When it comes to passing through valleys in life, just put one foot in front of the other and know that this, too, shall pass. Offer up your grief and pain to whatever you conceive to be a higher power and just keep pressing on.

## ***Failure Isn't Failure, But Merely a Stepping Stone***

When one takes risks, in love or business, one encounters temporary defeat or “failure”. Johan Miyanaga, in his article for the website Quora, stated, *“Every entrepreneur is a failure. You begin by failing and build your own path through trial and error. To someone who is a perfectionist and therefore trained to be traumatized by his or her own mistakes, this is a harsh reality. It requires an open mind, determination, forgiveness, and the ability to educate yourself from your own experience, not what others can teach you.”* For the remainder of this book, I deem – and you may consider - the word “failure” as synonymous with the term *stepping-stone*. This will keep things in a positive perspective. Now, I did not fully understand this concept when my first business venture did not go as planned. To pay back the debts of the business, I had to let my team of nine people go and take on six jobs myself. I had two partners with me in that business and I cried at my desk at having to make the decision to move on. However, after shedding a few tears, I looked up and said, *“God, I don't know what your plan is for me, but I trust you completely”*, and proceeded to get my resume together. In the years that followed, I worked in corporate sales, as a bartender, in a shipping department packing boxes, as a security guard, worked in a garden center, ran my own company, all at the same time. In my spare time, I learned web development and started writing. I paid back all of my debts, built a full pipeline of website clients and was finally able to go full-time and focus on my current business venture.

Anthony Robbins once said that, *“When people succeed, they celebrate and when they fail, they ponder.”* This was very true in

my case. I made the paradigm shift by choosing to replace the word “work” in my vocabulary with the word “service”, thus removing my ego from the task at hand and staying in a state of gratitude for the service I was rendering to others and the cash flow that resulted. Grateful to have my bills paid, I performed every activity in honor of something that Shakespeare once said: *Every man I meet is in some way my superior, and from that, I can learn from him.* I feel the same way today with every task I perform. With each task, no matter how humble, I can learn from it.

Here are a few of the lessons I learned from the various jobs I performed:

- **Corporate sales:** I was required to close two deals per week and, in the end, I had learned to close real business. I learned to pre-qualify, to write personal, handwritten introduction cards, to set up face-to-face meetings with qualified prospects, to do proposals and write thank you notes (or, as I like to call them, *gratitude notes*), and to close the sale. As a perk, I went on some very fun business trips!
- **Box packing:** This job required me to work the night shift, so I learned to live on much less sleep. This service also taught me humility.
- **Security:** I started writing during the downtime and met some wonderful people.
- **Bartender/Waiter:** I improved my interpersonal skills, learned some great jokes, and improved my storytelling abilities. Overall, I learned how to have good banter with people. I learned to make a variety of mixed drinks and



have since applied the same creativity to cooking, juicing and making fun drinks in my own kitchen.

- **Retail:** I worked at a garden center where I was responsible for greeting customers and managing inventories. This taught me so much, but most importantly to really feel gratitude for those in service positions and to show them the utmost respect.
- **Running my Own Business:** By applying the skills I learned in this corporate sales position, I acquired new business for my company and sold services, starting with web development, that had high demand and a fast sales cycle.

I would have never had the privilege of these experiences if my path had not gone as exactly as it did. This variety of services not only supported me financially, each one helped to shape the person that I am today. In addition, I learned to better relate to people and to be grateful for the services provided by others. My continual development of my faith in God’s plan has helped me to understand the direction of my journey and the meaning behind each individual lesson. Now, regardless of life circumstances, I understand that all paths lead to a better existence than I could ever imagine. Now, I drop to my knees, bow my head, and thank God for his plan before beginning any service that I am performing for others.

It has been said that a smooth sea never made a skillful sailor. The “failures” that I experienced were truly my greatest stepping-stones, shaping who I am today. In retrospect, think of the multitude of stepping stones you’ve already experienced in life and how much you’ve learned from each one. Imagine your life without these lessons. You just wouldn’t be *you* without

them. We can choose to think of this concept as Dr. Seuss recommends, *“Don’t cry because it’s over. Smile because it happened.”* Looking back at these experiences, I am sure you smile and feel grateful for them, am I right? If that is the case, now, and in the future, as you experience these ‘stepping stones’, I encourage you to do all you can to feel gratitude during those times. We will discuss this more later, but just think about it for now.

## ***Cash Flow Business Model***

I have faced many peaks and valleys in business and owed a lot of money several times in my career. Because of this, I decided to never debt finance my business again. I now live below my income, using cash flow to buy equipment, pay team members, and to grow my business organically. Many people tell me that I'd grow faster if I took on more debt or acquired an investor but I have experienced both in the past and prefer not to do that ever again. As a personal decision, I choose to have a cash flow business and not a business based on valuations that require investment or debt financing. I don't need to be paying interest on a loan or have an investor breathing down my neck. I choose to run a cash flow *rich* business where true value is based on real customers, income, and profit. The alternative - where value is based on financial calculations and projections - is simply not of interest to me.

So, it is my *stepping stones* that ultimately led me to my current low pressure work environment where I save and then pay cash for new equipment and where I diligently manage my team based on the cash flow we take in. My company employs a twist on activity based costing where we pay our employees on the objectives they reach, not the actual "activities" performed. My father taught me not to confuse activity with progress and I use this axiom in each business task I delegate. I pay a fixed amount for completed work and agree to the fee with my team in advance. If the job is performed well, we keep working together. If the work does not meet expectation or if the employee is not a professional, we part ways, hopefully, amicably. Managing in business is straightforward when you have the management tools to see what your people are doing on a daily basis. The key is to

make sure that everyone is performing their tasks by their due date. This is one of the things we do at Roman Media. We organize and install marketing and sales automation for our clients that have a management dashboard. This is a gamechanger for a lot of clients. Automation can multiply the effectiveness of a sales team by automating 95% of your marketing campaign. The management dashboard is important because, if one person in your company does not do their job, even for a day, your entire company can stall. The key is to be objective with people and to give them the chance to improve, but also being firm to let them go if they are just not a good fit for the job.

Another part of any business is financing it. My not taking on debt was a lesson further reinforced by Herman C. Krannert, founder of the Inland Container Corporation in 1925. Declaring that he would never take on debt to finance his business, he grew his company to 27 corrugated box plants with annual revenues of 250 million dollars and provided jobs to over 5,000 employees. Krannert was a philanthropist who endowed the Krannert School of Management at Purdue University. He started his business at 38 years old after making Vice President at his then current firm. According to Krannert, his boss said, *“I will make you vice president and put you on the board provided you always vote the way that I vote.”* Since agreeing to this would compromise his integrity, Herman simply quit. Later, when he told his wife what had happened, she threw her arms around him and said, *“Great job! I am so proud of you. Now you can start your own business.”* *“But we have no money for this”*, he told her. Just an hour later, to Herman’s surprise, six senior managers from his former employer showed up at his door, all claiming to have heard what he’d done and followed suit, quitting the same day. They explained that they desired to start their own company and

wanted Herman to be the president. When Herman explained that he had no money, the six men responded that they had combined their resources and had enough to operate for two weeks. The new company was started, never taking on any debt, and the rest is history. He accomplished his goal of not taking on debt by getting payment terms from his vendors and through other creative financing methods.

I put Herman Krannert's lesson in here for two reasons. First, that you can start your business without taking on debt. Second, because you have a choice each day. He was 38 when he started his business. You have the choice to start your business now, with your existing experience and build a conglomerate, or stay where you are. Herman had NOTHING, but the experience to start the business. He had the same expenses as we all do, a mortgage, cars, insurances, food, etc., but did it anyway. Yes, he had some of his former team give him the boost he may have needed and maybe you don't have that. Let me be that boost for you. I want to encourage you to go out and live your vision, whatever that is. I hope this book helps to give you the confidence and faith that you, too, can have your own conglomerate, be an actor or start any endeavor you choose to begin. Have faith.

This lesson about debt was revealed to me through stepping-stones. Now, I own 100% of my business with no investors and no partners and I live a great quality of life. As a businessman, I work long hours managing my business but I truly love what I do and enjoy the journey with very low stress. This is the way I personally choose to live my life. If you, however, need an investment, or series of investments to live your vision, that is your choice. I sincerely realize, at the core of my soul, that no

matter what challenges arise personally or within my business, things will always work out the way they are supposed to...according to God's Plan. And His Plan is so much greater than we know. The same concept applies to romantic relationships. There is a saying: *pain is a signal that you are on the wrong path*. When you feel pain in a relationship, as mentioned above, simply move on and have faith that someone who is right for you is out there. As a friend of mine says, "*They exist because you exist.*" When you meet a healthy emotional person with whom you have that spark, you will know - without a shadow of a doubt - that he or she is the "one" and you will be grateful for the exact path that brought you together. It all happens according to God's Plan.

## ***Successful Business is About Following Demand***

The following quote from Theodor Roosevelt is one of my favorites:

### The Man in the Arena

*“It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood; who strives valiantly; who errs, who comes short again and again, because there is no effort without error and shortcoming; but who does actually strive to do the deeds; who knows great enthusiasms, the great devotions; who spends himself in a worthy cause; who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who neither know victory nor defeat.”*

I mean, come on, Theodore Roosevelt says it so right! When you live your vision, your soul goes from cold and timid to being on fire. You will experience this feeling as you take action toward your goals to make YOUR vision real. President Roosevelt was correct when he advised not to care at all what others think. To Roosevelt’s statement, I would add that *we fail until we succeed*. Again, the reality is that there *is no failure*. If we work toward our goals, we’ve already succeeded and will continue to do so despite outside forces and temporary setbacks. The true genius of life, particularly entrepreneurship, is

perseverance and knowing how to follow demand. The famous criminal Willie Sutton was once asked why he robbed banks, and his response was simple, eloquent, and humorous: “*Because that’s where the money is.*” In business, the money is where the demand is. You have to develop skills and be good at a service where there is a demand.

It took me around five years to figure out where to focus my business. It took me doing various services to figure out that there was demand for website development and other marketing services, and once I figured out where that demand was, I focused on it in lieu of everything else I was doing. I had a pesky reality that kept popping up, my monthly bills! Some early businesses I started did not produce the income as planned and I was constantly strapped financially. Once I tasted the stable cash flow my web development business generated, I focused on those services where I could get a deposit that day, get the website live in weeks, get a final payment and have other ongoing, monthly services after launch. You must persevere until you find the services that have market demand, then become the best at them! Seeing the services with demand may come to you through trial and error, a creative inspiration, or a combination of both.

My first business was a graphic design business making athletic awards. I had a few people ask about web development, said yes, we can do your website! I learned the skills and never looked back. When I realized there was demand for websites, I set a goal to become a premiere web developer and did so in six months by reading manuals, online resources and hiring a few consultants to teach me. Once you understand where the demand is, you may have to learn new skills, simply set a goal to learn the skills. Contrary to popular belief, entrepreneurship is not



something you are born with, it is a skill you learn. I had a friend ask me how I got into such tech businesses and how I understood the technical side, I told him I just read about it and learned what I needed. I don't know everything about the internet, just like I don't know every feature of Microsoft Word, but I learn what I need to know in order to help our clients make money through their marketing.

You may wonder when to give up on an idea. There are certain ideas that just do not have traction in the market. They may be a great idea, but for some reason or another, there is no demand for them. Your initial source of income should produce revenue in a relatively short period of time. You should be able to make money with it within a few months of starting it up. If you don't make money with it within six months, I would seriously look at if there is demand for it. Be humble enough to chalk that one up to learning and move on to another idea that will produce revenue. You can always go back to that idea at some point in the future when you have more income, but if you aren't seeing some traction in the market in several months, you may want to reconsider another idea that actually has demand in the market. I had to try several ideas until I found the demand for web development, SEO and other marketing automation services. Every bit of the journey to find my channel of service through web development was worth it.

Once you know where the demand is, learn the skills and if you want to be financially free, setup a business with recurring monthly income and services that can be delegated. A great book to read on setting up the business part is *The E-Myth Revisited* by Michael Gerber.

## ***Meeting The Real-You***

Desiderius Erasmus said, *“It is the chiefest point of happiness that a man is willing to be what he is.”* For many people, knowing what they really are is a mystery. The reward for perseverance toward your goals is a life that you create and enjoy according to your vision. Understand that our talents and desires are an inheritance given to us by God. When you use your talents, it is God/The Universe breathing through you. Your desires are meant to be enjoyed by YOU. Wherever these desires originate, listen and add them to your vision. This is what makes life fun and an adventure. If you do see a marketing message of something that you want to experience, add it to your vision! If you see a trip, car, or other experience, go for it! If you want it, put it in! The material things are the easy stuff and do pull you forward, but real fulfillment comes when we find and discover how to use our innate talents and share our time with healthy relationships.

A major goal of this book is to uncover your true desires and talents. You are reading this book because the real-you is in there, waiting to be discovered. Les Brown says, *“Adversity introduces a man or woman to himself or herself.”* As you write, and re-write your goals, over time, you will meet, as Mark Victor Hansen explains, the “real-you”. *“You will discover what you really think and how your consciousness evolves over time.”*<sup>xxvi</sup> Yes, you can wait for adversity and meet the real-you that way, or you can consciously place yourself in situations that force you to meet your real-self by creating and working on your goals. In the movie, *The Greatest Showman*, there is a scene when Anne Wheeler (Zendaya) asks Phillip Carlyle (Zac Efron), *“And what is your act, Mr. Carlyle?”* He responds, *“I don't have an act.”*

She then says, “*Everyone has got an act.*”<sup>xxvii</sup> This is a great illustration of a person who is passionately living her vision attempting to wake someone who is asleep about who his ‘*real-self*’ is. In the movie, it takes some time and courage for him to discover his dormant talents; to break free from the perceptions of others; and to find real fulfillment and meaning in both his work and personal life. Designing and building your act takes time, practice and courage. Getting to know the real-you may take some effort. Ben Franklin says it like this, “*There are three things extremely hard: steel, a diamond, and to know one's self.*” Trust me, getting to know the real-you is worth this effort.

It may take intestinal fortitude for you to undo some of the conditioning you went through in order to have the courage to not to care what other people think about you living passionately. You may have to set and take action on a variety of new goals in order to uncover and discover the ‘*real-you*’ and those ‘*things you truly desire*’. Listen to what Arnold says about this, “*You never learn enough. I for insurance learned. When I grew up, I always greatness was directly tied to fame and fortune. I thought that the big career and money and achievement would equal success. Well I was dead wrong. I learned that later on, I learned that totally by coincidence. When the University of Wisconsin did a research program on what effect weight training would have on Special Olympians for intellectually challenged people. They called me. They said, “Arnold, you are the expert in this subject, we want you to come up to the university and help us with our program. To help us with our Special Olympians.” And I flew up to the University of Wisconsin and I helped. And there were these kids. The first exercise we decided to do was bench press and they were all standing in line. The first kid laid down on the bench and I put the 40lb barbell over his chest and he did the*

*simple exercise of bench press. He did 10 reps. And he got up and the next one laid down and I put the barbell over his chest and then they kids started breathing really heavy and all of a sudden he started screaming really loud and he jumped up and put the bar back and he started shaking. I realized he was scared of the weights. So, I calmed him down and I said, it's okay. Just watch your friends do the bench press, and maybe you want to try it again. And the friends came through and they did all of their bench press, everyone did a great performance, then, all of a sudden, he stood on line at the end and tried again. I gave him the empty bar, just the 20lbs and he did 10 reps. Then I said, "Do you want to have more plates on it, more weight?" He said "Yes", so I put two more plates on it, now he was back to the 40lbs that he did earlier. Then he did ten more reps. Then he said more, then I put two more plates on, now it was 60lbs and he did another ten reps. Then he did 80lbs. Then I lifted the weight off, then he jumped up, high-fived everyone and he was so excited. And I was. It was a real eye-opener for me. Because, when I saw that kid go from terror to self-confidence in a short period of time. And I want you to remember, have a vision, think big, ignore the nay-sayers, work your ass off and give back and change the world. Because if not us, who, if not now, when?"<sup>xxviii</sup>*

First, how amazing is this story!?! WOW! Imagine, all the work Arnold did, all of the body building, acting, being governor, all of the fame, all of the wealth, the most important thing he did, however, was finding this *true fulfillment* using his fitness experience to work with Special Olympians and help them experience the self-confidence released as they hit a goal. The self-confidence these Special Olympians experienced, about which Arnold speaks, is the biproduct of working on and reaching a goal. In addition, as you pursue your goals, in the

intricacies of doing your daily work, you are going to find what you really enjoy, what really lights you up, what makes you on fire and what serves others in *YOUR* unique way, based on *YOUR* unique talents and interests. I encourage you to find that inside of you. It took Arnold all of his experiences and fame to lead him to the synchronicity to discover what truly inspired him. Be patient and please follow the exercises and recommendation in this book and I guarantee you will find your true desires, those talents and desires that make you fuse inside. By discover, I mean that as you set new goals and have new experiences, there are going to be some that you just love doing. I found this about stand-up paddle boarding. I simply love it! I love the exercise and balance aspect; I love the being on the water and in the sun aspect; and especially love that you can switch positions, from standing, to paddling from your knees or sitting, and to taking a break and laying down. I love packing a lunch and finding a place on an island or beach to have a picnic. I just love everything about it. Through trying new things, I discovered an activity that I truly love.

The same is true in discovering service activities. I never knew how much I enjoyed web development until I did it. For me, when I develop a site or get into a digital project, it is like playing the piano. The end goal is a website or other project from which a client of ours gets leads and is able to make a living do what they want to do. I never would have discovered this passion unless I set the goal to become a master web developer. The same holds true with motivational speaking. The first time I gave a big presentation in graduate school, I was so nervous that I was sweating profusely! While sweating, I asked the audience if it was hot in the room and my friend in the back row said, “*No, not at all.*” It took me several presentations to get over this fear and to develop my speaking skills. Now, I LOVE motivational

speaking and it is truly the real-me and what I was born to do. There is NO better feeling for me than seeing someone walk in lost, with their head down, eyes looking at the floor and with poor posture, then, after they create a clear vision and task list, walk out standing tall with the FIRE OF INNER VISION burning in their eyes, EAGER to get to their first task on their list. All the experience that I have had prepared me to do more of this work, work that I truly love. If you do the exercises in this book, you will discover the same experiences and services you enjoy performing! I think a part of it is attitudinal, where we learn to love the activities we do in business where there is demand. As you gain more skills at a chosen channel of service and become better at it, it will become more fun and you will earn more through it. One of the purposes of this book is for you to consciously set goals so you can try new things to see what really causes you to fuse inside. These are just a few examples of discovering the real-you.

Arnold continually recommends having a vision because it is probably the most important thing you can do in your life. Let's examine what happens in the vision/inspiration process. You gratefully hold an image on your mind, you receive and inspiration, that when acted on through service, produces your vision. The Universe wants you to experience your vision because it, too, experiences itself through you. I know that may sound out there, but let's examine how Carl Sagan says it, "*The cosmos is within us. We are made of star-stuff. We are a way for the universe to know itself.*" The inspiration you receive as you hold your vision in mind is the path to you realizing your vision. Your service is a channel for The Universe to continue it's unfolding, evolution and development. Then, through your senses, The Universe experiences the joy of you living your

vision. As your true desires unfold through inspiration, they will determine what you do with your time and talent, what you become. Ultimately, who we become is what we do and how we bring our unique service to the world. This process of gratefully etching your vision into your mind will uncover the desires that burn inside of you to be manifested through service and appreciated materially through your senses. As you live through your true talents in anticipation to appreciate your real desires, more energy will be released through you than you could ever imagine. It took all of history to get to this point, where The Universe can create through us and then appreciate through us, e.g. to *know and experience itself*. If those desires are kind of foggy in you right now, have no worries! We are going to do some exercises later that will extract your true desires from you and get you a crystal-clear vision! Again, be patient with the process, as you become a master goal setter and goal achiever, you will uncover the services and material things that bring you true fulfillment. You manifesting your vision is a part of the perfection of The Universe.

It will take courage to define and live your vision, but I am telling you, you can do it! Les Brown says, "*Courage is from a French word, meaning 'of the heart'.*" Listen, your-true-real-you is trying to speak to you. Live the ultimate attitude by knowing you are exactly where you are supposed to be. Believe that you living your vision is an important part of the unfolding of a perfect Universe. You may think that certain political and industrial situations are imperfect, but this is the wrong attitude. The Ultimate Attitude assures us that these political and industrial situations are, as Wallace Wattles says, better than anarchy and, in fact, will continue to develop. It may not happen in our lifetime, but we must still do our work to realize our vision

today so that evolution will continue to happen. We must be grateful for our perfect life in this perfect Universe. The Ultimate Attitude knows that the time in which we live is the best time to live in the history of the world! The Ultimate Attitude knows that we live in what Earl Nightingale called “*The Golden Age of Civilization*” and that we all live better than the pharos and kings ever did. The Universe has been perfect so far and, therefore, we know it will continue to be perfect. This development of the Universe is all part of God’s Universal Plan.



## ***God's Universal Plan***

Our ability to succeed and to move forward in the direction of our dreams and goals is directly related to the attitude with which we live our lives and see The Universe. You must learn to relate to The Universe in a way where The Universe inspires you to get to where you want to go. Think of The Universe's Plan or God's Plan, depending on your personal beliefs, as the unfolding of the universe and this unfolding is *perfect*. Seeing yourself as part of a perfect plan is the first step toward living in harmony and removing stress from your life. Trusting that you are exactly where you are supposed to be and that all of your life experiences have led you to where you are at this very moment is the *concept of true faith*. Faith is simply trust in The Universe that your vision is on its way and any experiences you have had are a part of your unique education preparing you with the tools to live your vision. To have this sort of Universal Faith is in our own self-interest as it brings peace in our life, kind of like the *Serenity Prayer*, "*God grant me the serenity to accept the things I cannot change; courage to change the things I can; and wisdom to know the difference.*" Accepting that we can't change other people and that all we can do is the best we can on our goals today is a huge bit of wisdom to realize. Again, character is forged through our experiences - both the as planned and the stepping-stones. The strongest steel is forged through the hottest flame and we are given by God only that which we can handle. In addition, we are provided the exact skills that we need at the moment we need them.

The best psychological state of mind we can possibly have is the attitude that we have done - and are doing - exactly what we are supposed to be doing on this bigger plan. The greatest gift we

can give ourselves is faith. I am not speaking about a religious faith either, although that is good, too, but a faith that The Universe wants us to have our desires and that the future will be even better than the past. Thinking in this perspective is living in trust and trust is the most powerful place from which we can live.

Faith truly is evidence that The Universal Plan is perfect and that the best in life lies ahead and not behind us. This sounds so simple, but it is what is necessary to start any inspired action endeavor. To be certain that things will work out is pure unadulterated POWER. To take action as if success is the only option puts us into a state of calm serenity and present moment awareness. From this place, we have the opportunity to use all of our experiences, skills and wisdom to take powerful action each day and each moment as we perform the services for which we were born. When we are in this state, we are on fire and our life becomes an inspiration to others. When we choose to surrender ourselves and to humble ourselves to our part in this bigger plan (the *Universal* plan), the negative pressures of life simply dissolve and that space is filled with confidence and actions that attract and materialize the exact desires we hold in our minds.

If you are in a good mental and emotional state, this belief will push you to be more self-disciplined and to take further actions on your goals. If you face challenges in your life, no matter how bad a situation seems - a breakup, loss of a job or business, or even a death - this attitude gives us the gift of acceptance that these experiences are part of a bigger and perfect plan. Remember the words of 1 Peter 2:19: *This is indeed a grace, if you endure the pain of unjust suffering because you are conscious of God.* The suffering we go through in life is God's plan for us and always yields character, enlightenment and a

better life than we ever thought possible.

There is a story that Michael Myerscough tells of a prisoner of war who was captive in Hiroshima, Japan at the end of World War II. Sentenced to work deep in a coalmine, he did not understand why he had to suffer such conditions. When freedom came, he re-surfaced to discover the entire city wiped out, destroyed by the atomic bomb. Right then, he knew God's plan. He would have certainly been dead if he had worked on the surface. By having to suffer in the coalmine, his life had been spared. With gratitude for God's Plan, this man went on to live an extraordinary life. If a situation makes you uncomfortable, simply say, *"I appreciate the feelings and conditions I have now, God, because they are the steppingstones for skills developed on your path for me. You are stretching me to become better so I will have the skills necessary when I need them. Thank you, Lord, for stretching my comfort zone."*

When you are in the comfort zone expanding state, when you take a big risk and you find yourself overwhelmed with anxiety, where you may lose sleep and have the situation on your mind, immediately, think of the adventure of your life and your new skills being developed. Get into a state of power around the comfort zone shattering and know, with 100% faith and certainty, that you taking this risk, or going through this experience, is going to develop skills, talents and a reservoir of strength that would not have developed without what you are going through. This is how your goals pull you toward them. Again, please visualize you setting a goal, then that goal pulling you toward it magnetically, through mucky and muddy waters, prickly bushes, and storms, symbolizing expanding your skills and talents, then, before you know it, you are there, experiencing that goal. You

would not have those new skills and talents if you did not set that goal. In order to reach the goal(s) you set, you have to go through these character and skill developing experiences. I encourage you to commit yourself, which we will discuss in depth later, thus putting yourself in a situation where the only way out is through these muddy and mucky waters. By through, I mean regularly experiencing metamorphosis' through growth and new skills required to meet the daily tasks and deliverables to live your ever-expanding vision. Have complete faith in this and when that anxiety feeling surfaces, embrace it! KNOW you are growing, developing new skills, generating power and becoming the person necessary to experience the goals you set. A big expansion task is performing daily marketing and sales activity. People will find ANY excuse to NOT create automated campaigns, make their sales calls, send out their handwritten correspondence, and to close new business. It is through this exact activity, however, where the money is made in business. Patience and discipline are required to create and use a selling system. Once a selling system is created, any effort put into the front end of that system, e.g. sales calls, mailers, meetings, etc. create sales, resulting in cash flow and profit. Once someone tastes the cash flow produced from selling activity, they will delegate everything to get to selling again because they know it will result in them having the financial resources to live their vision. I really want to emphasize this! Once you push through the comfort zone expansion and start seeing the income that comes through such activity, you will look forward to doing it each day and push aside all of the other side-matter and noise that distracts you from it! Once you realize that it is through such activity that you earn the financial means to live your actual vision, you will love doing marketing and sales activity.

Think of the Sun. The massive pressure it is under is what causes the hydrogen and helium atoms to fuse, releasing tremendous energy. Think of the pressure you are going through as making you ‘*fuse*’ within and release energy from the pressure to become stronger and more powerful from it. Think of yourself as an athlete going into a championship game. You have to play the game in order to win. This comfort zone expanding anxiety is natural to any athlete playing any big game. Consider the pressure you are under as a blessing and know that God creates the strongest people by putting them through experiences that produce such pressure. If the sun didn’t have the pressure it has, it would not produce the light and heat it does. If you weren’t put through circumstances with pressure, you never would develop. If you are not feeling pressure, your thinking and goals aren’t big enough! Through these experiences your greatest talents and skills are developed. As Horace says, “*Adversity has the effect of eliciting talents, which in prosperous circumstances would have lain dormant.*” Without pressure and challenges, you simply would not be growing. Welcome these feelings and when you feel that pressure, let it fuse inside of you and release the same pure, Universal, unfiltered power as nuclear fusion in a star. Remember, you are made of the exact same substance as a star, just let the pressure you are under fuse into power!

Have faith that your comfort zone expanding experiences are for your best life possible. This belief that the best is now and *yet to come* is the hallmark of The Ultimate Attitude – but this takes practice to attain. Understanding that we are exactly where we should be is a revelation that relieves the pressures on the human mind. As hard as life may seem, our ability to trust in God and His divine plan leads us to a greater life. This amazing psychology holds the key to powerful thinking and, ultimately,

our happiness. If we understand that all redirection in life is for the best possible outcome, there is no fear. Have faith that your life path is a unique education. All you need to do is focus on your vision and do today's work to the best of your ability. Your gratitude in the perfection of a Universal Plan, and your important part of it, will give you the skills necessary to perform future service and to traverse any stepping-stones that lie ahead. Tony Robbins reminds us that "*Happiness equals progress.*" Take the time to create the destination you truly desire in this book so you can experience your daily happiness as you progress toward your goals.

Remember that successful people are not without challenges but rather they have learned to seek solutions and solve their problems. I speak of such challenges because I went through many of them on my journey and each taught me a lesson I needed later on. Each experience of your life is unique to you and the skills you develop are your education. Think of all of the unique experiences of your life and the education you received. Even if there was suffering, the situation led to the best possible outcome. This is how life works and it is truly amazing. This is why we often refer to bad situations as "blessings in disguise". Challenges we face now and those yet to come happen for a reason and we can accept the outcome with joy, humility, and gratitude. When one faucet stops, another opens up and starts flowing. When one door closes, another will open. If we pay attention, we will see and recognize inspiration as it surfaces and, through our action, transform it into opportunity. This is true in business, our relationships, health, finances, and all facets of our life.

Be certain that God has a plan. If you feel regretful, simply

humble yourself and say, *“Thank You Lord for having that situation transpire exactly as it did. Please give me the strength to see and be grateful for your plan. I accept the circumstances of my life and am grateful for the skills and lessons I learned during these experiences.”* This prayer expresses confidence that God’s plan is greater than we know. Each outcome will be brighter and more colorful than the one before. The act of prayer helps us to “deal with” the past by showing us now that the decisions we made were correct! We are exactly where we are supposed to be, did exactly what we were supposed to do and dealt with people exactly as we were supposed to at the time with the awareness we had at that moment. This process of understanding and clearing out the past *makes room for your vision.*

I love the Autobiography of Benjamin Franklin and have read and listened to it several times in my life. One time, when in the middle of reading it, I had a dream that I was in Philadelphia, standing in a room of an old historic building. This building had single-pane windows – the kind where the bottom of the glass is thicker than the top due to settling over time. As I stood in that room, a secret door popped opened to reveal Benjamin Franklin sitting at a desk. He said to me, *“Tom, I’ve been waiting for you”* to which I replied, *“Ben, where have you been? Why haven’t you come back sooner?”* He said, *“Tom, you see, as a human, you have no idea what the Universe is. When you leave the physical world, you can go anywhere in the universe with the blink of an eye. Don’t mourn those who leave your world as they are experiencing a life you can’t imagine.”* Paul McCartney wrote *Let It Be* and *Yesterday* after dreaming, the Old Testament of the Bible is full of dreams and it has been said that God speaks to us in dreams, and I believe this dream had some truth to it.

This dream made me realize that I know so little about our World and Universe. It helped me see that when I fight against my faith and trust in The Universe, doubting the perfection of my life, I rob myself of happiness in the present moment. When I fear the unknown or have regrets about the past, I am robbing myself of joy. When I allow this doubt and fear to creep in, I am showing ingratitude to God and the Universal Plan. Alternately, when I live in a state of surrender, no matter what is going on in my life or business, my thoughts lead me to peace, serenity and joy. By surrender, I mean that I see myself as an instrument of God...as his hands and feet. My words are His words and I am certain that all experiences will lead me to a colorful and beautiful outcome. God gives the birds enough to eat each day, right? They do not fall out of the sky from starvation. Thus, you will be provided for as well. All you need to do is feel gratitude for your vision and take action toward your goals. Remember, all you need to see is 30 feet ahead to get to where you want to be. Be confident and grateful right now that you are en-route to your destination.

One idea we are really going to explore in the goal setting workshop is to establish our true desires and to separate them from borrowed desire. The word “desire” (de-sire) comes from the Latin meaning “Of the sire” or “Of the Father”. One of the major goals of this book is to help you clarify your true wants and desires. I believe there are two types of desire, desires of service and desires of appreciation. The Universal Law that the greatest among us shall serve is as true now as it ever was. Once we get clear on our vision, the ideas of service propagate into our minds to create a life reflection of our vision. Bob Proctor says that all we need to know is that we want something in order to know of its future existence in our life. You don’t need anyone’s



permission either. If you truly want something, visualize it as a part of your life with gratitude, listen for inspiration, perform inspired action, then go out there and get it.

So, if desires are given to us from ‘The Father’ or from ‘The Universe’, depending on your beliefs, then all we need to do is be careful that our thoughts reflect our desires. Thinking about that which we desire is what our conscious mind was intended to do. One might then wonder how it is possible for God’s Plan and free will to co-exist. God, indeed, gave us free will to make us accountable for our words and actions. He may impel us with desire but we alone are accountable for our conscious mind, mental health and thinking. It is up to us, individually, to think about that which we desire and to show ownership and gratitude for our vision. Through the gift of free will and thought, we can impress upon The Higher Power whatever we choose. This power is objective and gives us exactly what we convey through our thinking. We will receive ideas to manifest exactly what we think about, even if painful, because these are the thought images we are impressing on our mind and thus, Universal Mind.

It is up to us to convey the vision we created by thinking it and, most importantly, to feel gratitude for it. Gratitude is harmonious relation as focusing on the best brings more of the best. Gratitude, as we will discuss more later, brings us near to God’s Mind/Universal Mind so inspiration to realize our vision can be conducted onto our mind. Gratitude is like putting a seed in the soil. Ingratitude is like having a seed in a bag surrounded by air, it will never germinate and receive the nutrients it needs to become its fully grown form. Consider the soil Universal Mind and when in gratitude, the seed is fully enveloped by the soil and germinated with inspiration to achieve the vision held in mind.

Over time, nutrients in the form of more inspiration, are given to allow that seed to grow into whatever the seed is, defined by the vision held in mind. Gratitude, by bringing our mind's in touch with Universal Mind, allows for the effortless flow of inspiration. The more grateful we are, the faster the ideas/solutions to manifest our vision come to us. Combine this with thinking a huge, big, bold vision, and The Universe will provide you with the exact inspiration you need to bring your vision to reality. Again, hold your vision seed in mind, be grateful, accelerate inspiration, work on your goals, that's it. Again, our mind's vision is *the seed* and a gravitational force inside of us to pull the inspiration we need to reach our vision. This is the same gravitational force that makes plants grow. The thoughts we have, just as the seed pulls from the soil what it needs to grow into the type of seed it is, will pull from the Universal Mind exactly what is needed to grow the vision we hold in our mind. Our vision seed will germinate our minds with the inspirations of service and action on those ideas will lead to corresponding life conditions of your realized vision.

Some people think that getting financially wealthy is by chance. Nothing can be further from the truth! It is a very straightforward process and is described in depth in these pages. First, you create your vision, then think & gratefully feel your vision as true, then simply take action on inspiration as it surfaces. Dr. Martin Luther King, Jr. wisely referred to this process as "*stepping up the staircase*". Of course, the exact opposite is true if we hold thoughts of lack or if we dwell in the pain of the past. If you think, speak and act in ways that take you away from your vision, these actions indicate taking a step *down* the staircase. The Universe will give us inspiration to get exactly what we think, so it is your choice as to whether you want to

walk up or down the staircase by the thoughts you hold in your mind. To consciously feed your mind thoughts that take you down the staircase is to intentionally hurt yourself, SO CHOOSE NOT TO DO THAT. To allow borrowed thoughts and desires to fill your mind will only take you closer to the exact bad emotions they elicit. It has been my observation that much of the thinking conveyed to us is destructive because as we step down the staircase, we need outside help. Much of current industry only exists to serve dysfunction. When you step up the staircase, you will become self-reliant. As you hold a carefully crafted vision, you will see why your thinking will be pretty much be the diametric opposite of what you see in the mainstream. Those thoughts that make you feel bad simply are sending a vision that says you want to feel bad to The Universe. You will get exactly what you think according to Universal Laws. Think the thoughts of the future you want to experience so you can have more, do more and be more. The exercises in this book will teach you to walk *up* the staircase, one glorious step at a time. Believe, feel, and live in the Ultimate Attitude. Know in your heart that you are exactly where you are supposed to be and that the future will be EXACTLY the thoughts you hold in your mind. You may say, *“Come on, really? How does this work?”* This next section is a little technical, but please trust me, as you grasp the concept, it will be like a mind grenade that shows you exactly how visualization works and how your vision is transmitted to The Universe.

## ***A Grateful Vision Releases the Gift of Inspiration***

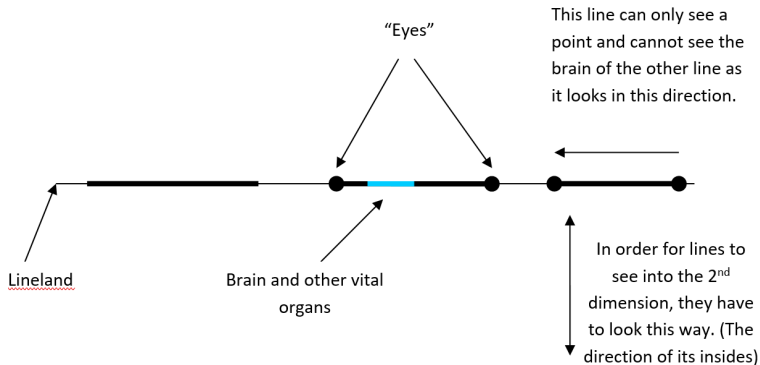
One of the main goals of this book is to explain how we effectively communicate our vision to Universal Mind and how we receive the inspirations to live our vision. We discuss several different metaphors on how this process works. Some may resonate better with your personal philosophies. I am simply trying to communicate the importance of holding a clear vision in gratitude and how you will receive inspiration, that when acted on through service to others, will produce the vision you held in mind. You are essentially communicating your order of what you want to Universal Mind, then you receive the solution to how to create your order/vision through inspiration.

In this example, we will explore the book *Flatland: A Romance of Many Dimensions*<sup>xxix</sup>, written by Edwin Abbott, illustrates the relationship between our vision and how a higher power sees our thoughts and gives us inspiration to create those thoughts. In this book Abbott describes a world that resides on a two-dimensional plane. This two-dimensional plane may be considered the top of water where the water meets the air, or the top of a table. There are many two-dimensional shapes of beings in this flat plane. There are circles, pentagons, triangles, squares, etc. These figures can only move right or left in their world and they can only see each other as lines. Think about it for a moment. If you put four pencils in the shape of a square on a table and looked at them from several angles with your eye at the side of the table, all you would see are lines of varying length. Better yet, think of putting a coin on a table top, then bringing your eye to the side of the table, all you would see is a line the length of the diameter of the circle, right? The same holds true

for any shape, including triangles, polygons and circles. If, however, you raised your perspective to view that shape from directly above it, you would see the shape, for example, a square and whatever was inside of that square. Please, let's take a moment to look at different dimensions and how the higher dimension could potentially see the thoughts of the lower dimension and project ideas back to them.

Let's start with the zeroth dimension. The zeroth dimension consists of a point in space that is infinitely small and content in and of itself. It has one endpoint and can see nothing except itself. In order for that point to see into the first dimension, it has to look in a direction that it never has before, which is opposite to itself. Just bear with me here, this will come together in a moment. If we trace the shape that being makes as it looks opposite to itself, we will discover that the shape it creates is a first-dimensional line. The line has two endpoints.

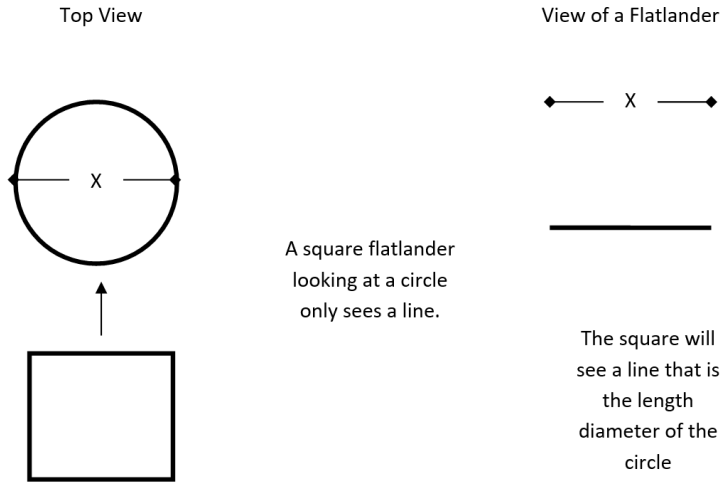
Pretend that a one-dimensional world was just one long line, line land, and on this line lived many smaller lines. Some lines are long, while others are short. If these lines resided on a longer line, they could only have two neighbors, one to their right, and one to their left. Picture a line having two eyeballs, one on each end point and picture the brain of that line to reside in the middle of the line and between the eyes. If that line looked in the direction of another line, all it would see is a point.



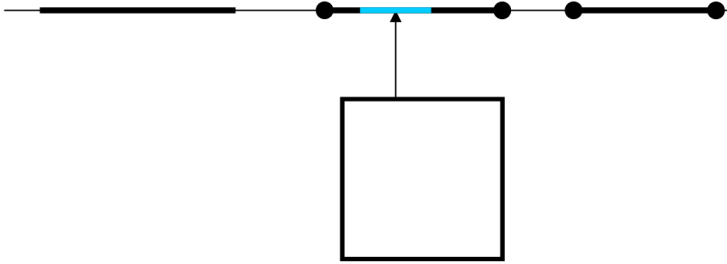
To examine this, put a pencil on a table and look at it pointing at you. What do you see? You see just the point, basically a dot, and not the inside of the pencil. So, the only thing that one-dimensional lines ever see in their entire life are points. When they look at these points, they cannot see past them, so they cannot see the brain or other vital organs of another line. Okay, again, please bear with me here. Now in order for this line to see the second dimension, it must look in a direction opposite than it has ever seen, just as the 0<sup>th</sup> dimension did. The one-dimensional being has to look in the direction opposite of its insides in order to see the second dimension. When we trace the direction of that first-degree line looking in the opposite direction than it has ever seen before, the shape that line makes is that of a square.

This square has four endpoints and lives in that two-dimensional plane, e.g. a table top, that we discussed just a moment ago. The only things that the two-dimensional beings can see are lines, regardless of the shape of the object at which it is looking. Again, think of bringing your eye to the table top and

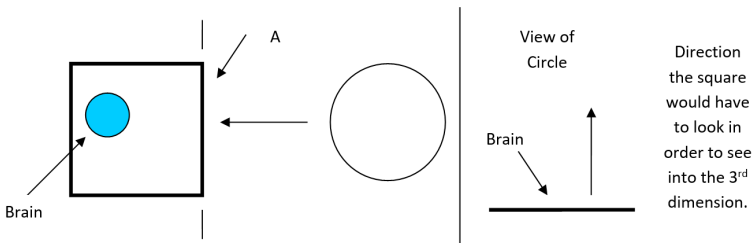
looking at a coin at its side, you will only see a line the length of which is equal to the diameter of the coin. The same is true if you were looking at a square, triangle or polygon from its side, you would only see a line the length of its cross section.



Now, picture a square looking at a line on the line-land we discussed above. If a square were to look at a one-dimensional line it could actually see the brain of a line. If that line's thoughts were pictures that were projected onto its brain, the square could theoretically see the thoughts of the line and project new thoughts onto the line's brain.



Okay, now, back to the two-dimensional plane, the table top. Now pretend that the brain and other vital organs of the square reside inside the square. Pretend that the square has a round blue circle as its brain. All other Flatland, two-dimensional beings could see is the lines that surround that square, just as if we were to look at it from the side of the tabletop. So, if a circle looked in the direction of the square, all it would see is a line and not its brain.

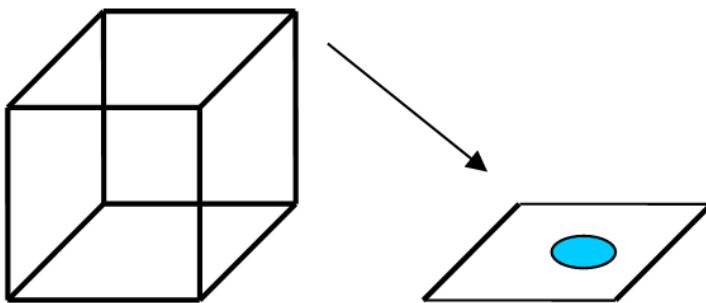


If this second dimensional being wanted to see into the third dimension, it would have to look in a direction that it has never looked before, which is the direction opposite to its insides, or opposite to its brain, which would be straight up, perpendicular



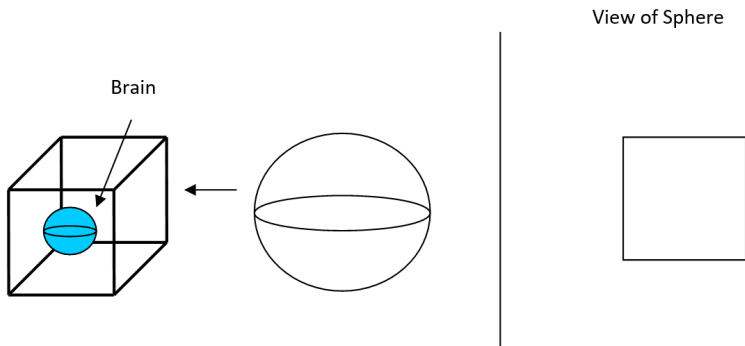
to the tabletop. If we traced the square going into the third dimension, the resulting object would be a three-dimensional cube with eight end points.

If a three-dimensional cube were to look down on a two-dimensional being, think of looking down on the tabletop, the three-dimensional cube could actually see the round-blue-brain of the two-dimensional square about which we just spoke. Now just pretend that the two-dimensional being's thoughts were projected on its brain by pictures. If this were the case, the third-dimensional being could actually see the thoughts and dreams, aka, The Vision, of the second dimensional being. Then, the third dimensional being could project thoughts onto the brain of the second dimensional being in the form of inspiration. Think of projecting these thoughts as drawing something on a piece of paper or pointing a projector's image onto the table top. Think of seeing the thoughts of the two-dimensional-square, then drawing or projecting ideas on how the square could accomplish its vision.



Now back to our example. Let's now pretend that the three-dimensional cube's brain and other vital organs are inside

of it and let's say that the three-dimensional cube was looked at straight on by a three-dimensional sphere. The three-dimensional sphere would only see a two-dimensional square, and not the cube's brain. Just as if you look at another human being, you can only see their face; not the inside of their head, e.g. their brain, or more accurately, their thoughts. Now in order for the third-dimensional being to see into the next dimension it would have to look into the direction opposite of its insides, or opposite of its brain.

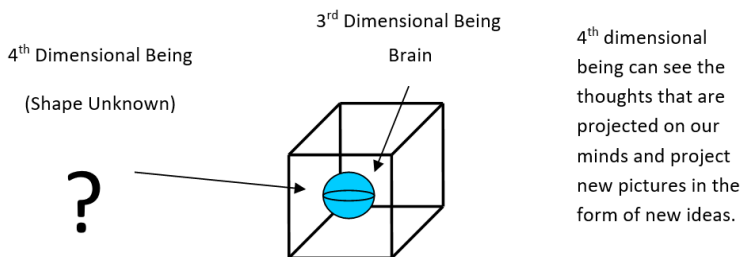


The following diagram represents dimensions, the shape of an object in that dimension, the number of endpoints of that object, what they would see in their world and the direction that they would have to look in order to see the next dimension. Let us study the following logical diagram.

Dimension	Shape	Number of Endpoints	What they would see in their world if they were to look at another being in their dimension	The direction they must look in order to see into the next dimension
0		1		
1		2		
2		4		
3		8		
4	?	16		?

As we can see the number of endpoints that each figure creates as it goes into the next dimension doubles. So the fourth dimensional being that will be created when we trace the lines as the third dimensional being looks opposite to its insides will have 16 endpoints. We don't know what a fourth-dimensional being looks like because we can only see in three dimensions.

Imagine this now, a fourth dimensional being is able to see the brain of the three dimensional being, just as the beings of the higher dimension were able to see the brains of the dimension below them.



And if we, the three-dimensional beings, project our thoughts in images, then the higher dimensional being can see our thoughts and project new pictures on our mind in the form of new ideas. So, the direction of our insides is the direction of our brain, which is the direction of our thoughts. You may say that this seems ridiculous. But think about it for a moment. When you pray, do you speak? Usually not, however God hears you. When you pray you are thinking and projecting images onto your brain, God sees these images and answers your prayers.

This realm of the fourth dimension is similar to the principles about which Plato spoke in his theory of the forms. Plato described the forms as “*Abstract entities that exist independently of the sensible world. Ordinary objects are imperfect and changeable, but they faintly copy the perfect and immutable Forms.*” This basically means that our whole world is an imperfect copy of another world that is hidden from our view. By imperfect and changeable, I believe that to mean that the world we experience can and will be, as Joe Vitale says, even *BETTER* than our World Within. I believe that as we truly keep the frequency of gratitude, that more than we can imagine is

given to us, thus creating service and experiences even better than we held in our vision. Just as gratitude to other humans prompts draws them to you and makes them want to give you more, the same is true with The Universe. The gifts The Universe gives are the gift of inspiration on how to manifest our vision through service to others. When we serve others, we are really serving The Universe/God as that power exists in all of us.

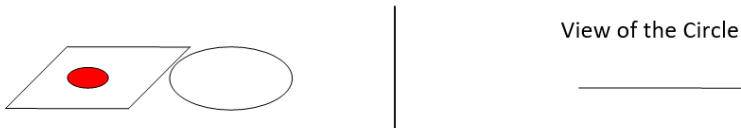
This concept of inspiration coming from within has also been spoken of in the Bible in John, Chapter 7, Verse 38, when Jesus said: *“Out of his belly shall flow rivers of flowing water.”* I believe that the forms, the fourth dimension or our vision are our World Within and the flowing water from our bellies and the Word becoming flesh are The Universe giving us the gift of inspiration so we can live our vision. We consciously create our World Within by the vision that we keep in our mind. The thoughts you have in your mind, right now, are being communicated to a higher power and inspiration on how to accomplish those ideas are being brought back to you. The thoughts we have in our mind stimulate inspiration to accomplish those thoughts. If we think thoughts of a future that we define, we will be given inspiration to accomplish those thoughts. If we think thoughts that are sad, for which we are ungrateful and about which we complain, we will be given thoughts to manifest sadness, ingratitude and painful conditions. This process is objective and will give us whatever we want. We show The Universe what we want through the images we hold in our mind.

This is a way to conceptualize how and where creative thought comes from and how we harmoniously pull from the Mind of God the gift of thoughts to bring our vision to reality. New ideas come from this next dimension of thought and are

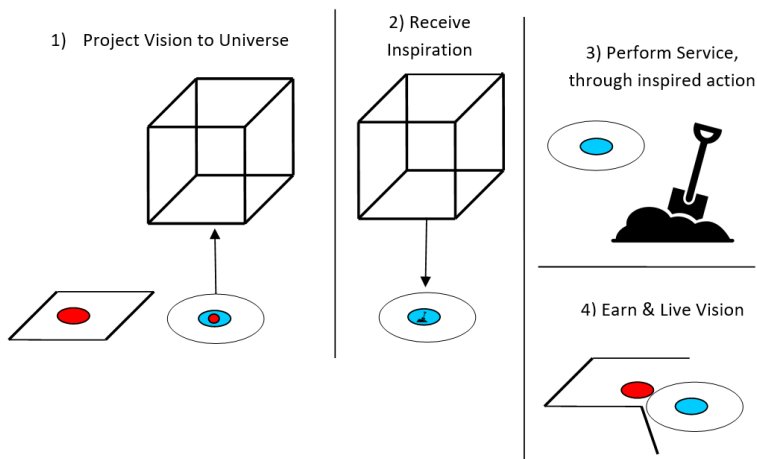
given to us in perfect harmony with the thoughts we hold in our mind. You can make the decision now to either hold a vision in your mind that you create, a vision that you love, or to pursue thoughts that others implant for you that make you feel bad and about which you complain. Remember that Benjamin Franklin conceived God to be the fountain of wisdom, he thought it right and necessary to solicit his assistance in obtaining it. Think about what Benjamin Franklin is saying. Ben Franklin obviously held a powerful vision and was given inspiration that led to amazing results.

When you creatively visualize yourself and your dreams, you are communicating your deepest desires to another dimension, consider it the Deity, God, the Fourth Dimension, Universal Mind or whatever, but you are speaking in the language of The Universe, the language of pictures, dreams, visions and gratitude. These pictures we hold in mind, when clearly identified and revisited with great frequency, are the source of our prayers, our innermost desires and what we want to accomplish and experience in our lives. It is in your own best interest to fill your mind with thoughts you want to appear in your life. When people realize the relationship of their thoughts to The Universe and that their thoughts are their future, they will see the truth in the statement excerpted from The Power of Focus<sup>xxx</sup>, *“If you realized how powerful your thoughts are, you would never think a negative thought.”* Remember what Paulo Coelho said in The Alchemist, *“Dreams are the language of God. The language of the soul is one that only you can understand.”* You are truly the only one who knows the content of your mind. I encourage you to think thoughts you want to experience in your future through a carefully crafted vision.

Let's look at another example of how The Universe gives the gift of creative thought in response to the vision we hold in mind. Let's think of our two-dimensional Flatland again. Let's pretend that there is a square safe that contains a rare gem. In Flatland there is a circle next to it that wants to get that gem, but it can't because it is behind a line and the circle cannot penetrate the line. A third-dimensional being could not dip into the second dimension, pick up that gem up into the third dimension and place it back into the second at a different location, that would break the laws of the two-dimensional universe.



What the third-dimensional being could do, however, would be to see the desire for that gem on the mind of the two-dimensional being, then through the opportunities that exist in the two-dimensional universe that would further its plan, project an idea on the two-dimensional being's mind where he or she could serve others and earn enough money to buy the gem from its owner.



So the process would go like this, project your vision to The Universe through thinking and gratitude for your vision. The Universe has a plan and has jobs and tasks that will further the development of Its plan. The Universe wants to give ideas to manifest one's vision to someone who is grateful, because gratitude is a gravitational force to wanting to give more to you, where ingratitude and complaining are repulsive opposing forces and pushes people and The Universe away. Gratitude is how we harmoniously relate to The Universe and how we are given ideas to realize our visions. We will speak about gratitude more later in this book. The Universe then projects an idea onto the mind of the person projecting the vision. When we act on the inspirations we have, we are helping The Universe develop It's Plan and the biproducts are us accomplishing what we must and becoming the person we must become in order live our vision. Ideas for The Universe's various jobs may surface to other people, too, so it is important to act quickly on the inspiration when given.



Think of it like this, think of a city, for example, New York City, and how quickly it is being developed. It is going to develop and move forward no matter what, just like The Universe is going to continue to develop. As you gratefully think your vision, you have the inspired idea to build a foundation for a building in a different, more efficient way. That idea popped into your head and will pop into someone else's head, too, who is thinking their vision. New York City is continuing to develop and that new idea will eventually be used by someone, but the question is will you be the one who sets a goal and takes action to implement it? The Universal Plan develops the same way, in many facets, with many different 'jobs' or 'tasks' that have to get done to further its evolution. As an inspired idea enters your mind as you think your vision, I encourage you to act fast and get the ideas started and work on bringing your ideas to others through service. When an inspiration is used to serve others, it yields the remuneration that earns the vision originally projected. Said another way, when inspired action is taken through service, the resources necessary to earn and live your vision are manifested.

Sounds pretty amazing, right? Think about what comes to you in the shower, ideas? Thoughts and ideas can come to you anywhere, especially in the shower, a closed box with four walls! They can pop in and out of our dimension and into our minds. As we hold our vision in mind and be grateful for our vision, these ideas will come to us, all we have to do is capture them and take action! Les Hewitt, Mark Victor Hansen and Jack Canfield in their book, *The Power of Focus*, give the statement, *"Did you ever have a big idea in the middle of the night? You sit straight up in bed and your mind is racing. Usually, you only have a few seconds to capture that idea before you lose it, or your body says, "Go back to sleep, it's three o'clock in the morning!" In fact, you*

*may drift back to sleep, wake up hours later and have completely forgotten what your great idea was.* ”<sup>xxxi</sup>

We all have had this happen. As you are holding your vision in mind with gratitude, this will happen to you all the time! Make sure that you record your ideas and do something about them! The way to make them real is through action, which we will discuss in later. It is our responsibility to act on the gift of creative thoughts. Creative thought is the greatest miracle of them all and you taking action on them is what will make your vision reality. Thoughts are gifts and can go through the walls with brilliant clarity and leave with the same quickness unless you do something to capture them. Now that you see the power of your mind and how it communicates with The Universal Mind, take the time later in this book to clarify your vision. Then focus your mind and physical energy to bring your creative visualizations to reality.

## ***Seeing the Future***

There are those who can see the future. No, these people are not mystical or clairvoyant. You, too, can see the future simply by holding gratitude for the vision of your goals in the present moment. Einstein put it like this, “*Imagination is everything. It is the preview of life’s coming attractions.*” The future is an act of our creation. Your future can be whatever you want it to be. To make it happen, you simply transfer your vision to the Universe through your thoughts. Your thoughts are what Albert Einstein refers to as your imagination. Your vision is your order, like placing an order in line at a fast food restaurant. The concept of mental ownership means that you *feel* in mind and soul as if your vision is already true. Your body and sub-conscious mind cannot tell the difference between a thought and reality. This means that you must vividly *see* your vision and *feel* gratitude for the life that you desire in the present moment. To see the future is to take mental ownership of your vision and vibrate as the person living that life right now. When you take action from the place of your vision being true, you take bigger risks and you attract into your life the material means required for your vision. The reality is that these are not risks at all because with gratitude for your vision and action on your inspiration, you will attract all of the material means your vision needs to flourish.

Often, as children, we are told to *think before we speak* lest we say something inappropriate. As adults, we now know that there is more to this saying than meets the eye. Our words are very powerful. Whenever you are thinking and speaking, examine your thoughts and speech carefully as they will dictate your future. Ask yourself, “*Do the words that come out of my mouth represent the future that I want to have?*” Understand that

the thoughts you think and the words that follow dictate your future conditions and experiences. In reality, your thoughts equal your goals and when you turn these thoughts into words and then into action, you have created your future. If you hear a story on television that makes you feel bad and then repeat that story to someone, you are perpetuating the bad feelings associated with that story, instead of perpetuating gratitude. In each moment, choose to only use your vocal chords to create sounds that illicit feelings in you and those to whom you are speaking that promote the future you want to have. You can choose to discuss things that make you feel bad, or things that make you feel great, things for which you are thankful. One will bring more undesirable situations in your life, while the other will bring desirable situations in your life. It is your choice; every-single-time you speak! Choose your thoughts and words wisely as they WILL become your future.

That well-known, age-old adage *we become what we think about* is very accurate. The same is true about the famous phrase, *"I think, therefore I am"*. You *are* the thoughts that you think and so will be your life. Your thoughts are your vibration, your very frequency in The Universe. There is a reason that these sayings have been around for centuries. The wise before us knew this. Our speech is a window to our thinking and our life conditions are a reflection of our thinking. This is true not only in the spiritual world but in the physical world as well. In the physical world, our thoughts become our speech; our speech leads to our actions and amplifies our thinking through our communication and leadership abilities. Our ability to communicate can bring power to us and to those we associate with or it can take the power away. Our thoughts, words and especially our actions ultimately define us and determine our life conditions. Decisive

speech and clear, organized thinking and action will yield a clear, organized life. Messy, disorganized thinking and action yields a messy, disorganized life. It's really that simple. This is not positive thinking versus negative thinking. It is a matter of knowing that your thinking equals your future. It is your choice whether that future will be the vision you created, or disorder, chaos and dysfunction.

## ***Your Speech is a Window to Your Thinking***

I tell you this next section from experience. As I mentioned, my entire vision board from a few years ago is 100% realized. I keep re-creating it with new goals. The reason I speak of this with such certainty is because I experienced it personally. I truly apply what is written in these pages and do all I can to think of and speak of a future that I want to experience. Those who know me personally will vouch for me on this. There are two methods of thought and speech and both are reflected in how people respond to the question “*How are you?*” The vision-creator always answers “*Great!*” because no matter what, this person is in gratitude for their vision because they know that their vision is their future. When they speak, it is as if their vision is already true, and that life really is great! This person wakes up each day with a clear vision and ready to begin a high priority task. He or she is eager to move down their list until each task is complete. The vision-creator is excited about life because he or she lives in the present moment as if their vision is already true and attracts what is needed to live that vision.

Now, the non-vision-creator always responds to the same question with “*Well, could be better*” or “*Please, don’t ask!*” or “*Do you really want to know?*” or “*Did you see the what happened on the news today?*” or “*Just getting by.*” The non-vision-creator’s future will be exactly what their past was because they are not actively creating it. If their past was a struggle, they speak in terms of their life being a struggle, and guess what, their future is exactly what comes out of their mouth, more struggle. This is hell on Earth and why Proverbs 29:18 says that, “*Where there is no vision, the people perish.*” The road they

see 30 feet ahead of them is the same as the road 30-feet behind them and their lack of a vision, or their borrowed vision, keep them perpetuating in this hell on Earth.

TD Jakes says, *“That’s where the fight is, you lay down with it, you get up with it, you go to work with it. You can’t digest your food because of it, smiling in front people and nobody knows that there is gun fire going off in your head. It’s not a geographical location, it’s not debt, it’s not money, it’s not haters, it’s not enemies, it’s not liars, it’s not back-biters, that’s not the battleground. Stop wasting your weapons on what people say because it’s not what they say about you that matters. It is what you say about you that threatens your destiny. You would never be defeated by what they say about you. You will be defeated by what YOU say about YOU. ...Are you so busy managing the emotional relationships that you have that you don’t the energy to think the thoughts you need to think to go where you need to go?”*<sup>xxxii</sup> As Les Brown puts it, *“The biggest challenge you will have in life is you. There is an old African Proverb that says, “There is no enemy within, the outside can’t do us no harm.”*<sup>xxxiii</sup> If you are allowing another’s borrowed vision to dictate your thinking, you are kicking yourself in the b\*lls, as Will Smith says. The thoughts you need to think, as TD Jakes says above, are YOUR VISION! A goal of this process is to make your inner voice, *what you say about you*, one that is exactly congruent with your vision. When your vision is clear and you focus on it with the tools in this book, there is no fight, your mind becomes your loyal partner and once you make your mind your loyal partner, the UNIVERSE BECOMES YOUR LOYAL PARTNER! It gives you exactly what you think with heightened emotion, e.g. gratitude. Make your thoughts desirable and The Universe will solve the challenges necessary to get there

through inspiration in your mind. Your vision will force you to have great expectations for yourself so you can literally forget the perceptions of others.

By focusing on our vision as we think, we can visualize ourselves and feel gratitude in that reality, then take action on our goals to make it reality in the physical world. Statistics show that 3% of people live with the first attitude and 97% live with the second. Obviously, it is this same 3% who own most of the world's wealth because these are the people who invent new things, raise great families, run successful businesses and strive to move society forward. This three percent are the self-actualizers. Self-actualizers construct their visions with the power of their minds, receiving their inspiration to create through daily work or service.

This example illustrates that when we hear words come out of someone's mouth, that their speaking is simply a window to their thinking. Examining your own speech and what you actually talk about will give you a good barometer to what your thinking really is, and thus your future. Really examine your speech. Do you talk about things you see on the news, over which you have no control? If so, your vision is a borrowed vision. I am not trying to call you out, but really examine the words that come out of your mouth because they will be your future. If have a borrowed vision, don't worry, just do the exercises in this book to create your own.

Rhonda Byrne said that she thought she was practicing gratitude, until she actually started practicing it daily. When she started writing down the things for which she was grateful and really practicing gratitude, she realized she was not really grateful



before, and her former life conditions proved that. When she really practiced gratitude, her life conditions changed in the direction of her desires drastically. The reality is that we may think we have a vision and that we are holding in mind, but in reality, we may talk about a borrowed vision from others. Your words are the window to your thinking, so make an effort to really examine your words. If the words coming out of your mouth are not the future you want to experience, do the exercises in this book. Get clear on your vision, gratefully think it as your reality and speak as if your vision is already true.

Dr. Martin Luther King, Jr. said, *“Faith is taking the first step even when you don't see the whole staircase.”* Your thoughts and actions are the steps on your staircase, and you can go up or down - it is completely your choice. First, you have to be clear on what you want. I hope this book helps you get perfectly clear on what you want. Once you are clear on your vision, it is up to you to think thoughts and speak words that put you in mental ownership of your vision. Then, number your goals in order of importance and get to work on the first one. As you work on your goals, listen for inspiration and take action on those ideas as they come. It is that simple.

Our thoughts and words have powerful resonance in The Universe and bring to us exactly that which we think and speak. Thoughts are things and words are just SO powerful! Learn to focus your thinking to increase your emotional vibration, only thinking about your goals and your vision, and then take the action to get you there. When you are clear on your goals and work on them daily, you feel amazing throughout the day and energy is released. When you don't take control of your thinking and actions, you want to engage in escapism behavior. Please

know that it is totally possible to harness the power of your mind by choosing your thinking, speech and action through your goals and vision.

## ***Going in the Direction You Are Led***

The courses you took, major that you studied in school, or jobs that you had does not have to dictate your vision choice either. Like my friend says, “*40 is the new 18*”. You can choose to pursue your vision at any time! While you may get a faster start starting a business in an industry you know, doing something that truly inspires you is totally within your grasp. I have a friend who chose to start acting in his late 30s, now, he is a regular actor and has been in most television shows and many A films. I studied Mechanical Engineering in college, but my inspirations led me in another direction. I tried a few different businesses, but found demand in website development. Now, my company manages thousands of clients and has a growing team with a great reputation in the marketplace. I teach business website development at local colleges and feel privileged to use my experience to help people generate a consistent flow of leads to their business by helping them dominate their search keyword goals and automating their marketing and sales. I thank God that I never had a plan B or safety net. If I had, I would have been robbed of this amazing journey. My life is exactly as it should be. The reason I tell you this is that I want to instill in you that your life is exactly as it is supposed to be, too, and to encourage you to keep persevering. Keep putting one foot in front of the other and perform your next goal to the best of your ability.

As you work on your goals, remember, your actions surely follow your thoughts, speech, and feelings. When you think and feel grateful for your vision, schedule time and take action on your goals, you live in a state of pure power and flow. You automatically feel incredible about your life and the world around you. This is a state of infinite possibility where you become a

juggernaut that can't be stopped. As you accomplish your goals, you are going to feel and be unstoppable!

Ask a hundred people what their vision is or what they want their life to be and ninety-seven of them will look at you confused, stating that setting goals just isn't for them. These people cannot see the future. As Dave Ramsey says, "*Ignorance of the law is no excuse for breaking the law.*" In my Vision Creation Seminars, I've seen people walk in completely lost and walk out on fire. They leave the seminar with an inner vision burning in their eyes. They simply needed to get clear on their goals and set a plan to achieve them. They needed to understand the process to create their vision and make gratitude for that vision their emotional norm. It takes just minutes a day to get on the frequency of your vision, then time in your calendar to work on goals that ensure your vision becomes realized. Hold a clear vision and work every day on goals to accomplishing that vision, without a safety net or plan B. When you put yourself in a position where you must succeed or you do not eat... watch out world!

## ***Fusion Through Commitment***

If you want to succeed massively, this chapter is for you. I am talking on levels never seen before. I am talking to serve on a level that puts you at the top of your chosen field, the current muster roll of civilization. This is totally possible and if being the best at what you do is your goal, then you will want to really listen to this part. We have discussed several times the concept of having a nuclear fusion reactor in your belly by creating enough pressure to cause fusion in yourself. I really want to explain this here in this section.

Think of the concept of what a star is. A star is a huge volume of gas, starting as hydrogen, that collect together in space. The gas' volume is so much that it causes such massive gravitational force to be applied to it, that the pressure on the hydrogen gas atoms actually produce a reaction called fusion. The fused hydrogen atoms then create helium and they, too fuse and the process continues. When an atom is split, it causes nuclear fission, but when atoms collide, it produces nuclear fusion, which releases much more energy. The planet Jupiter is also made of gas, but it's volume does not produce enough gravitational pressure for its gas atoms to fuse. Jupiter is a cold, dark place, while a star is hot, vibrant, volatile, exciting and is the center of it's own solar system! Now, ask yourself a question, is it by chance that people who serve on massive scales become "*stars?*" Such people serve on massive levels and truly become the best at what they do. The question is, *how do you get there?*

Now, I want you to take this concept of what creates a celestial star versus just a cold gas planet and apply it to yourself, another celestial body. Remember, as Carl Sagan says, you are

literally made of the same stuff as stars! As humans, if we want to become a “*star*” in our field, we must put the pressure on ourselves so massively, that we cause nuclear fusion *inside* of us that releases energy, skills and talents so much that our impact is guaranteed. We must set goals that are so massive, that the pressure is so great that we fuse inside. If the goals are just wishy-washy, pay-your-lousy-bills goals, your goals will not create the pressure you need to fuse and you will stay a gas planet, like Jupiter. But, if you want to be your own Sun, a star, then you must set and focus on a MASSIVE goal to create the pressure AND intentionally create the point-of-no-return. You must “*burn your boats.*” According to Wikipedia, “*This alludes to certain famous incidents where a commander, having landed in a hostile country, ordered his men to destroy their ships, so that they would have to conquer the country or be killed.*”<sup>xxxiv</sup> This is how you create the pressure required to start fusion inside of you. This is the point that Santiago reaches in the book, *The Alchemist*, when he chooses to cross the desert on a caravan. Once he is a certain distance into the desert, he must look forward, because going back alone, without the caravan, would certainly kill him. The same is true of taking a sea voyage, you hit a point where you cannot swim back and must weather any storms that hit. Benjamin Disraeli said, “*Nothing can resist a will that will stake even its own existence on the fulfillment of a goal.*” As Will Smith says, “*Greatness is something that exists in all of us. It is very simple, this is what I believe and I’m willing to die for it. Period.*”<sup>xxxv</sup> To make your ‘will’ hit that point where your own existence is at risk if the goal isn’t accomplished, is what you must do to create the pressure necessary to fuse inside. This has been termed becoming a ‘*no matter what it takes person*’. This means that you will go through as many stepping stones as

you must; that you will do whatever you must; and you will work as focused as you must, to become the person in your vision.

Les Brown says it perfectly, *“That which focus on, that which we give our energy to it will begin to multiply, it will begin to expand, it will begin to develop your consciousness and out of that comes your greatness, out of that comes your commitment. Out of that comes a passion for life, out of that comes a special power that you have in you, that you haven’t even called on yet. See the powers that we have will never reveal themselves if we don’t challenge them. If we don’t put ourselves in the position where we have to use them... Put yourself in the position where you can’t retreat. Where it is do or die. Sink or swim! Here is what you find out, you’ll develop incredible swimming skills. You find yourself stoking like you have never seen before. Through the inspiration of desperation you become more creative than ever before. Throw your whole self into it. See, most people go at it tentatively, they don’t give all their stuff, they don’t concentrate, they don’t put everything they’ve got... All you can do is enough. Make sure you do all you can do. And if we are honest, we know we haven’t done all we can do... If I look at all the dimensions of my life... I am going to do all I can do all I can do to develop me. To bring my talent out here, to make a contribution to life!”*

By fuse inside, I mean hit a point where your vision is one of singularity to bring your *talent into the world and to make a contribution!* Eric Thomas calls this wanting your goal so badly that you want it as bad as you want to breathe. He says, *“When you get to the point where you want to be successful as bad as you want to breathe, that is when you will be successful. That’s how bad you have to want it.”* He refers to being under water

holding your breath. When you are underwater and can't breathe, all you can think about is air. THAT is the point you have to reach, where ALL YOU THINK ABOUT IS YOUR NEXT PRIORITIZED GOAL ON YOUR LIST!!! As Will Smith puts it, *"It takes such a desperate obsessive focus, you really have to focus with all of your fiber and all of your heart and all of your creativity."* It is where you really get The Universal Law that your thinking is your future and take total control of what thoughts you have and which thoughts you apply emotion to. It is where you have tunnel vision and focus on your goal where ALL of your energy goes into only it's accomplishment. Just like a black hole singularity sucks in all of the light around it, your goal must pull all of your energy, focus and talent into it's realization. Einstein puts it like this, *"Only one who devotes himself to a cause with his whole strength and soul can be a true master. For this reason, Mastery demands all of a person."* It is where you push aside ALL other distractions, hobbyist desires, white noise, toxic relationships, and just focus on your main objective/your top task/your main goal. This is a position in which you must put yourself only if you want to succeed massively.

You can create a business that produces enough cash flow to pay your bills with a clear goal and game plan. If you start a business that bills monthly and can be delegated, e.g. set a goal where you put a cash flow producing asset in place that pays for your luxuries, you will accomplish your financial freedom goal in accordance to effort you put in to marketing and sales. The 'cause' of marketing and sales leads to the 'effect' of a cash flow rich business. This section, however, is about actualizing your full genetic potential mentally, physically, spiritually, relationally and financially. Basically, to take your life as far as you can and to live as big as you can. In order to do this, you have to create



your vision clearly, then only give mental real estate to YOUR VISION and only spend your time on tasks that are creating the vision you hold in mind.

This is exactly why Arnold Schwarzenegger is Arnold Schwarzenegger. He is a great example because he was the best in his field at multiple stages of his life. Arnold Schwarzenegger, Denzel Washington and Will Smith all despise plan B! They say to make a full commitment, without a safety net. Arnold says it is actually dangerous to have a plan B because you cut yourself off from fully committing. By fully committing, I think Arnold means that you don't put yourself in this position to feel the real, full pressure needed to create fusion within you. As Will Smith says, *"The first step before anybody else in the world believes it, is that you have to believe it. There is no reason to have a plan B, because it distracts from plan A."* Any mindshare you give plan B, simply takes you away from the focus on your main objective. You need to hit that point, where you must give your current goal all you are capable of, because if you don't, you will literally starve. The only way to do that is to fully commit to it where you only look forward to what you can do to meet your goal, not backward at what you do *'just in case'*. Having any thoughts of *'just in case/plan B'* takes your thinking off of your vision and without your full mental energy focused on your vision, your fusion engine will continue to spark, but stall, because you do not have the required pressure to cause fusion. With a plan B, you remain a cold, gaseous planet like Jupiter and never create the sheer massive goal volume and point-of-no-return necessary to create the pressure required for your fusion engine to start up. Denzel Washington gives a great graduation speech and says, *"I am sure people have told you, make sure you have something to fall back on. Make sure you have something to fall back on,*

*honey. But, I never understood that concept, having something to fall back on. If I am going to fall, I don't want to fall back on anything. I want to fall forward, I figure this way, I will see what I am going to hit... Do what you feel passionate about, take chances, don't be afraid to fail. Don't be afraid to fail big, to dream big. But remember, dreams without goals are just dreams.*"<sup>xxxvi</sup> I love his last line, he is emphasizing the importance of setting goals, then taking action!

You may worry that if you don't have a plan B, that you may fail. Arnold, Denzel & Will all mention that there is nothing wrong with failing, that we should not be afraid of losing and both are necessary to climb the ladder. We discussed already that failure is not failure, but the exact stepping stones on your ladder about which we are speaking. As you start to take action on your inspirations, don't be afraid of losing or "*failing*"! Really, do the best you possibly can, but don't be paralyzed by fear to not act. Take action and you will figure out what works and what doesn't.

In my business, I tell my customers that marketing is testing. We have certain core methods that we perform, but we have to get the combination of those that fit their industry that maximizes their return on investment. We have to try things to see what works, see what gets responses and do more of those things. In your life and business, you have to try things, then focus on what works. The things that don't work are a necessary part to finding what does. Robert Kiyosaki recommends that people, "*Fail Faster!*" Meaning, to do this exact process to try things, stop doing what doesn't work so you can find what does work. The concept of understanding that the stepping stones are a part of your journey to find your channel of service is what leads you to the skill of abandoning your ego so you can dump the things that

don't work and keep moving forward to find what does.

That is what I love about the vision show, Shark Tank. It shows people starting a business around their creative visualizations. Some ideas are awesome, some need work, but it doesn't matter. Taking the risk and trying is what matters. If a venture doesn't go as planned, so be it. The market will decide if your idea has demand, but you only know if you try. It is like telling a joke, it doesn't matter if you think it is funny, what matters if the audience laughs. Some ideas will just have demand, even if it the idea seems ridiculous, people just want it. A good example of this is *The Comfy Hooded Blanket* from *Shark Tank*. It seemed ridiculous but turned out to be one of the most successful products in *Shark Tank* history. If, however, you get an idea with no demand and invest some money into it, at least you tried! You may have to work various jobs to pay back some debts from that venture, but consider the lessons you learn in any endeavor where you owe some money, the price of the lessons you learned. If you ended up debt financing your business, or learn another lesson in business that costs you money, consider it like paying for a semester of college. If you are taking action to try your creative visualizations, you are in the right direction and you will learn the skills that you need along the way.

On Shark Tank, Mark Cuban said, "*I would rather work 80 hours a week to make \$50K and work for myself, then have a \$75 to \$100,000 job working for someone else.*" Again, we all start by working for others for a period. The difference in owning your own business, however, is that you don't make the \$50K forever, you make \$100K the following year, then \$300K, then much, much more. Also, you can delegate the work. If you gain customers for someone else's business, they own the customers,

not you! This is the key to understand. When you own the business, as long as you continue to provide great service, you keep your customers and grow new customers. You can delegate tasks and develop systems to run your business, then put people in charge of those systems. You cannot scale if you don't own your business.

At the beginning of Season 11, Episode 1 of *Shark Tank*, The Sharks said:

“Mark Cuban: *There's a freedom that comes with being an entrepreneur. There's a sense of empowerment that you can't get when you work for someone else.*”

Lori Greiner: *From day 1, I knew I never wanted to work for anyone else. I wanted to be the ruler of my own destiny and take my life into my own hands.* On Season 6, Episode 20, Lori Greiner says, “*It only takes one idea.*”

Robert Herjavec: *Freedom is the ability to control your own life. No one can fire you. No one's going to tell you what to do. It's all up to you.*

Kevin O'Leary: *One great idea is power – the power to set you free.*”<sup>xxxvii</sup>

They are so right! This is the exact freedom I am trying to convey. This is not just financial freedom. It is a freedom to know that a deep infinite ocean of ideas is available to you. If you are wondering, “*Where the heck am I going to get one of these great ideas?*” All you have to do is hold your vision gratefully in mind and work on your highest priority task. As you do this process, creative thought will strike you. As you gratefully hold

your vision and work on your goals, in that process of just getting to work on your highest priority task, you will be struck with new ways to do things, ways to solve problems and combinations of things will come together in mind and right before your eyes. Without a vision, you don't need these ideas. Without a vision, you have no challenge to solve, no chasm to cross. Your vision is the challenge to solve for Universal Mind/God's Mind/Your Subconscious/Superconscious Mind, the inspiration you receive, when brought to reality through your talents and applied through service, is how the challenge, that is your vision, is solved. The bigger and bolder your vision is, the more you remain in the frequency of gratitude, the more of these ideas you will have! You will receive them all the time! The better your skill of business gets, the more you will bring them to reality and the more income you will have to fund your ever-expanding vision. This is how you get such creative ideas and how to bring them to reality to live your vision. If you have some down-time, check out *Shark Tank* and see all of the entrepreneurs and different ideas on the show. The entrepreneurs on the show have a vision. Most of them had a full-time job, financial and other commitments, but still chose to pursue and develop their creative inspiration and just went for it. Again, some ideas have demand in the market, while some stall and put the entrepreneur in some debt. THAT is the process and the entrepreneur's real business education comes from trying their ideas. I am telling you that you can do it, too, by simply creating your vision, holding it in mind with gratitude, working on your goals and listening for inspiration. Then, once you have an idea, go for it!

When you do work for someone else, give it all you have, set goals for your work and adhere to and improve the company goals, but, and this is a big but, I encourage you to have your own

goals and vision that you are working on outside of your job! If you want to learn how to do something, seek mentorship. Consider your ‘jobs’ that you have your journey of your educational journey, how you learn your craft. This journey is your path to more intelligence. Invest the money you make at your job into your own business, be it a product, service, intellectual property, real estate or whatever! Always do your best at any job at which you find yourself, learn all you can, but still think of your vision and pursue your own goals outside of that job. The key is doing your best each moment, be it at your job or when you are working on your own goals.

I went all in on my businesses, meaning, there was no safety net, and there still isn’t. The first few ventures I started did not go as planned and because of me going all in, I ended up in some debt. It took me years to pay it back by working six jobs at once. In my business and life, I know that I have to be an effective person to succeed each day on my goals. I know that if I break Universal Laws, that if I don’t live my Unifying Principles, or if I slack off, that I will be back to working six jobs. So, guess what, I keep myself in check and get to work every day and effectively manage my business. To put it bluntly, I don’t perform low priority tasks and am not lured into activities and people that take me away from working on my goals. Also, there is a big difference between working jobs to fund your business and having a safety net or plan B. When you have this singularity of vision, every other job you do simply is the foundation and support structure to you accomplishing your goals and living your vision.

Steve Harvey has a story he tells where he had a friend who cut grass. *“I have a friend who never wanted to go out with us*

*because we stayed out too late. "Come on man, go out with us."*  
*"Nah, man, I have to get up early tomorrow. I am cutting Mrs. Johnson's grass."* We kept laughing at this dude. "Cutting grass? How much they paying you?"<sup>xxxviii</sup> This friend went home and went to sleep so he could get up early and get to his highest priority task, cutting Mrs. Johnson's grass. Now, this guy makes four million dollars a year. I don't think his friends are laughing anymore. This guy had a clear goal and his goal was more important than what his friends thought of him leaving early. I just recently heard a story, first-hand, from a high school student who owns his own landscaping, car and boat detailing business. He had junior prom where everyone was going out late. He chose to come home after the dance and not go to the after party because he had a job the next day and had to work. I can't tell you the impact he had on me when he said that. This is exactly the commitment it takes to your vision to really see it through. This gentleman went to the dance but knew that he had accountabilities the next day, so he went home at about midnight, while everyone else stayed up super-late and had to sleep in. Use Steve Harvey's friend and this gentleman as role models. Ascend past any vision hijacking behaviors by having clear commitments to your goals the next day. Once your vision is clear, this process will become apparent for you and the decision to choose to work on your goals will be easy. When you have this attitude and just show up to work, over a period of time, you, too, will make millions, as I am certain the high school gentleman above will do.

Remember, success is the progressive realization of a goal. The Grand Canyon was formed by a little stream over time. Even if you work for 15 minutes per day on your top priority goal, you will experience the feeling of success and enthusiastic energy release of which I speak. This concept of becoming a star is

meant to let you know how to create the pressure necessary to bring out of yourself talents and disciplines you would not have discovered if you did not *burn your boats*. Also, on the television show, *Shark Tank*, the investors always ask if the person is full-time before investing in the business. The reason why, is that they want to know if the person is fully committed. If the lead entrepreneur isn't confident enough to fully commit, why would someone have the confidence to put their money into that business? They don't. With full commitment many things happen that we can't explain. In the words of William Hutchison Murray:

*“Until one is committed, there is hesitancy, the chance to draw back, always ineffectiveness. Concerning all acts of initiative (and creation), there is one elementary truth, the ignorance of which kills countless ideas and splendid plans: that the moment one definitely commits oneself, then Providence moves too. All sorts of things occur to help one that would never otherwise have occurred. A whole stream of events issues from the decision, raising in one's favor all manner of unforeseen incidents and meetings and material assistance, which no man could have dreamt would have come his way. I have learned a deep respect for one of Goethe's couplets: Whatever you can do, or dream you can, begin it. Boldness has genius, power, and magic in it!”*

Denzel Washington says in a speech, *“I found that nothing in life is worthwhile unless you take risks. Nothing. Nelson Mandela said, “There is no passion to be found playing small, and settling for a life that's less than one you're capable of living.””*<sup>xxxix</sup> Denzel Washington, Nelson Mandela, myself and many others encourage you to set BIG, BOLD goals and to think BIGGER and take more MASSIVE ACTION than you ever have



before. As Brian Tracy says, *attempt the impossible!* Realize, whatever you gratefully visualize, no matter how impossible it seems, The Universe will give you the exact solution you need to bring your vision to reality! As you take action, you have to become the person who lives your vision. The person you want to become is ultimately up to you, again, your choice. Choose what you want to put in your vision, then, use the tools in these pages to create your vision and become that person in the present moment. If you want to experience the fusion reaction we discussed, I encourage you to take Goethe's advice and to be bold in your goal setting, vision creation and daily vision achievement.

Remember, this 3% of the population that succeeds does so by the exact same process we are discussing here. They do it by creating a vision and holding that picture in their head. Then, whether they can articulate the process or not, they are following Universal Laws. After Bob Proctor read *Think and Grow Rich* by Napoleon Hill, he succeeded massively in business. He then wanted to know what changed and why he succeeded. He spent all his time after that question surfaced understanding the exact process we are going through here. Creating a clear vision, being grateful for that vision and taking action toward goals based on your inspiration, is the path. It is really that simple.

When you wake up every day, it is you who look at yourself in the mirror. Only you know if you are living your life in a way that makes you fuse inside, or a way where you feel like you have more to give. Trust me on this, all you have to do to start releasing energy is to get clear on your vision and work on your highest priority goals. Creating and holding this mental image and working on your new goals may require some new skills, but you will learn them. You really have three choices when it comes

to this topic of creating fusion inside of you. Again, let's use the analogy of a celestial body of gas:

1. *Dissipation and death*: This happens when there is no pressure on the gas, the gas just dissipates and the celestial body dies. This is exactly what happens when one takes the goal setting and achievement pressure off of themselves in "retirement". Many times, before retirement, their vision and goals were given to them by their company and a boss and once they are no longer in the employ of that organization, they also no longer have goals, aka, pressure. When the daily goal setting and achievement pressure is removed, their gas dissipates and, statistically, die after three years of retirement. From HuffPost.com, "*Study after study has shown that people who retire early tend to die sooner.*"<sup>x1</sup>

2. *Choose to be a gas planet*: From the Instagram user, thewaveandtheocean, "*Until you get very clear on what you want, you will get something that sorta-kind-almost-but not quite meets it. Keep refining with each experience. It is creating clarity.*" *Sorta-kind-almost-but-not-quite* is what is meant by setting *pay-your-lousy-bills-goals*, as Anthony Robbins says. You have to stick with it and keep refining your goals, vision and service through business. This is how you uncover demand and meet the real-you! If you don't refine and are not clear on your goals, you are not really motivated and don't fuse inside. This is what happens when you are not clear on what you want. This is what happens when you have 'general' ideas that you think are goals like, happiness, a functional car, an eventual relationship, a place to live, to workout when I can, etc. If you are not clear, you can't have exact tasks and without exact tasks, you get lost in the trivia of daily life. Without setting the goals of the life you

actually desire, the goals that are so big that they get you out of bed excited; goals that create enough pressure to force you to fuse inside; you remain in a cold, dark state where you don't take that critical step to really do your best. That step where you, for example, if you want to be a singer, start singing in public; going to open mic nights; renting halls; contacting agents; sending your demo tape out, etc.

On the show, Shark Tank, Season 6, Episode 25, there is a gentleman, Mont Handley, president and CEO of PittMoss who comes on the show. When Robert Herjavec asked, *“How did you come up with it? I mean it is so creative.”* Mont said, *“Robert, I have been interested in commercial greenhouses and don't ask me why, since I was a little kid. I bought my first greenhouse when I was 12 years old. My parents didn't even know I did it, and my mother was like, “I can't believe you sold a greenhouse to a 12 year old boy.” My first job out of college was managing five locations of a retail nursery, and that's where I came up with the idea. I turned 50 this year, and I said to myself, “If you do not do this now, you will never do it.” And that is why I said, “You have to do this.”* At the very end, after Mark Cuban, Kevin O'Leary and Robert Herjavec invested in his venture, he said, *“This means that I can actually make a living, building on a dream that I have had for 20 years, and that is a really amazing feeling.”*<sup>xli</sup> And he started crying tears of joy. Mont Handley is the perfect example of a human being who chose to put himself in a situation where he was forced to fuse inside. He went from a gas planet, to a star by going all-in and creating the pressure necessary to fuse. A part of his fusion was him having the intestinal fortitude to put all of his money into his venture, then stepping onto the World Stage by applying and going on Shark Tank. He is a wonderful role model for how to create this fusion

reaction inside. Also, at the end of the episode, when he cried the tears of joy, it just shows how The Universe works and how we are rewarded for having faith to pursue our talents, vision and ambitions. This release of tears shows the exact emotions and intensity created through full commitment to your vision. You can experience this same success, too.

3. *Choose to be a star:* The third choice we have is to put ourselves under enough goal pressure, as Mont Handley did above, to actually cause the fusion reaction inside of us about which we have been speaking. This is when you choose to go all in to living the vision you have created. Yes, you may bump around for awhile to figure out the intricacies of where the demand is, figuring out your exact channel of service, disciplining yourself to do the marketing and sales, and tweaking the business part. Yes, there may be a little adjustment period for a period of time, but once you properly setup the business around your service, you focus on it in lieu of everything else. The more pressure on you, the better. The more pressure, the more fusion, the more energy released and the bigger you will get. If you have a lot of monthly bills, good! They will make you even hungrier, more focused and more effective in focusing your valuable time on only activities directly bringing you to your realized vision. A client of mine is a forensic accountant. He always recommends that a person in college take out loans because of the financial accountability it creates. I had student loans, and guess what, I put a passive income asset in place to pay that payment. Me having the financial accountability forced me to create the business services, systems and to make the sales through many conversations with clients explaining why the services we offer have value, why to go with us and why to stay with us. Without the financial accountabilities, I would never have developed such

skills. The more accountabilities you have, the more pressure and the more you will fuse! As you create a bigger vision, you are going to have more financial accountabilities and you will be forced to fuse even more so you can generate the cash flow to pay for your increased vision.

Another example of a person who is fusing is Phillip Lapuz of Kronos Golf. He went on *Shark Tank* on Season 6, Episode 2. He quit a high paying job in consulting to pursue his precision golf putter company, Kronos Golf. During his pitch, he wells up with emotion and explains that he is all-in and that he made many sacrifices to be where he is, including putting his marriage off until the venture succeeded. He explains how his fiancé's parents did not agree with him quitting his full-time 9-5 job and starting a company. He says how in Japan, they prefer to marry their daughters to people with 9-5 jobs. He moved forward anyway. His release of tears and expression of his full commitment was so moving and exactly personifies this chapter. When you fully commit, the release of such emotion is just what happens. When my first business venture did not go as planned financially, I cried at my desk. My faith that the experience I had was some sort steppingstone helped me move forward. Getting to this level of commitment where such uncontrollable emotion is released, is such a powerful personification of this chapter. Watch the episode to see this amazing display of fusion through commitment. He put it all on the line and it paid off handsomely.

You can do the same thing! You just have to make the choice and take the first step. It is your choice to what you want to become! You can take the pressure off, dissipate and die, which I consider to be hell on Earth. You can choose to live in a fog, with no goals or un-clear goals and just exist to pay bills, which is

what most of civilization does. I would consider this purgatory, where you are not here nor there and just exist without fulfillment and a lifestyle that is not particularly motivating. Or, you can get laser focused, set big and bold goals, create massive pressure and fuse into a star, this is Heaven on Earth. As Will Smith says, *“Being realistic is the most commonly traveled road to mediocrity. Why would you be realistic. What’s the point of being realistic?”* Don’t be realistic, define a life you actually want to live! As Frank Kafka said, *“Don’t bend. Don’t water down. Don’t try to make it logical. Rather, follow you most intense obsessions mercilessly.”* You are not competing against anyone either! It is you who has look at yourself every day in the mirror. This is a great poem by Peter Dale Wimbrow, Sr. that my good friend shared with me in college:

## ***The Man In The Glass***

*When you get what you want in your struggle for self*

*And the world makes you king for a day*

*Just go to the mirror and look at yourself*

*And see what that man has to say.*

*For it isn't your father, or mother, or wife*

*Whose judgment upon you must pass*

*The fellow whose verdict counts most in your life*

*Is the one staring back from the glass.*

*He's the fellow to please – never mind all the rest*

*For he's with you, clear to the end*

*And you've passed your most difficult, dangerous test*

*If the man in the glass is your friend.*

*You may fool the whole world down the pathway of years*

*And get pats on the back as you pass*

*But your final reward will be heartache and tears*

*If you've cheated the man in the glass.*

At the end of the day, you have to live with the person you are. The real *'struggle for self'* and daily challenges you face are the ones of your own mind. Realizing that you can choose whether your mind can be your closest ally or your worst enemy is a huge realization. The time to make it your ally is upon you, here and now. Your mind can easily become your worst enemy when you do not consciously construct your thoughts and let life's daily trivia in the door. At first, the process is like wrestling a bull but, with some practice, your mind can become your loyal partner. Making the choice to create and gratefully think your vision is the first step. You can make the choice to think and live your vision at any time. Once you set your vision, you must do the work to believe it is true. You can either believe your vision to be true or continue to allow your thinking, energy and belief to be consumed by fabricated ideas of others. You do not have to wait 20 years to live your vision either! Do it continually! Learn the skills in this book to set goals, make them your vision, listen for inspiration, act on your goals/inspirations, then achieve those goals and reset new ones! *"Work constantly to renew your life and to expand your vision of yourself."*<sup>xliii</sup>

I highly encourage you to have a *final reward* you are proud of, one where you can spread your arms and say, *"Look at what I have created."* It is up to you to take the time and make the effort to create and live your vision so you can enjoy the life that you designed, that you truly desire and one that will fill you with fulfillment each day you open your eyes. Once you set your vision and embark on your *"vision quest"*, the real adventure starts. To me, one of the most poignant stanzas of the poem above is this one: *"For it isn't your father, or mother, or wife, Whose judgment upon you must pass, The fellow whose verdict counts most in your life, Is the one staring back from the glass."*



Only you know what it is that you want to do with your life. Only you know what your true desires are to serve others. Only you know if you are actually practicing gratitude and are in the *frequency of gratitude*. At the end of the day, the verdict about which Mr. Wimbrow is speaking is all that matters and is what will ultimately lead to us feeling fulfilled each day and like we used every talent, resource and ability we had through the effective service to others. It is up to us to create an appropriate vision where we will put ourselves in a daily position to fully use and exhaust ourselves by giving all we have that day. When we set our head on the pillow in the evening, one of the best feelings we can have is, “*Wow, now THAT was a great day*” and peacefully doze off to sleep. You will know when you start to fuse inside. You will feel a sense of lightness and Universal Connection in your solar plexus. You will feel lighter, that your work/service is gaining more traction every moment and that you can’t wait to get back to working on your next priority goal. Fusing is one of the best feelings human beings can experience and it is yours if you want it. Please, don’t let anyone create your vision for you as their vision will not give you this fulfillment. Truly, it is your responsibility to create and live your vision.

## ***It is Your Responsibility to Create and Live Your Vision***

Earl Nightingale once said, “*People don’t think. If most people said what they were thinking, they’d be speechless.*” By creating your vision, you are creating the substance of your thinking. I am very grateful to some of the excellent teachers I have had in my life and for them teaching me how to accomplish goals on a disciplined course. Schools are amazing at teaching students to accomplish goals, but there is a gap in the education industry of teaching the students to create their own goals and vision. Think of your own education, did you have any classes entitled *Personal Goals* or *Vision Creation*?

Schools were created to teach students basic content through an organized curriculum.<sup>xliii</sup> Employers look to school systems and universities to fill the work-force. The bells, schedules, and structure were created to replicate a work setting where things had to get done, like in a factory. Things like mandatory attendance; how to be efficient and how to get assignments done are examples of factory-type thinking. I am not saying this about education in any bad way. You could also describe the current educational model as systems thinking. Systems are what get things done so we can enjoy the quality of life we do, from running water, to electricity, to food in our refrigerator. Schools are excellent at teaching this. For example, Asa Packer founded Lehigh University to train engineers and managers to run his rail business. Schools were designed for students to learn a pre-made syllabus of basic information by having them perform tasks assigned to them and testing them on this information. Creative thinking is considered a byproduct of this process. Colleges are

often ranked by their career placement after the student graduates. The value of a school is often placed on the ROI (return on investment) of the salary of the job a graduate would receive upon graduation. The skills taught in school are very valuable and can be a foundation to get your goals accomplished. Use all the skills you learned from school, sports, being a part of clubs and your social interaction to work on your goals daily. The goal of this book is for you to set your own syllabus and to use the systems thinking you were taught in school to execute your personal goal syllabus.

I know, from personal experience, and from giving goal setting and vision creation workshops at many universities, that students are rarely asked to set their own goals. When I said I was starting my own business right out of school, many people thought I was crazy. I had this mechanical engineering degree and an MBA, why wouldn't I use them to 'get a good job, with a good salary' many people asked. I saw my father, after working for a company for 30 years, be let go after the company was sold, and getting a six-month severance package. My father was grateful for the years he was there and the salary he received. I was just shocked at the abruptness of how fast things changed. This experience, and a few more that I had in my life, led me to uncover the Universal Law that I should own my own business, so I started one right out of school. This Universal Law is summarized by Brian Tracy quite well when he says, "*The more you seek security, the less of it you have. But the more you seek opportunity, the more likely it is that you will achieve the security that you desire.*" The opportunity about which he is speaking are the creative visualizations you have. Also, I take this quote to mean, easy come, easy go. If you start on day one making a salary of say \$100,000 per year, you can lose that salary with the

same exact quickness. If, however, you build a business, it will take time to develop your business and customer base, but your business will continue and not be lost in a moment. What I see happen is that you gain 50 clients, lose one or two, gain 50, lose one or two. When you build a business, the speed of your financial success is a cause and effect relationship. Your financial success will depend on if you are in harmony with Universal Laws; the amount of sales activity you perform; and how well you tend to your business, e.g. your ability to effectively delegate, manage your team and bring new innovations to your clients and market. These innovations are the inspirations you have as you work that are given to you when you gratefully hold your vision in mind. These are the combinations of ideas, products, designs, etc., that, when brought to your client base and to the market, will bring the financial income so you can live your vision. In the same way a business is grown, a business declines. You have to do the opposite of the actions above, over a period of time, to lose your business. It does not happen overnight as it can happen if you have a job with a salary.

The reason I bring this up is that you have to live your vision, no matter what the influences around you say. If you don't choose to live your vision, it is you who will become soul-sick, which is probably what the person who discourages is suffering from. You will have some in your life who are supportive, and others who will blatantly laugh at you. Arnold says to "*Ignore the naysayers.*" It is imperative to believe your vision to be true and to not focus on those who don't support you. They are going to be there, but you must move past their potentially discouraging influence and forward, no matter what. Fred Smith, the founder of FedEx, received a C on his paper about FedEx. He persevered and created FedEx. Don't listen to

the naysayers, believe your vision to be true in the present moment and surround yourself with a peer group who supports you.

I had people who were supportive and people who thought starting a business was like a joke and that I should have used my education to work for a big bank or an engineering firm. Here I was, Tom Roman, going out and starting a business? Yes, I was unique at the time, but I was lucky to have had great role models, some really great teachers and some amazingly supportive people around me. I listened to Tony Robbins and did his goal setting courses. I read Robert Kiyosaki's books and learned to invest in cash flow producing assets and not spend money I made with my time on my luxuries. My parents were kind enough to let me take over their dining room for two years during my first start-up. My Dear Mother, God rest her soul, made delicious spaghetti and meatball dinners every week for our weekly Monday Night team meetings. My Aunt and Uncle were kind enough to barter IT and web services for their steel company, and a periodic ride to the airport, and let us use a small office in their building for several years where we moved our offices. I was lucky, too, that after deciding to start my own business, that certain teachers I had really inspired me. One of my instructors placed the first order for my first business; another professor helped me with an independent study focused on my first business; and the Lehigh Athletic Department placed an ongoing order for athletic awards from us, for these gestures I will be forever grateful. Yes, there were some that were not supportive, but I only focused on those that were. After that, I spent years learning and creating businesses with residual, monthly income models and my business passive income produced more stable income than my bills in about a decade.

Being financially free does not mean that work is not required each day. If you are not growing, you are dying. There is no standing still. I recommend creating business models that lead to freedom for you, but any going concern, be it an investment in real estate, the stock market or a business, requires management and work to keep going. The moment you stop setting goals to improve your business and your customer's lives, someone else who is hungrier will go out and take your customers and leave you in the dust. A part of having independence is to have the time to pioneer new ways of doing things, to improve your business' services, and to help your customers further reach their goals. The first goal to get to this independence is to simply have your business profit be more than your monthly bills. Once you do this, you achieve independence, but you must stay hungry, work hard and continue to innovate. If you don't, you will lose customers and be out of business in short order.

Our website hosting business, HostRoman.com, hosts a lot of websites and emails. A part of this staying hungry is when we made the commitment to 100% reliability, 100% privacy in email and offering massive up to 100GB inboxes. We did a major migration that took over six months to complete. Since we finished the migration, we have not had any, not one, issue regarding email. We also upgraded our servers to the singular best servers that exist and upgrade them every 18 months. The reason why, we know that if we don't offer the best, our clients will go elsewhere. The hosting we offer includes the very best in SSLs (secure socket layers), website speed due to ram and solid-state hard drives, and simply the fastest uplinks in the industry, all creating the foundation for the absolute best search engine optimization results for our clients. Staying hungry and continuing to offer the best services is a cornerstone to any

company that wants to grow and I encourage you to always set new goals as your vision comes true, so you can dominate your industry and attract new clients in the future.

In the beginning of starting my business, there were steppingstones, many of them and years of lean financial times. People would often say, why don't you get a job and put this '*suffering*' to rest? Why? I knew another Universal Truth, that I had to always pay my phone bill, car payment and insurances. I knew that if I let another entity, such as a job, pay for these, that I would get used to it and I would become reliant on the income made from that job. This is what I consider '*taking the bait.*'

## ***Freedom = Assets Before Luxuries***

When opening this section, I want to acknowledge the hard work that people who have a job perform each day. I want to acknowledge the daily disciplines to do what you do and all that it took to get you there. You should be extremely proud of yourself for the hard work you have done and continue to do each day. This section is meant to take that exact work ethic and money you have and to create your own cash flow producing assets, that will ultimately set you free. I am going to be pretty blunt here as I really want to communicate this knowledge to you clearly and without confusion. I feel truly blessed that I had the exposure I did firsthand to multi-millionaires and also through knowledge communicated to me through books and courses I took. This knowledge you are about to learn is not meant to make you feel bad, but to encourage you to use it to create financial freedom for yourself and your family. Please, don't feel bad or have regrets, move forward with this information the best you can and create your financial independence.

The first step in creating financial freedom is realizing that you must put assets in place first and to let the cash flow kicked off from those assets to pay for your luxuries. The money you make from when you trade your time for money must be invested into such cash flow producing assets in order for the equation to work. If you spend money for which you trade your time on luxuries, e.g cars, homes, cell phones, etc., you can get stuck. *Taking the Bait* is when a person gets a job and then makes financial commitments based on the income earned from their time in that job. Dr Myles Munroe, brilliantly says this in a speech he gave, *"If you study all of our culture. Look at our cultures. They are built on employment. Employment destroys*



*your gift. It stops you even from thinking about it. We have been damaged greatly by our educational systems because they have actually been conditioning us to believe that we are only here to find a job, pay some bills and die. Matter of fact, everything your parents tell you has to do with a job. Most of us, based on our culture, have been taught to go and find your future. So we are conditioned just to get an education to get a job and then work in a place we hate for 45 years and then they give us a clock to home with to sit in a rocking chair to watch the rest of our time fade away.*

*This is what they call retire. Means you're tired, so you are re-tired, double tiredness? Do not go to school, young people, to find a gift. I promise you; you'll never find your gift in education. A gift can never be learned. It can only be refined. That's why you can go to college and get a PhD and still be broke. Because, education is not a gift. You can actually go to school and spend a lot of money going to all kinds of universities and never find your gift. Because you took the wrong courses. Most people, God forbid, in this room, went to college and studied the wrong things. Because your decision to choose a certain area of study was motivated more by economic potential than personal fulfillment. So now you are depressed, because you are not fulfilling your gift. Even your career may not be your gift is what I am saying. And God may send this message to you right now to tell you it is time to change your career into your calling.*"<sup>xliv</sup>

How true is this? Our culture is one where we glorify so-called 'high-end jobs'. You hear it all the time, "Oh, so and so, got a job at XYZ Bank or Tech Company as if it is some sort of huge achievement. People sell you on that such a "prestigious" job is the Holy Grail of why you chose to educate yourself, but

nothing is further from the truth! Wait, what? I just spent a hundred thousand plus for my education and I am going to use it and sell myself, my time, my energy... my life force to someone else to help them manifest THEIR vision??? Huh? Education and a job don't help you find your vision. You don't find your future, you intentionally create it and perform thinking and actions to live it! You must create your vision, then get the education and experience to acquire the skills you need to live it. Robert Kiyosaki teaches us to, "*Work to learn, not to earn.*" He is SO right. You may ask, "To learn what??" Get a job where you can learn the skills you need to live your vision!

Your education and experience should accelerate the realization of your vision. It should make you a better business person by working in an industry in which you want to live your vision and soaking in all of the skills you need to become a better business person in the exact niche in which you want to apply your time, energy and talents. The business side of living your vision is instrumental and you WILL NOT learn how to run a business in formal education because the people teaching are not running a business, they are teaching skills. The actual skills that make real money are not taught in school. If they knew which skills made real money, the person teaching those skills would have a business using the skills. See? Getting experience through a job in an industry in which you want to live your vision can shave decades off of your learning curve to having a profitable business. I have seen friends who have had jobs at a company, then went out and started their own company. Then, due to what they learned at their job, they knew how to create the value behind the service, they learned how to sell the service, they learned how to invoice effectively, how to staff, how to manage, etc., and their time to success was a lot less because of the

experience they had. This is the proper use of experience. The key, however, is that YOU CREATE YOUR VISION FIRST, then choose a job to get the experience you need to learn the business skills so you can immediately run a successful enterprise.

You have to create your vision first, then use formal education and employment to garner the skills you must learn to live your vision. Dr. Munroe above says how employment destroys your gift/vision. In my opinion, employment only destroys your gift/vision when you put financial commitments in place based on money earned from that job. When you trade your time for money and you have a commitment for that money, you took the bait. When you take the bait, you are forced to work at that job past the point where you learned what you needed to learn from it to live your vision. Education and employment should be a path to education, intelligence and experience for you to learn necessary skills for you to live your vision.

Why am I using the analogy of taking the bait? It is because when you do take the bait, you literally sell yourself to the entity who pays your salary. They hook you when you make financial commitments based on your salary and use your financial commitments to keep you there. The reason taking the bait destroys your vision/gift is because you sold yourself to them for a salary. When you do this, you use all of your precious energy to pay for luxuries with your time by helping someone else manifest THEIR vision! When you take the bait, you sold yourself to someone to help them live their vision. We ALL have to be a part of someone else's vision for a time as we learn the skills and gain the experience we need to live our own gift/vision. When you are in the employ of someone else, do your absolute best in your

employment. It is imperative, however, to have your own vision and goals towards which you are working and to put the effort from your studies and money from your ‘job’ into cash flow producing assets that pay for your luxuries. This is the path to financial independence and daily fulfillment. Also, you have to realize that most people who hire you, don’t have your best interest in mind. They are looking for people to take the bait so they can have you work to help them manifest their vision for the duration of the time you work for them. In the movie, *Joe Versus the Volcano*, when (Joe) Tom Hanks quits a job he says, “*And why, I ask myself, why have I put up with you? I can't imagine but I know. Fear. Yellow freakin' fear. I've been too chicken shit afraid to live my life so I sold it to you for three hundred freakin' dollars a week!*”<sup>xlv</sup> This movie brilliantly illustrates the life sucking force of the florescent lights when Tom Hanks goes to a job that is not his gift/vision. When you do this, you spend your top energies, usually 8 hours per day, and put it toward someone else’s vision, after which, you may or may not have the energy to work on your own goals and vision. Also, realize that those who run society promulgate a false message that 99% of businesses fail. I believe they say this to discourage people from starting their own business so there are more people to work for them. This is nonsense! As discussed earlier, you have to persist until you find services with demand and then just get the business part right. You persevere until you succeed. There is no failure. You have to start by creating a vision, then every skill you learn, every job you have, and your educational effort, goes into the manifestation of your vision.

Steve Harvey wisely says this, “*Now, this is how you know when you are not living in your gift. When the alarm clock goes off in the morning and you ain’t happy about it, you ain’t doing*

*what you want to do. See you are fighting up stream, you are going against what God created you for. If your job makes you sick to go to, if you aren't happy with waking up to go to where you got to go, its because you ain't living in your gift.* <sup>xlvi</sup> This is the truth! You only live once, and this life is no dress rehearsal. I know, making the jump to living your vision seems like a big one and there may seem like there are a lot of factors to consider, but I encourage you to do it anyway. Use the experience you have and take the leap. Trust me, you can do it. Have faith and know that The Universe wants to create through you and your unique talents and when you take the risk to do so, with a grateful vision, you will be rewarded. Don't be afraid, have faith, and create the vivid, abundant, succulent and blissful future you want to experience through the exercises in this book.

Steve Harvey tells another story the first night he first stepped on stage at a comedy club, he won the competition that night and won \$50. He told the woman he was with that we was 'born' that night. She didn't understand. He explained that he found his gift, the thing he wanted to do with his life. He explained that all of the work he did until this point led him to this moment. The next day he quit his job. This choice made him lose everything. He slept in his car for years, but he persisted and is now wealthy beyond measure and a totally successful each day of his life. Choosing to live your vision may require you to cut some overhead so you can invest in your business/calling or that you take on another job. I recommend that you do whatever it takes to live your vision as the fulfillment and freedom you will experience is totally worth it. If you find yourself in a situation where you have a lot of overhead and rely on your job to pay your bills, don't worry. If you want to live your vision, you will. Because of your financial commitments, you will stay even more

focused on your vision and gratitude for it. You will have more of an incentive to work extremely efficiently to manifest the creative visualizations you receive through sound business practices. You will get to your vision even faster because of the pressure in which you put yourself. Your vision will be even bigger than you imagined because with your intensity, you will extract from the ether what you need even faster! Trust me on this. As Robert Collier says in *The Secret of the Ages*, “*But obstacles, misfortunes, cataclysms, were to it (The Life Principle/Universal Mind/God) merely new opportunities to assert its power. In fact, it required obstacles to awaken it, to show its energy and resource.*”<sup>xlvi</sup> You see, without putting yourself, intentionally, into a state of growth, risk and comfort zone expansion, the Infinite Power within you would lay dormant and asleep. You wake it through expansion, by thinking thoughts and taking action to stretch where and who you are to become the person of your World Within. I have seen people take the risk to live their vision and each time I have seen someone take that brave step, it always works out for the best and the person thanks God that they did it each day after. Their life is more exciting, bigger and just more interesting due to the fact that they chose to stake their claim and awaken the Infinite Mind within them. There are several examples of people who chose to live their vision later in life in this book. Follow their lead. If you are alive, there is time, and plenty of it. I encourage you to gratefully create your vision and listen for inspiration. Then, when the time is right for you, take action!

Somehow, by the Grace of God, through my readings, experiences learning from wealthy people and just by luck, I figured out to always put a cash flow producing asset when taking on a liability. To define them, according to Robert

Kiyosaki, an asset puts money in your pocket, while a liability takes money out of your pocket. Ideally, it is better to put the asset in place before you take on the liability, but sometimes, opportunities and life happen where you take on the liability first. In that case, you have to really hustle to put the asset in place to pay for the luxury you are now enjoying. One time, I saw a car I really wanted, so I financed it. Within a month, I closed enough hosting business to pay for the additional car payment and over several years, the car was paid off. Either putting the asset in place and rewarding yourself with a luxury, or getting the luxury and hustling to put the asset in place will work and different circumstances warrant different ways to purchase things. One way to purchase things is like a cafeteria, where you pay before you eat, as Brian Tracy says. The other way, is like a restaurant, where you eat first and pay after. Both work and it is up to us to choose based on the opportunity. Some opportunities require immediate action, while others, you can wait a bit to get the assets in places. Either way, I encourage you to create a business that can be delegated and produces monthly cash flow and to ALWAYS put cash flow in place to pay for anything that takes money out of your pocket, e.g. luxuries. For me, taking the path of having a business that could produce such cash flow was much, much slower in terms of having material items on the outside, but when I did get luxuries, such as cars, apartments, homes, etc., their monthly payments were paid for already through cash flow created from my business. Financial liabilities are a good thing and hold us accountable to getting up and focusing on our vision and business. The key is that you create cash flow producing businesses to pay for your luxuries.

I was very lucky, too. I was able to study and work at the *Iacocca Institute* for four years during undergrad and graduate

school. I was lucky that I met many entrepreneurs through the *Global Village Program* and really contemplated my future. The career services department at Lehigh had a speaker, Patrick Combs, who wrote a book called, *Major in Success*, that really inspired me, too. He also introduced me to the book, *The Alchemist*, by Paulo Coelho, that inspired me to go for it and live my dream.

In school, students are fed their curriculum and may or may not be asked to create their vision. If a student is not asked about their specific personal goals, it is still their responsibility to do this on their own. The schools are brilliant at getting students to get the tasks in that curriculum completed and learned. However, they may lack the formal exercises to have their students creatively think about what they want to have in their life, the way they want to live, the things they want to have and the services they want to perform. I know this because I see it when holding a goal setting workshop to adults and students alike, where I ask, “*How many people here have clearly written goals and a plan to accomplish them?*” and literally, out of groups of 100 or more, one or two raise their hand! As Bob Proctor reminds us, another irony is that, as students, we are punished when we start having creative thoughts in class and that it was called day-dreaming. I am encouraging you to listen to the creative thoughts you have and to act on them. Creative thought is *The Language of the Universe* and should be cultivated. As children we should be asked what we were creatively thinking, instead of punished for it and brought right back to regurgitating information. We should be encouraged to create those thoughts! I am encouraging you to do that here in this book. See the value in education! Get all the education you can, but focus your studies on skills to actualize your vision, aka your creative thoughts! Education



should be a life-long endeavor, too. Constantly listen and read material leading to enhancements in skills and attitude, and also try to attend an immersive event, a weekend, at least once per year, to get you re-charged. There is something about the energy of immersion with other like-minded people to get jumpstarted on creating new goals and enhancing your vision.

## ***The Proper Use of Education & Experience***

Use the disciplines you developed in school to focus your energy on actualizing your vision! When it comes to education, as Bob Proctor asked his kids, its not “*Are you going to college, but where are you going?*” If you have the opportunity to go to college, go! The more education in life the better and we should use the skills and disciplines learned in attaining higher education in the execution of our goals. It was said of Andrew Carnegie that he had tutors after he became wealthy to make up for his lack of education. The reason getting educated is so important is that it will serve you the rest of your life. I received an email from a person with a doctorate and a lifetime of experience and it was just so well written. You can FEEL his education through his command of the English Language. I encourage you to get all of the education you can, so you have all the skills possible for you to live your vision.

When it comes to the proper use of education and experience, however, the first thing you should do is DEFINE YOUR VISION through the exercises in this book. During the time actually spent in school, it is imperative to think for yourself and to set goals that lead to a clear vision. Then, every, single project you do, to apply it to developing the necessary skills so you can accomplish your goals to LIVE YOUR VISION. Do not just do some miscellaneous project assigned to you. This is what I did, what Fred Smith from FedEx did, and I encourage you do to the same. Remember, you are paying the professors and University for the privilege of being educated and you have the right and power to direct your studies toward the realization of

your vision. This book is about creating and living this vision for yourself, your OWN vision, not permanently becoming a part of your teacher's, your school's or your job's.

You may have to maneuver your syllabus a bit to do this and get some professors to help sign off on your projects but do it anyway. Many people say that you don't need college and that it is really expensive. This is a very hard topic because, although I agree, that all of the information can be found on-line, there is a coaching/mentorship/friendship aspect of college that does not exist in doing it all on your own. I know, for a fact, that I use many of the skills I was forced to learn in college on a day-to-day basis and am very grateful for all I learned from my professors and teachers over the years. I earned a mechanical engineering degree and a master's in business administration, both of which serve me immensely in running my business, and serve my clients through our services. I just know I never would have gone into so much depth and pushed myself so hard if I wasn't pushed by the syllabus and professor. I equate this concept to doing a workout in your home gym versus going to a CrossFit class or having a spot doing a heavy set of bench. Yes, you can do it on your own, but you are guaranteed to get pushed to your limits when you are surrounded by others pushing themselves and also coached. Of course, you can push yourself to such limits on your own, too, and I encourage you to do whichever works best for you. Education is a continual process and getting all of it you can and always continuing to educate yourself is my advice.

As you gratefully think your vision, you are going to have to educate yourself with new skills to accomplish your goals and inspirations you have. The proper outcome of continued education is that it should give you skills to accomplish your

goals that make your life easier. Warren Buffett's number one rule of success is to, yep, you guessed it, "*Invest in yourself.*" Your life will be easier in terms of the accomplishment of daily tasks and financially. If you choose to study something, whether in school or on your own, you should know how to perform whatever you studied efficiently. For example, knowing how to use computer programs competently to perform certain tasks. The beauty of education is that as you live your vision and you receive inspiration; you can just learn the skills to bring your inspirations to reality. You can do a quick internet search and learn how to do whatever you need to learn, then apply what you learned immediately. If you need a training to learn a certain skill, register for a course and take it. Your continued education should give you the skills you need to plan your vision and perform your goals more efficiently.

One example is learning a skill as you need it. When you are writing a book, you need to learn how to format your manuscript. This would entail that you understand line and paragraph spacing, add page numbers, format headings and insert a table of contents using Microsoft Word. You don't need to know every single feature of Word, just what you need to accomplish your goal of writing and publishing your book. As you need to know something else for a different inspiration you have, you learn what you need to know. Another type of learning is formal education. The beauty of taking courses and formal education, however, is that you are immersed in a subject, again say Microsoft Word. Then, as you learn things, light bulbs go off. You realize that thing you just learned applies to your business in a certain way and you immediately apply it. Without continuing some sort of formal education, be it in-person at a school, a weekend seminar or online, you would not be exposed to ideas

that could really improve your business and/or prompt you to start an entirely new business from an idea you had while taking the course. Also, taking a formal course gives you the work-ethic to schedule time to learn and do your homework, basically training you to accomplish goals. I know that some of the skills I was forced to learn, for example in Microsoft Excel, in engineering school are fundamental to what we do at Roman Media every day. Again, get all the education you can. The most important investment you can actually make is in your mind. I encourage you to have a monthly budget you invest in your continued education and carve out time each day to learn new things. Also, people get intimidated by student loans, don't be. Let their financial accountability force you to create your vision and start a business that produced passive income to pay for your student loans. Your education is the one thing that can never be taken from you.

You have to realize that teachers work very hard and do a great job at their profession and for this we should all be extremely grateful. I encourage teachers to also craft and live their vision. When it comes to your vision, however, please take a moment to remember that schools were formed to teach skills. They really weren't formed to help you think of your own goals and become financially free. They were designed to fill the workforce, not to help each individual create and live their vision. The people who own companies look to schools for qualified people to run their businesses. People who run the companies encourage those who work for them to take the bait, so they keep working for them and get better at their jobs. Let's be grateful to all of the institutions and people that were fundamental to our success. I encourage you to use the skills you learned from your teachers and professors to live your vision and inspire others to

live theirs! The best way to pay back your debt to society is to make the most of your life and to wake others up to their vision by your inspiration and example. Take the disciplines you learned in the standardized curriculums of higher education and apply them to your inspirations! Use these systems-thinking skills you learned in school to get stuff done! School helps develop your work ethic and teaches you to have the discipline to complete your tasks. Use the task completion skills you learned in school to work daily on your goals, to manifest your vision and to run your OWN ventures! Freedom is found in owning your assets whose income exceeds your monthly bills. You can structure those assets in many ways such as intellectual property, real estate, businesses, etc., but regardless, if you want freedom in your life, you have to own and manage your *own* going-concern(s). Remember, entrepreneurship is just a skill, like learning a language. With some practice, you will be great at it! Be grateful for having the opportunity to be educated, but don't expect or feel bad that the information on how to create your vision was somehow held back from you. The educational system was simply not designed to teach it. Trust me on this, the people who designed the schools wanted to train people to run *their* businesses. The above paragraph is a reality, but this book was not written to change education, it was written to help you to think for yourself and to create your goals and vision, then to gratefully hold your vision in mind and take action on the inspirations that ensue.

When you are finished with school, apply the same time that you would have been in class to your goals. Say you took two night courses a week that were four hours of time, after commuting. Now, schedule the same time to work on your goals instead of taking the course. That would be 8 hours a week, or 32

hours a month. That is like an entire working week of just working on your goals! This is what is meant by scheduled time to work on your goals.

The reason work experience is so valuable is that it is in business where the actual skills that make money reside. Education teaches fundamentals, for example: reading, writing, arithmetic, computer skills, language skills, etc. But it is in a job where you see and learn the things where there is demand and someone who created services to meet that demand. You think an SEO company is going to teach it's intellectual property of how to get highly ranked on search engines? Of course not. That is their intellectual property that they worked YEARS to develop. Also, the art of selling is almost laughed at in academia because the skill of selling is just so far away from teaching, meaning, the teachers don't have to sell you to be at the school or to take their class. You will only learn selling by getting a job in sales! Where you are accountable for your leader activity, phone calls, mailers, follow up, proposals, etc., then your lag activities, e.g. getting sales and meeting your quota.

It is my recommendation that you have your own vision you are working toward as you work at various jobs. If it is a conflict of interest to have your vision business going at the same time, then keep your business on paper for the time being. I am not saying to stay in the same business or to do anything that would compromise your integrity by trying to take customers or intellectual property from your employer. What I am saying is to use the skills you learned to grow your own enterprise eventually. When I did corporate sales, it was in a totally different industry then web development and marketing, but I used the skills and daily disciplines learned there to first, market and sell our

services, then to help our clients market and sell their services.

What I am trying to get across here is that education and experience are fundamental to your success, BUT, the key is that you have a clear vision first and use your education and experience to learn the skills necessary to live YOUR vision!



## ***Repaying Your Debt to Society***

Throughout our life, there are many people who help us get to where we are. There are our parents, our teachers, government workers who keep the government running, contractors who pave the roads, and countless other people who keep things in society running. As you succeed, you may ask, *“What is the best way to repay my debt to society, so that I, too, can do my part to help develop things along?”* I want you to think about this concept. If, right now, there was a government program available to help you with your current challenges, would you sign up for it? In my life, as I faced my challenges, I consciously chose not to take any government assistance and chose to work as many jobs as necessary through the challenges I faced. As I said in this book, I took on six jobs at once to pay back my debts and to keep me financially afloat. I don’t know what it was, my pride, or the my understanding in the Universal Law, that if you take something you didn’t earn, you can’t enjoy it, but I chose to face the adversity and walk through it. As discussed earlier, I became the person of my vision through that journey. The point I am trying to make is that what I did use during that time was not seek money from others, but to use their wisdom and inspiration from the lessons they learned in actualizing THEIR vision.

I tell you this because as you travel the journey required for you to live your vision, you will wonder how to give back to others who are in need. To put it plainly, your responsibility is to actualize your vision. Understanding that you can’t change another person is a huge realization in life. Your only responsibility and the best you can do is to make the most of your life! I know this might sound self-centered, but please read on. My responsibility is to creating and cultivating my OWN vision.

I was inspired to write this book as it was an inspiration to me when thinking and feeling gratitude for my vision. The vision seed I am creating, and choosing daily, is a that of a Red Wood Sequoia from the Red Wood Forest in California! My writing this book and sharing it with you is me cultivating the soil. By acting on my inspiration through writing, then choosing to share it with you as a form of service, I am doing my part on God's Plan. Me taking my inspiration and creating it is the BEST I CAN DO at this present moment.

Your only responsibility is to create and cultivate YOUR vision. It is up to YOU, personally, to create your goals, then to turn those goals into your vision, then to THINK about your vision as much as possible. It is up to YOU to then get emotional about it and associate your vision with the strongest emotions possible, love and gratitude. Think of Mont Handley and how much love and gratitude he had when he expressed his tears of joy that he had the financing to live his vision and serve the world with it. Have this same passion and commitment to your vision! Keep your vision in mind, then, it is up to YOU to wake up and get to work on YOUR goals. That is it. If you do this process as the number one priority in your life, your life will drastically change and the exact vision you defined will materialize in your life in the very near future. I know, because I experienced this exact process in my own life. Everything on my vision board from a few years ago now exists in my life. I am constantly re-setting my goals and refining my vision as my goals are accomplished.

You may ask, *“What about leadership to my family and my community?”* Remember what Galileo Galilei said, *“We cannot teach people anything; we can only help them discover it within*

*themselves.*” When you are “*Living Your Vision*” through this process, your cup runneth over. Living your vision is the ultimate act in self-love because we live our life with a true feeling of fulfillment as we are doing what we were put on Earth to do. The energy released, as you take action on your goals, affects everyone you meet in an inspiring way. Giving material things to others thwarts emotional development and entitles, thus damaging their life. When you give someone something they didn’t earn, they did not become the person necessary to earn that thing, are not on the vibration of that thing and they cannot appreciate it. It actually steals the psychology of cause and effect and prevents the necessary skill development to define their vision, think their vision, then become the person of their vision. What, then, can we give others? What can we do to lead others? The best we can do to lead others is to lead by example and give them the gift of inspiration and encouragement to CREATE and LIVE THEIR VISION. By living our vision, we give others the gift of our energy AND the inspiration of the example of our life. We show, through our own abundance, what is possible when we listen to our desires and wants, set goals, get clear on our vision and work on our goals daily. Truly, the best we can do is to live our vision, whatever that is, thus making the most of our lives. The real ‘*gift*’ we can give others is the example of a life well-lived, then to inspire and validate them to do the same in their life. We can give the gift of encouragement and teach the skills fundamental to success, but to give materially, steals these exact skills as it thwarts emotional and skill development.

Marketing genius, Dan Kennedy, says that a major key to success is to be a motivational personality. By living your vision, your release of energy and life example, make you a motivational personality by default. The best way to live your life is to be a

source of motivation, not an ATM machine to those around you. People want to be inspired, encouraged and validated to create and live THEIR vision, not have their skills stolen from them by being given that which they should do themselves! Being a motivational personality gives the inspiration for others to live their vision themselves, while giving materially robs them of the tools of independence. What you give back to people are not material things. You don't give people the fruits of being on the vibration. You give them the tools to get on THEIR vibration. You give them the tools to say how you did it. You give them the inspiration to set their goals and create their vision themselves and teach them the lessons you've learned to manifest YOUR vision. You facilitate it through your wisdom, not through material things! You cannot have the wisdom to teach someone to live their vision if you did not create and live yours! YOUR responsibility is to live your vision and give the gift of wisdom that passes through you to teach others how they can do the same.

I want to emphasize again that it is a well-known universal truth that we become exactly what we think about. As Buddha puts it, *"We are shaped by our thoughts; we become what we think. When the mind is pure, joy follows like a shadow that never leaves."* Just as our bodies literally become what we eat, our speech is a window to our thinking and our life is the reflection of our thinking. Our life becomes exactly what we think and our thoughts are completely in our own control. It is our personal responsibility to create the substance of our thinking, aka Our Vision, through goal setting and vision creation. Then, to reside in a state of gratitude for our vision through mental exercise and visualization. Let's start the process of warming up your mind to begin creating a life you truly want to live; a life for which you can't wait to get up in the morning.



## ***Part III: Visualization***

It is widely believed that humans only access 5% of their minds. You have access to 100% of your mind. 5% is the conscious mind and 95% is Universal Mind, the subconscious mind or God's Mind. Our brains are a jelly-like grey matter the size of a grapefruit, but it acts as a radio by creating the frequency with which we communicate with The Universe. We impress upon this infinite mind with our conscious thoughts. Our thoughts are the seeds that attract from the ether the inspiration, events, conditions and people that form the very vision we hold in our thinking. Our mental vision shows This Mind who, what and where we want to be and This Mind quietly and effectively solves the problem we show it. It is time to plant the seed of the life that you want and hold it in place with love and gratitude. Setting your goals and thinking your vision will require effort, like going to the gym. Please examine the feeling you have after you work on your goals. It is like the feeling you have after you take a shower post workout, but even better! You will have an energy released through you that is, what I believe, THE peak emotion that life offers.

There is a story that Earl Nightingale tells about a farmer who is standing at the edge of his property when a driver stops and speaks to him. The driver says, "That's a nice farm God has blessed you with." The farmer stops what he is doing, leans on his shovel, and looks at his beautifully manicured farm. He responds, "Well, thank you but you should have seen it when God had it all to himself." The farmer worked hard to cultivate his farm and the same is true with our mind. The real joy is unleashed when we cultivate our minds and exercise it to its full

potential. The job of the conscious 5% is to keep the vision in the forefront of our mind of what we want clear and steadfast. The 95% that is God's Mind or Universal Mind will then germinate our mind with inspirations and put the exact circumstances in our path that will help realize our vision. If we simply hold our vision in mind, inspiration will surface. From there, we define our goals and develop a scheduled action plan for accomplishing those goals one by one. Once this action time is on our calendar, we simply need to show up. In addition, as amazing as this sounds, all manner of people, events and circumstances will organize themselves to allow your vision to materialize, seemingly out of thin air.

There will be moments that you notice proof that there is a bigger plan of which you are a part and how perfect it really is. You will notice something that you bought years ago, then, a project you are doing requires that exact thing. You remember buying it and then, all of a sudden, you need it. It seems like a miracle, but this is what happens, over and over again! Everything just falls into place at the right time, exactly as needed for your vision to unfold! Another example of visualization that brought tears to my eyes was when I was in the basement of our new home. I printed out my vision board and was hanging it up in our home gym. On the vision board was a photo of the interior of a home with a wood ceiling, mind you, I have only seen a few wood ceilings in my life in restaurants, but never in a private home. The new home we just purchased had a wood ceiling, even more beautiful than the one on the vision board. I literally dropped to my knees, with tears of gratitude in my eyes, looked up into the sky and just said, "Thank you, thank you, thank you!" You will experience the same types of synchronicities in your life as you gratefully think your vision

and act on your inspirations. Your only responsibilities are to hold your clear vision with gratitude, to set goals, then take action to realize your inspirations and goals. That is it, you just have to do those few things.

We are going to discuss gratitude several times throughout this book as it is just so important. As you realize that your thoughts are your future, only think thoughts you want to experience. Examine your thoughts and ask if you are thankful for them and their existence in your future? If not, immediately replace them with thoughts for which you *are* thankful. We will define these thoughts personally for you later in this book. A story that I think really illustrates gratitude is one that I use in my goal setting workshops. Think of this scenario... Say that you gave me a five-dollar Starbucks gift card as a present. When you gave it to me, I looked at you and said, "I don't really like Starbucks, it is too strong, I prefer Dunkin Donuts." How would you feel? Honestly. Perhaps you would be like, "What an ingrate! I am never giving him anything again." Then, it would take some time to recover from such a toxic event as giving someone a present and them being ungrateful for it. One thing is for sure I think, you would never get me another gift card. Okay, let's erase that situation and start over... You give me the Starbucks gift card and I smile hugely and give you a massive bear hug. I say, "I LOVE Starbucks, thank you so much for thinking of me." Then, a few days later, you get a nice thank you card in the mail. You may think, "It was just a \$5 gift card, this thank you card is beautiful and probably cost more than the \$5!" You go and post the beautifully written card on your coffee table and go on with your day. Then, a few weeks later, we run into each other. I say to you, "I really want to thank you for that gift card. Really. The day after you gave me that gift card, I went to Starbucks and got



a large cappuccino. Normally, I would just opt for a coffee, but since I had that awesome gift card, I went for the good stuff. On the way to work that day, I hit a major traffic jam, one where I had to put the car in park. I opened the sun roof of my car, and as the sun warmed my face, I sipped my cappuccino. Immediately, I was transported to a Parisian sidewalk café and my heart and soul warmed my entire body. When I got to work that day, I immediately booked a trip to Paris. Thank you for inspiring me and for your generous gift, it made a big difference to me and my life.” Then, I gave you a big hug. Now, let me ask you a question. In the first instance, when I said I didn’t like Starbucks, how did you feel? Did you feel like you wanted to give more, or did my ingratitude push you away? Now, for the second example, how did I make you feel? You would probably want to get me a \$25 gift card, or even buy me a several hundred-dollar cappuccino machine, right?!

Our relationship to other humans is the same as our relationship to The Universe. When we give the gift of gratitude to another, they WANT to give us more. When we appreciate our spouse for all they do, they WANT to make special dinners, buy flowers and do anything they can to make your life better. When we are grateful to our friends, they WANT to talk to us and share experiences. When we are grateful to God/The Universe for all we have and for our vision, The Universe WANTS to give us more! What The Universe gives us is inspiration! The Universe will give us the inspiration that, when acted upon, will bring the material means to enjoy the vision we hold in mind. At the same time, our accomplishment of these inspirations will fulfill us more than anything possibly can. Ingratitude is like trying to hold the two north ends of two magnets together, they repel and will never touch each other. When you are grateful, it is like the north

and south ends of two magnets touching... They SNAP together with such voracity; it is almost startling. When you express gratitude, you literally relate to everyone in an attractive manner, including The Universe. When you relate to The Universe through gratitude, you unlock the gift of creative thought and inspiration as The Universe wants to give you a ‘cappuccino maker’. You have to ask yourself if the attitude you have inside is one of gratitude or not. If it is, you will get the cappuccino maker/the gift of inspiration, if it is not, you literally intentionally drive yourself away from receiving gifts of inspiration. Your choice.

By being in ingratitude you literally repel The Universe. Think of how you felt when I said I didn’t like Starbucks in the example above. You wouldn’t want to give me anything ever again. The same is true with The Universe. When you are not grateful and complain, the well of ideas dries up because you are literally pushing Universal Mind away and are far from it. As Wallace Wattles says, “*Draw nigh (near) unto God, and He will draw nigh (near) unto you.*” Gratitude is how we draw near to God’s/Universal Mind. If you want to receive the gift of inspiration, the ‘*big idea(s)*’ about which the Sharks on Shark Tank speak, you must be touching and in conduction to the fountain of such ideas. By in conduction, I refer to Thermodynamics. Google defines Conduction as, “*the process by which heat or electricity is directly transmitted through a substance when there is a difference of temperature or of electrical potential between adjoining regions, without movement of the material.*” Gratitude is how you draw near to and touch the fountain of ideas, which is God’s/Universal Mind. When you are in contact with God’s/Universal Mind through gratitude, it is not electricity that is conducted to your mind, but inspiration. While

gratitude brings new inspiration, ingratitude is how you push it away. You don't have to go to any special place to receive inspiration and don't have to move, you just have to be in gratitude and you will be inspired with ideas that, when acted on through service, will result in manifesting the vision you hold in mind.

When you are in gratitude, you snap to contact with Universal Mind like the north and south ends of two magnets. When you are ungrateful, you literally are like two north ends of two magnets where you never touch the Mind of God because you are a repellent force. Think of trying to touch two north ends of two powerful magnets, if you never did this, please try. You literally can't! They push away very strongly and never touch each other. In ingratitude, you will never create the inspiration connection/channel because your mind never touches God's/Universal Mind. This is because there is a physical space, just as with the two north ends of the magnets, and thus the conduction of new ideas simply cannot happen. It is like trying to conduct heat through a vacuum, it just won't happen. If you are ungrateful, you are intentionally putting a vacuum space between your mind and God's Mind and receiving inspiration simply will not happen.

Another example my wife thought of how gratitude connects us to Infinite Mind is to think of it like Wi-Fi. When you are walking around and don't have the Wi-Fi password, your computer cannot connect to the internet and you cannot get any new information. The Wi-Fi signal is all around you, but you cannot connect to it. If you were connected, you would have access to all of the information there is. You just need the password. Consider gratitude the Wi-Fi password that connects

you to all of the Universal Laws and creative ideas of Universal Mind. Gratitude is your password to this connection. On your computer, once you have the Wi-Fi password, when you search a question, say you want to learn how to cook a chocolate cake, you type in a search query and immediately get the answer of the recipe. Your question would be instantly solved with information. Without the Wi-Fi password, you can type in your question all day long, but no data flows, no information flows and no questions are answered. When you connect to Universal Mind through gratitude, the answers to solve, through service to others, whatever images you are holding in your mind, will be given to you generously. Gratitude gives you access to the flow inspiration. Your questions and challenges are not typed into a search engine but are transmitted by the images you impress on your mind. The answers on how to accomplish your questions and challenges, aka your vision, through service are then brought back to you through inspiration/creative thought.

Ask yourself if someone without internet access is at a disadvantage to someone who has internet access? Would the person with internet access be able to do things that the person without internet access could not do? Of course. If you want to connect to Infinite Intelligence, which, like Wi-Fi, is all around you, you need the password. Gratitude. Just like you can only hold one thought in mind at a time, you can only be in one emotional state. You are either in gratitude or you are not. Which means you are connected to Universal Mind or not. It is in your own best interest to be in gratitude as you will receive inspiration to live your vision and just be a happier person with whom people actually want to spend time. As the ideas flow to you through inspiration, it is up to you to write down these ideas, draw up a plan on how to reach them and then, learn any new

skills you may need, then put the tasks of that plan into your daily task list. Don't intentionally put yourself at a disadvantage by choosing not to practice gratitude.

Yes, complaining about anything or thinking and speaking about things you don't want to appear in your life is being in ingratitude. It is up to you to show up to life with a grateful spirit and attitude. This choice is completely in your own control, no matter what your life conditions are. Viktor Frankl proved this when he chose his attitude of mind, even when in a concentration camp during World War II. Read his book, *Man's Search for Meaning* to learn how and why he chose his attitude, even in the worst conditions any human being has ever experienced. If he chose his attitude, so can you!

As Joel Osteen says, "*Present solutions, not problems*". When you complain, you present problems. I recommend you see the problem as an opportunity to seek solutions. If you see a problem, there are many others who also see that problem. When you see something that upsets you, think of ways to solve that problem, then bring that solution to society. This is true in any facet of life. Don't complain about the problems you see, solve them! Your vision is your life outcome after you bring the solution to that problem to the world through service. When you see a problem, THINK / THANK how to solve it. Then, when the solution comes to you through inspiration. Take action and solve it! Solving such challenges can potentially increase the size and scope of your vision. Material things become the easy part, but solving the challenges you see, they can take on a momentum that could affect many people's lives. Yes, look at the problem and say *how can I solve this!?* Don't complain, only think, speak and take action on the solutions! From there think critically about

that solution and feel gratitude for the solution. Through this process of thinking of and feeling gratitude for the solution, you ask The Universe for help in discovering the best solution. Then, just listen for the solution. When the inspiration hits your mind, bring it to the world through service.

All you have to do is just show up each day and take action on your task list, which we will discuss in depth later. Actor Woody Allen once said, “*80% of success is showing up.*” How true is this concept for anyone who has ever committed to an exercise program at a gym? We may not feel like going to the gym each day but when we do, we simply do the workout. The key is just showing up. If we show up, ten times out of ten, we will exercise and results will come in accordance to the effort we put in. The same concept applies to thinking gratitude for our vision and working on our goals. When we have clear goals and a clear vision, then simply put time in our calendar to work on them, then show up and just take action, our entire life changes. We become an Energy Releaser after we work on our goals. All we have to do is simply show up, in gratitude, to experience these remarkable changes in our emotional life and life conditions.

In his book *Essentialism*, Greg McKeown talks about a survey where people on their deathbed were asked what they would have changed about their lives. The overwhelming response was that they wished they had lived for themselves instead of always striving to meet the expectations of others. Years ago, I had an amazing conversation with a man whose company made cemetery tombstones. He told me to do what I wanted to do with my life because eventually we all end up in the ground. I told him, “Okay.” He stopped, put his hand on my shoulder, looked at me in the eyes and said, “No, really, do what

YOU want with YOUR life.” What great advice! How right is he? I want you to really get this point that life is too short to not experience living your vision. There is an amazing scene in the motion picture, *The Greatest Showman*, where P.T. Barnum (Hugh Jackman) is at his job as a clerk at a shipping company, his pencil breaks, as he sharpens his pencil, he looks outside and sees a building full of people sitting at desks, the scene pans to the left and there is a cemetery graveyard. This grim reality, that one day he would end up in the ground, gives him the courage to approach his boss on a new idea he has. This scene and movie are excellent examples of setting big goals, taking massive action, and succeeding enormously.

Dovetailing off of this scene from *The Greatest Showman* showing the graveyard, I know this sounds morbid, but think of yourself in a casket one day. Picture being lowered into the ground, with wet, cold soil shoveled on top of you... THAT is the only time when living your vision is too late. As Les Brown mentions earlier when he raises the ‘*One in a Box Theory*’, no one is jumping in the casket with you! YOU are the only one who will regret if you haven’t defined your vision and lived it! Do not let the perception of others influence your decision to live your vision! Other’s perceptions mean nothing, and they are not going to jump in your casket with you, so who cares what they think!!! Just do it, create and live your vision!

Even when you are at the state where you are on your deathbed, you should still have goals on your list to work on! As Mark Victor Hansen recommends, “*My dream for the end of my long life will be that I have not yet achieved all of my goals. I hope the same is true of you.*” Don’t get to your grave without meeting and befriending the *real-you*! Let this book be a resource

to continuing this journey of discovering who you really are, what you really want to do and what you want out of life. Denzel Washington says it like this, *“Imagine you are on your deathbed, and standing around your deathbed are the ghosts representing your unfulfilled potential. The ghosts of the ideas you never acted on. The ghosts of the talents you didn’t use. And they are standing around your bed angry, disappointed and upset. They say, we came to you because you could have brought us to life and now we have to go to the grave together. So, I ask you today. How many ghosts will be around your bed when your time comes?”*<sup>xlviii</sup> If you are alive, there is time! Please, continue reading this book, perform the exercises and take action on your daily prioritized action list EVERY MORNING YOU WAKE UP!!! Take action today to live your life as your true self! Listen to Hunter Thompson on this, *“Life should not be a journey to the grave with the intention of arriving safely in a pretty and well-preserved body, but rather to skid in broadside in a cloud of smoke, thoroughly used up, totally worn out and proclaiming, “Wow! What a Ride!””* Isn’t this a great thought? That you DID all of the adventurous stuff you wanted to do? You went hiking, climbing, snorkeling, traveled by yacht, learned to fly, played the piano, savored the finest cuisine, shared your journey with the love-of-your-life, served the world using your unique talents that only YOU could bring out, and anything else you can imagine!

Literally, when I went through some of the valleys of my life, what really pushed me through them and what helped me continue to put one foot in front of the other, was when I thought of my potential and all of the people would one day serve. One of my future tiles is of me speaking to large audiences and it really pulled me through the grief. When I thought of my potential, I was like, *“All I have to do is get through this little patch and I*



*will have the privilege to use my talents to serve many people? Keep moving forward. Put one foot in front of the other and keep moving forward.*” I did and here I am. I encourage you to keep moving forward each day, on your list of tasks and goals. When you have a numbered list of goals, you can’t wait to get up in the morning and work on them. When you are on your deathbed, you will be like, damn, I have more to do, not atrophied and wondering what show is on next! Walt Disney had such clear goals that a goal of his, Epcot Center, was built seventeen years after his death! If you are alive, take action now! TODAY, do the exercises in this book, create your vision board, re-write your goals, and become the person in your vision today, in gratitude! Truly, I tell you, there is NOTHING to lose and a life of amazement to gain. Create and focus on YOUR vision! When we focus on our vision, then spend our best energies on accomplishing OUR high priority goals, our lives become on fire.

What do I mean by ‘best energies?’ I mean to work on YOUR personal goals at times of the day when you have the most energy. For me, it is first thing in the morning, even before breakfast, with a fresh cup of coffee. At that time, before the business day starts, before everyone is out of bed, that I am truly on fire! When we simply focus on our high priority goals, we become like the Edisons, Einsteins and other names on the muster roll of civilization. The moment we get clear on our wants and desires through our goals and vision, then do what we were put here to do, we become just like them. The only difference the people you read about and you is that they worked on their goals each day. They didn’t become Edison in one day, it was thousands of days of him working on his goals, solving problems, and persevering that led him to uncover the Universal Laws he did. You have that same exact power!

We can connect to a channel or frequency higher than ourselves and allow whatever that power is, to flow through us and create. All you have to do is work on your goals, and in the intricacies of working on your goals, magic will happen, and things will click. You will be given access to the Gifts of the Universe. You will see combinations of things that you never saw before, you will discover new Universal Laws as Einstein and Edison did. Once you get a feel for creating your vision by working on your goals, you will have a burning desire to get started each day. This process opens up a direct channel to Universal Mind. Do this regularly and you will feel wealthy and release energy you never knew existed. Work on your goals daily and your mind will become a channel for Universal Mind. Your hands, feet and mouth will become the very tools the Universe uses to further Its evolution.

In the world within, us thinking our vision is the magnet that attracts to us powerful inspiration. These inspirations show how to achieve that which we desire. The Universe/God is so benevolent that He/She wants to give us exactly what we want. Think of prayer. When we speak a prayer or think it silently, the mind creates a visual representation about that which we pray. In that moment, with our conscious mind, through our mind's images, we are telling God exactly what we want. However, the 95% of our mind that is God is listening all the time and not only when we bow our heads or between the blessings. This is why all thoughts - no matter when we think them - count towards realizing our vision. If we present our desires to The Universal Mind clearly, we will be provided with the inspiration and opportunities to manifest the thoughts we hold in mind, no matter how big they are. Mark: 11:23: *“For truly I say to you, whoever says to this mountain be taken up and be put in to the sea; and*

*has no doubt in his heart but shall believe those things which he said shall come to pass; he shall have whatever he said.”*

Remember the analogy of the seed. If we plant a seed for poison ivy, we will grow poison ivy. If we plant an acorn, we will grow an oak tree. Choose, right now, to be the seed of an oak tree! The type of seed you are is determined by the thoughts that you think. Want to grow into a multimillionaire? THINK thoughts with gratitude as if you are a multimillionaire. On the contrary, want to always struggle and be broke financially and emotionally? Okay, simply parrot the thinking of the media and others in your life without clear goals and visions.

## ***What is Mental Exercise & Visualization?***

There is no higher range of human emotions than when you think of your vision and work on your goals. Our emotions are not only controlled merely by our thinking, but by our acting as well, so you want to do both. Think powerfully and act powerfully. Do you feel better after hitting the gym? Of course you do. Our thinking leads our action, and our actions also lead our emotions. When you have gratitude for your vision, then take action on goals that will lead to your vision, you will release the best feelings that exist to human beings. Thinking is only one part of the equation. The equation goes like this: Our thoughts determine our actions and actions create our conditions. Therefore, let's get clear on our thinking, which determine our actions, which creates our life conditions.

The following sections of this book will help you to create clear goals and to define your vision. The exercises you will go through will:

1. Instantly improve your self-esteem by thinking about your accomplishments
2. Help you realize that everything in and around your life was once a goal and, therefore, you've accomplished many things in your life already through this process, but now we are going to formalize and accelerate it
3. Develop an attitude of gratitude about all that you have to bring yourself in harmonious relation with the Universal Mind/The Mind of God
4. Create a foundation on which to build your life by creating and living, what Benjamin Franklin termed, Your

## Unifying Principles

5. Set goals and keep a clear vision about that which you want to experience in life
6. Create a physical vision board of pictures and images to display in your home that represent your goals and dreams
7. Practice gratitude for your what you have AND your vision as a deliberate way of life
8. Schedule time into your daily calendar to work on your prioritized goals

The exercises in this book will provide you with the tool of thought substitution and strengthen your relationship with Universal Mind/God. Thought substitution is based on the theory that the mind can only hold one thought at a time. The key is to have our vision so clearly defined that we instantly identify those thoughts that are undesirable and think of our vision instead. As Mr. Schwarzenegger explained, we must have a clear vision first and then grow into it. All we have to do is think, believe, and feel that our vision has manifested. Too often, we allow regretful thoughts or vision-hijacking people to interrupt our day, thwarting our vision and stopping us from working on our goals. The next time this happens, practice substituting these negative thoughts with thoughts of gratitude for what you have and your vision. Thank God for His perfect plan for you. Take a moment to appreciate that you are exactly where you are supposed to be on your journey. Then, simply gratefully refocus on your vision and get back to work on your goals.

In this section, I will also share with you a process for stretching and massaging your mind so that your personal

psychology is one of power. Wallace Wattles once wrote, “More important than what we read is what we think about what we read”. The exercises in this book will help you reach deep into your mind, soul, and spirit to create the life you desire. Remember, emotions are determined by thoughts and actions so by harnessing your thinking and actions, you harness – and, thus, control - your emotions/vibration. By getting on the emotional vibration of your vision, you will bring inspirations to accomplish it into reality. As Oprah Winfrey says, *“We all become exactly what you believe... You have to meet the vibration. You have to prepare yourself to be there and be ready when it shows up.”*

As you move through these exercises, be patient with yourself. If you’ve never been consistent as a runner, attempting to run a 5K would be extremely difficult. However, if you start out slow, building up gradually over a few months, running the 5K would be no problem. The same theory applies to your mental muscle. Unless you’ve been consciously and consistently focusing on a vision for the future, your mind naturally is busy with random thoughts and daily trivia. Robert A. Heinlein once said, *“In the absence of clearly-defined goals, we become strangely loyal to performing daily trivia until ultimately we become enslaved by it.”* This is true of the news, social media, politics, personal relationships, our job or any of the trivialities that can take us away from our vision. Anything shiny and new easily distracts, so the practice of having a clear vision and thought substitution takes some practice. Retain the power to choose to reject thoughts that are not in line with your vision and substitute them with your vision. Then, simply get back to work on your goals and I guarantee that your conditions will change. Mental exercise is an “inner game” activity that most people neglect due to life’s endless distractions. This neglect leads to

erratic thinking, a very, very foggy vision and lack of focused action. In this abundance of choices at our fingertips, most people are incapable of choosing wisely what to do with their time if they don't have a clear vision and prioritized task list.

In academia, we accomplish our goals to meet the requirements of various educational curriculums. At the start of the school year, we receive our textbooks along with a syllabus that tells us exactly how to complete the work. Initially, the assignments given seem overwhelming but somehow, at the year's end, we manage to get it all done. Chapter by chapter, test by test, in a very organized manner, we meet our educational goals, learn an entire textbook and master our finals. Teachers do an excellent job at holding us accountable for learning the required material and, for this, we should be grateful. We can meet our personal and professional goals in the exact same manner by simply using what we already know. For those who struggled in school, this is the time to refresh your memories of how it works - prioritized tasks, one at a time. This time, however, the process will also include getting in touch with your true wants and desires. When you do, the overall benefits will go beyond what you have ever imagined.

It has been said that the real work needed to develop and succeed in business typically occurs before 9am and after 5pm. This, of course, is because the hours in between are devoted to serving customers. I know, it sounds like a lot of work, but I ask that you think of it another way. When you set your own goals, you can't wait to work on them! When you are truly engaged in creating your vision, you literally want to finish your client work so you can work on your highest priority task. When your vision is clear and you are working on your goals, you will be itching to

get back to working on your next task!

In school, it was the teacher's job to show us how to follow a syllabus and complete the assignments to meet the daily goals. Now, it is up to you to create your own syllabus and assignments to create the life that you want to live. Use the very valuable skills you learned in school to get your goals done each day! To live our vision, we must master the creation and execution of goal setting and achievement and this does not happen by focusing on the many trivialities and distractions that have been placed all around us. Greg McKeown illustrates in his book, *Essentialism*, that we can either go a millimeter in a million directions or go big in one direction. I am pushing you to go big by teaching you how to make goal setting and goal getting, top priorities in your life. The scheduling of time is the starting place for this. Accomplish your goals one at a time and move down the list. This action helps you to build habits that lead to success. As you begin to live your vision in the flesh, as you put pressure on yourself by setting big goals, reach them, re-set them, add the new goals to your vision and continue to create and serve on greater levels, you will have an energy released from you that will feel like nuclear fusion! You setting goals puts pressure on you to cause this nuclear fusion. Again, without pressure, the Sun would just dissipate into the space around it. Without intentional focused pressure, our minds dissipate and atrophy. It is up to the individual to be clear on what he or she wants out of life. Our desires are unique and represent God's attempts to breathe through us. These desires are our birthright and we have the ability to experience each one to the fullest. In the following sections we will go through a course for an amazing life by putting the theories of visualization and goal setting into action.



## ***How to Create Your Vision***

Consider this section as a personal trainer for developing a ninja-like ability to think your vision of the life you want to live and how to take action on the goals you set, so you can create your vision.

There are some simple steps to this process:

- **Goal setting:** *taking the time and effort to think about and define what you truly want*
- **Vision creation:** *transforming your goals into pictures, then a mental image... your vision. Finding photos in magazines, online, etc., creating vision/future tiles and hanging them in a place that you see every day. I personally recommend placing them on the front of your refrigerator, under a piece of glass on your desk, in your home gym, bathroom mirror or anywhere you will see these visual representations of your future!*
- **Practice:** *Practicing visualization via frequency, duration, vividness, intensity and gratitude*
- **Mental ownership:** *Taking mental ownership of your vision by practicing gratitude as if your vision is already true*
- **Prioritize and finish goals in order:** *Accomplish your vision by prioritizing your goals in order of importance, then working on them until completion before starting on the next one*
- **Schedule goal time:** *Putting time in your calendar for taking action on your goals with certainty and gratitude that your vision is on its way*

It is your job to transform this thinking session into a personal system for priming your predominant mental attitude. This new attitude will enable you to take absolute mental ownership of the present, the future, and the journey therein. To be successful, your new thinking system will require daily attention. In the morning and at night, please practice with discipline, dedication, passion and faith to emphasize your vision and fully impress it onto Universal Mind/The Mind of God. How often do you exercise to maintain good health? How often do you shower to maintain cleanliness? How often do you brush your teeth to maintain good oral hygiene? How often do you eat to maintain energy and metabolism? How often do you think appropriate thoughts to maintain your vision? For most people, the answer to each question will vary from once per day up to six times per day. Your job is to exercise your mind with the same frequency as you perform any of the aforementioned activities. Consider these mental exercises as a way of clearing your mind of unnecessary clutter so that you can re-fill it to the brim with only thoughts that you want to manifest in your life.

To achieve our vision, we must guard our minds like a hawk, only allowing in those thoughts that are beneficial to our psyche. Use street smarts and discernment for all situations, people and stimuli and remain committed to the truth that your vision is real. Understand that most news stories are nothing more than staged, fictional nonsense intended to sadden and shock the viewing public. The purpose of TV, in general, is to spread propaganda and to cater to advertisers who want to do your thinking for you. In fact, the intention of advertising has never been to convey truth. Advertising was specifically created to manipulate behavior to get you to buy their products. All media between commercials is simply there to get you to watch the commercials. Mental

exercise to focus on your vision, with practice, will strengthen your mind and create a barrier against the world's unnecessary clutter.

Make it a goal each day to keep your mind naturally full of thoughts based on the concepts of abundance and prosperity. This thinking process builds a natural protective barrier between you and the malevolent intrusions of the mainstream media. Personally, I went on a media fast over a decade ago and have not looked back. Now, I laugh at the boundarylessness of the daily news headlines and I am never taken in. As Steve Chandler says, “...*knowing that the only goal of modern media is to shock and sadden us*” allows me to stay in perspective. Also, just like people, there are thoughts that are less developed. I consider most of the bad news content out there to be less developed and encourage you to filter it out. It is usually fabricated to meet deadlines and only annoys, depresses and angers you. Literally, like 99% of the time I learn of a headline from the ‘news’ it is a thought of a future that I don’t want to experience, and I am definitely NOT thankful for that thought. When, for whatever reason, I encounter such thoughts, I immediately replace the thought with my vision. Problem solved and my thoughts are back on a future for which I am grateful and that I want to experience.

To put it bluntly, I don’t believe or allow ANY of what I see on the mainstream media and, now, social media. I believe that the complete saturation of this ‘*bad news*’ from all angles is meant to simply depress people. Again, when people are depressed, they are dysfunctional and are often put into dependency on industry through drugs and other services. Knowing that the stories that come through these channels are

supposed to make you sad and depressed is such an eye-opener. Just as the quote before that said, “*Am I depressed or just surrounded by \*sshholes.*” If the stimuli you are taking in is depressing you, guess who is creating it, you guessed it, \*\*\*holes, or more accurately, malignant narcissists. I consider this the \*\*\*hole media with stories and narratives created by malignant narcissists with the full intention to depress people so much that they need anti-depressants. If you take any of this into your psyche and mind and let it affect your thoughts and emotional state, you are, as Will Smith says, kicking yourself in the b\*lls. Just as a vision hijacker can be a person, these are the types of organizations that intentionally rob you of your vision and make you feel terrible about the state of the world and yourself. As you learned in *The Ultimate Attitude*, this is simply not true. The World is perfect and advancing toward completion. I encourage you to see that these malignant people and organizations are intentionally robbing you of your highest self. Do all you can to shield yourself from their influences and, if you happen to catch one of their malicious stories, just laugh at the ridiculousness of what you just heard. Any organization or person who intentionally performs actions that *take you down the staircase*, should be immediately and permanently removed from your life. Instead, focus on and ONLY BELIEVE your vision as being true. Then, do as Mark Victor Hansen recommends, “*Put your mind on the solution, not the problem.*” Focus on the thoughts you are creating here and do everything in your power to think the vision you are developing as true and use your mind to think, speak and take action on the inspirations/solutions you receive from Universal Mind. By simply thinking your vision in gratitude, you impress the life you want to live on Universal Mind, who will then deliver the solution through inspiration.

Literally, see the news as fiction and do not take any of it to heart. Take NONE of it to heart and actually laugh at it. Just work on turning your inspirations into plans, then tasks, then get to work on your task list.

For example, when you happen to catch a story that brings your vibration down and makes you feel bad or a feeling of doom and gloom, immediately think of a goal that excites you and put yourself into it. Close your eyes and imagine, for example, your new boat. Think of your feet walking on the teak floors, the smell of the ocean, sitting on the fine upholstery, feel the sun on your face and feel all of it. Another idea may pass you that is contrary to your vision, WHAM, immediately think of yourself in your flip flops, walking out of your back door of your beach house onto a sandy beach with a surfboard under your arm, ready to bask in the sun and ride some waves. What you think is your reality. Do this every time an idea that is not in congruence with your vision crosses your mind. This exercise will push the nonsense you just heard out of your head and get you back to thinking and feeling your vision. The mastery of your mind is learning this tool of thought substitution. Realize that the forces-that-be want you to run their businesses and what you see and hear on media channels put you in that exact vibration. George Carlin said it very well, *“Governments don’t want a population capable of critical thinking. They want obedient workers, people just smart enough to run the machines and just dumb enough to passively accept their situation.”*<sup>xlix</sup> This is exactly what Plato describes as the world of shadows in his *Allegory of the Cave*. What you hear through media are shadows, they are not real. Our reality is the vision we hold gratefully in mind. Our vision is the light and once we create it and see it daily in our mind’s eye, life cannot go back to living in the shadows. Please, believe me on

this, think your vision whenever a contradictory thought surfaces and break free!

Our thinking is the seed in the soil of our soul that attracts inspiration. Another way to put this is that thinking enacts silent demand. We ask for things directly through our thoughts. Clear, orderly thoughts yield clear, orderly results... this is *silent demand*. Your mind is given inspiration and life conditions correlate to the thoughts you hold in your mind. The seed does not ask the soil for nutrients because there is no need. Instead, the seed simply connects to the soil harmoniously to acquire whatever it needs. In this same manner, we can plant a seed of thought and simply stay focused, using the methods below, and see our vision grow before our eyes. Taking mental ownership is believing you already have that which you visualize in gratitude. It is through gratitude that you harmoniously relate to The Universe and naturally and effortlessly receive exactly the thoughts you need from the ether around you, just like the seed. Gratitude is the key to the entire equation. Do all you can, anything you can, to practice gratitude. The inspiration we attract ultimately comes from keeping our vision gratefully and clearly in our mind. Through our spoken word and physical actions, we plant seeds within our current condition that physically manifest into what we desire. Clear and orderly action yields the life that we want. With our thoughts, we can overcome all obstacles. As the words of Voltaire wisely remind us, "*No problem can withstand the assault of sustained thinking.*" The reason this sustained thinking solves problems is because sustained thinking transfers that idea to Universal Mind. Universal Mind solves the problem or challenge and the solution is delivered to us by more efficiently & reliably than a *Domino's Pizza*™. Also, give the ideas that you do not use to someone who can benefit from your

inspiration. The act of giving away ideas is a wonderful form of service!

When your thoughts are in a state of gratitude towards your vision, you are living as if your vision is here! You are taking mental ownership of your vision as if it were already true. When you are in the state in thought that your vision is true and are in gratitude for it, your words themselves are inspirational. When someone asks how you are, you literally feel, awesome, great, fantastic, terrific! Once you start living the life of your vision by taking the appropriate actions, you will feel utterly successful and incredible every day, all day. As Arnold describes, this journey begins inside in our mind. Taking action on our goals forces us to grow into that life.

## ***Mental Exercise***

This mental exercise involves *believing* that we are capable of doing what any other human being has done in history but *multiplied*. Visualize great leaders, artists, musicians, authors, your parents, your teachers, mentors, business and community leaders, presidents, and inventors. With intensity, take a moment to focus your thoughts on these people. Imagine how they behave in all facets of their lives including at work, with family, and at play. Think of this Bible verse from **John 15:13**: *Greater love hath no man than this, that a man lay down his life for his friends*. Give thanks to these people for having the courage to lay down their lives, time, and talents on the path before you so that you, too, may follow your vision. Be confident in the fact that you have the same abilities.

Imagine William Shakespeare writing on parchment with a quill, *“To thine own self be true, and it must follow as the night the day, thou canst not then be false to any man.”* Today is your time to be true to yourself and to take vigorous action toward your goals. If you want to write, do it. Watch *Shakespeare in Love* for some inspiration! In your mind, picture Benjamin Franklin thinking, writing, and speaking as an inventor, businessman, friend and diplomat. Ask yourself why Benjamin Franklin was so influential. Ben Franklin believed that life was short and there was no time to procrastinate. He chose to serve the people through business, community, government, and through the writing of an autobiography filled with his life experiences. You have that same ability. Mother Theresa dedicated her life to serving the poor. You can serve others in your own way. Gandhi was a moral prodigy. You can be a moral prodigy. Wallace Wattles once wrote, *“Remember Lincoln in the*



*dark days of the Civil War. He alone furnished a supply of faith and hope for the nation.”* You, too, have the power to furnish hope to all those around you by your life-example of living your vision.

Visualize those whom you have admired throughout life and give thanks for their courage and ability to lead. Allow these people to become the peer group of your mind’s eye. Alongside your vision board, collect photos, paintings, busts and other visuals of these chosen leaders to display prominently in your home or place of business. In life, we become the average of our chosen peer group. Create a future tile, to be discussed in depth later, for your peer group, too. Leonardo da Vinci, Michelangelo, Edison, Mother Teresa, Einstein, if you want them as your peers, put them in! Let these visual reminders encourage you each day to strive for the same capabilities and beyond.

### **Meditative Visualization for Health & Vitality:**

*The following meditative exercise and the short sections that follow are paraphrased from the book **The Science of Being Great** by Wallace Wattles:*

Sit comfortably, relaxing your mind and body with thoughts of health and vitality. Concentrate on breathing deeply and quietly from your abdomen while repeating the healing affirmations (in italics) below:

**Spinal Cord & Nerves:** *My nerves are in perfect order all over my body. Each nerve obeys my will and brings me mental tranquility.*

**Lungs:** *With every breath, I purify my blood and move air into*

*every cell of my body and lungs*

**Heart:** *My heart beats strong and steady, improving circulation to all of my extremities.*

**Digestive system:** *My digestive system functions perfectly. My food digests and assimilates to rebuild and nourish my body. I am what I eat. My kidneys, stomach, liver, and bladder perform perfectly, keeping me healthy and well. My body is resting and my soul is at peace.*

**Mental Health:** *I have faith in my health, my finances and in all other matters. I am perfectly well in every way. From within me, God uses my hands, eyes, nose, ears, taste, emotion, and touch to create all thoughts and experiences. Through God, these things impel toward me. God speaks through me and grants all that I desire. I have faith and courage and know that the best that has ever been, is right now. I know God appreciates the best he and others have created through me and my senses that is why I desire to experience the best in my life.*

*I rise above all temptation, loving everyone and everything unconditionally. I realize that being grateful makes me full of greatness and I hold love, peace, serenity, and understanding toward all living souls.*

*I only perform right actions and follow those courses in accordance with my highest ideals. Each day, I will do right, think right, and speak right. I will be the creator and appreciator of all things great.*

**Attaining the Ultimate Attitude:**

*Your attitude reflects your view of the world and universe.*

To attain the Ultimate Attitude, your view of the universe is harmonious and all-encompassing. In your mind, the world and all it contains is expanding and improving. You believe that you are exactly where you are supposed to be, making excellent decisions, and that your past is your syllabus. Each day is about assisting in the continuing the evolution of The Universal Plan. From this place of love, your life, wealth, health, and relationships will exponentially expand and improve.

### **Creating the Ideal Viewpoint:**

*The universe and world are perfect.* The world, as you see it, is always advancing forward in perfection. Only from this ideal viewpoint will you contemplate the facts of social, political and industrial life. Behold, it is all very good. You now view all human beings – family, friends, acquaintances, and neighbors - in the same way. Nothing is wrong with the universe and nothing *can go* wrong except for my own personal attitude. Henceforth, I will strive to keep the right attitude and ideal viewpoint at all times. I have complete faith and trust in God and His Plan.

### **Learning to Surrender:**

*For all challenges, turn to God.* Understand that a Power walks with you and through you on this journey. When times are challenging or when you grieve, have faith that He carries you. Search within to see the right in all things and project this to your outward life. What you outgrow, abandon. Surrender the body to the mind, yield the mind to the soul and give the soul to the guidance of God.

### **Finding Spiritual Identification:**

*There is but one substance and source and you are one with it.* You are made of the same substance as the Universe. Surrender yourself to conscious unity with the pure power that flows through you through gratitude.

### **Crystallizing the Vision:**

*This is the entire point of this book. FORM YOUR VISION. This mental picture of yourself* is you at the greatest height of your imagination. Dwell upon this picture with regular frequency at the longest duration of which you are capable. Then imagine your vision with frequency, duration, vividness, intensity, and gratitude, holding the thought that *this is who you really are*. This image is a reflection of your soul and from this perfect image, you now manifest outward and your life conditions will soon be exactly the vision you now hold in mind. Once you create your vision, you must do everything in your power to become that person NOW, in the present moment. When you become that person, feel like that person and live as that person, your emotions and vibration ARE that person. The time to manifest your vision it is only a matter of being consistent in this vibration and taking effective action and finishing the projects that you start with the inspirations you receive.

### **Realizing Your Power:**

*You, alone, possess the POWER* to become and do anything you want. You realize that your desires are gifts to you from an Eternal Power. Exercise your creative energy on your goals to achieve full power and energy release. Arise each day and go forth with perfect confidence. You will do mighty work.

### **Expressing Gratitude:**

***Feel grateful for life and your vision.*** Look at the gifts God bestows upon you with great appreciation. Think of the best and better will be given. In this mental state, you are connected at the highest vibration. You will create and perform amazing service. Choose to be grateful for your present experiences and gifts bestowed upon you and hold gratitude for your vision.

### **Choosing Forgiveness:**

***Choose to forgive all people and even those who do not seek forgiveness.*** Most importantly, forgive yourself. Love everyone and everything unconditionally, realizing that holding onto low vibration emotions only hurts you. Hold thoughts of peace, love, and understanding toward all living souls and always act in accordance with your highest ideals. With the understanding that from thinking come conditions, you choose only to think and feel the best thoughts and emotions possible. Remember, however, that forgiveness does not mean you have to continue to be in contact with those you forgive. If someone attempts to abuse you, forgive them, then go no-contact so you can stay focused on your vision at the highest vibration possible and also help them continue to develop on their emotional journey. Think of Saint John Paul the II and how he forgave the man who shot him, but he did not continue having contact with him.

### **Living in Faith:**

***Real faith involves surrender and humility.*** Believe that you are exactly where you are supposed to be and that you made all past decisions exactly as you were supposed to according to your level of awareness at that time. Understand that the lessons you've learned on your journey make up your education. There

are lessons to be learned from every life experience. The struggles, grief, and adversities that occur are simply preparation for further skill and character development. Whenever doubt surfaces, simply remind yourself that you are exactly where you are supposed to be and focus on your clear mental vision.

### **Creating Strong Boundaries:**

*Boundaries serve as our personal protection.* Although the world is perfect, there are people who continually exist in a spectrum of states of emotional, mental, and physical development. When dealing with people, understand that any loss of power that you feel is due to the breaking of a boundary or an attempt at abuse. Although this behavior is not always intentional, you must draw a boundary as if you are dealing with a child and commit to its enforcement. Symbolically, realize that in the art of skillful negotiation, certain cases may dictate that you walk away from the negotiation table if the other party is incapable of handling the conditions of your boundary. Feel empowered by walking away because you showed self-love by not tolerating bad behavior toward you in your life. By going no contact, you also did the only thing possible to help them actually develop.

More importantly, however, you are making the choice to gratefully keep your thoughts on your vision, thus emotionally keeping you in the vibration of the life you want to experience. Remember the example of oxygen masks in a plane. You put yours on first so you can live, then you help others put theirs on. Your main responsibility is to make the most of your life, then, your example helps others do the same with their lives. You can't have your *World Within* constantly uprooted because of your

relations with a toxic person or organization. If you want to experience the vision on the outside, you MUST keep your vibration stable on the inside. If someone chooses to be toxic, put your oxygen mask on and go no-contact with them. Then, continue to gratefully focus on your vision and take effective action on the inspirations you receive. Creating boundaries and going no-contact with toxic and poisonous people is a major part of self-love.

I know that this topic is mentioned several times in this book, but I really want to emphasize it. It took my entire life to learn that it is okay to not continue to relate to people who make me feel bad, attempt to be abusive and superior, or put me and those I love in harm's way. Yes, forgive them, but you do not have to have them in your life anymore. There is no veil to this rule either. Anyone who relates through methods that take you from your high vibration should go. This is the definition of crabs in the bucket, people who see you succeeding and do anything they can to pull you down. Them trying to pull you down is all you have to see and realize they do not have your best interest in mind. You have to have your own self-interest in mind and learn to love yourself enough to only allow people and experiences that bring joy into your life. You should implement a zero-abuse policy, or stated in the affirmative, a Joy Policy. Your Joy Policy says that you only allow healthy emotional people, experiences and organizations into your life that promote improved mental and emotional health. You are better off having a few close, emotionally healthy friends, then a large quantity of acquaintances where you allow toxic behaviors to get to you because of some sort of group dynamic. Do not let the snake through the grass and cut off toxic people before they say or do something that could permanently prevent your vision from being

realized. You may say that sounds extreme, right?

In the movie, based on a true story, *Empire State* with Dwayne Johnson and Liam Hemsworth, there is a great scene where Liam Helmsworth's character (Chris Potamitis) is rejected from the police academy because of a criminal charge from when his friend had illegal drugs on him at a concert. Guess what happened? They both got arrested and got criminal records! This arrest prevented Liam Hemsworth from getting into the police academy. Liam Hemsworth then got into crime himself because of the same "friend's" influence and ended up in prison. This is what happens when you see quote, unquote "friends" breaking the law, being abusive or any other behavior that takes you from your vision. People who knowingly involve you with any illegal activity are *livelihood thieves*. Associating with them can potentially get you a criminal record by being an accomplice, even if you were just in the car or physically with them! Trust me, get away from these people now, at the first toxic or illegal event. In a few years when you are living your vision, in your beautiful home with your family, driving the car you want, living the life you want, you will be glad you did. Trust me. This is the epitome of crabs in the bucket. As you ascend in your thinking, daily action and financial wealth, don't let such influences bring you down so they can keep you at their level and have some sort of twisted superiority over you.

Mark Victor Hansen says, "*The words you say to yourself, or others say to you, that you think about, and act upon, and that ultimately act upon you.*"<sup>1</sup> Words are so important! You only live once and don't waste a second hanging with people who actually enjoy taking your vision from you by putting you down or doubting your vision. Get away from them at the first moment



you notice their vision hijacking behavior. Don't feel bad and don't look back. I want to emphasize this point again. If someone does something to put you down or make you feel bad, their behavior is enough for you to never speak to them again. Their malicious behavior toward you is enough for you to realize their level of respect toward you and you should feel GREAT about having the knowledge and power to simply remove them from your life. If someone intentionally hurts you, they not only have zero respect for you, they intentionally want to hurt you, enjoy seeing you suffer and would revel in you not only losing your vision, but becoming destitute. There is absolutely no place in your life for them and I encourage you, just as they enjoy hurting you, to enjoy your power in never speaking to them again. You do not have to hang out with people who make you feel like they are tolerating you, who don't listen to you and who actively hurt you. You can choose to surround yourself with people who celebrate you and will do anything they can to assist you in living your vision. This is one of the greatest Universal Laws you can discover. I will write it again to really emphasize it, *you can choose to associate with friends who celebrate you and bring you closer to your vision*. Hang out with friends that bring you up, make you feel better and speak to you in ways that *“support, benefit, encourage, excite and help you move toward your dream”*.<sup>li</sup> When you get into this habit, you are giving yourself a gift of extreme self-love and it feels terrific! Choosing only joyful, healthy, validating and encouraging relationships will unleash a flow of focus and power inside of you that you may have never experienced before. You will wish you did it sooner.

## ***Visualizing Greatness***

In the section to follow, we will study how the *act of thinking* dictates goals, affirmations, visualization, and character traits. Our vision is our *present condition* in mind & spirit for which we must take mental ownership and have gratitude. The time is now. This will be a production thinking session where you will organize your thoughts. In doing this, you will gain control over emotions and take better action when serving the world. Productive thinking raises our emotional vibration and helps us to develop great speech and action accordingly.

You will also learn that planning your day is a fundamental key to success. You never see baseball players doing push-ups during a game but they certainly do *many* push-ups in practice. Great players *plan* to do great in the coming game. Practice the fundamental skill of planning your day *every* day and do it with joy and gratitude. Your thoughts, speech, and actions are who you are. Your daily plan is your roadmap to success. You must plan time each day to work on your highest priority goal.

### **Focus:**

Esther Hicks wrote, “*Whatever you are thinking about is literally like planning a future event. When you’re worrying, you’re planning. When you’re appreciating, you’re planning. What are you planning?*” In other words, what we think will manifest so we have to choose the content of our thoughts carefully and be fully conscious of our mental vision.

Now, visualize your favorite works of art. In your mind’s eye, see the colors, the paint strokes, and the texture of the canvas. Now, paint in your own way today by putting your

unique skills to work. Move your thinking to the physical realm. Focus on harmony. You are a great, enlightened master. As a businessperson, you train your organization to serve more people on a larger scale through business systems. As a philosopher and leader, you help others to believe that all things are possible. You have it within you to create a masterpiece and you can begin today! You recognize the enormous power and talent that exists within you. If your skills need development, know that God's power is there and you can call upon Him to help. The goal of this section is to show you how to call upon this Universal Power.

Russ Whitney said, "*Obstacles are those frightful things you see when you take your eyes off of your goals.*" What are goals? Simply put, your goals are a list of what you want to accomplish, ordered, in the numbered in their order of importance, ready to be worked on in your next goal time slot. To see your future, examine your goals. What Russ Whitney means is that we only feel fear when we are not working on our most important goal. When we work on our most important goal, fear dissolves and dissipates and what is left is pure focus, concentration, enthusiasm, excitement and power.

Paul almost singlehandedly spread Christianity across the Roman Empire. Paul's secret was a focused life. He said, "*I am focusing all of my energies on one thing: forgetting the past and looking forward to what lies ahead.*" Remember Heather Stenlake from Bridal Buddy and how she said, "*Focus on the future. I am done with the past, but it is a learning experience for me.*" It is time to create a future that will thrill you to focus on; a future that is full of color, texture, love, gratitude and vitality.

As George Matthew Adams said, “*Learn to keep the door shut. Keep out of your world and universe every element that seeks admittance with no definite helpful end in view.*” Our personal universe is all that surrounds us. Fill your mind with thoughts of abundance. Allow only those thoughts into your world that will benefit your life of service. Focus only on thoughts that have the highest potential because, when combined with your actions, these thoughts will manifest, yielding high potential outcomes.

### **Visualization Is a Massage for Your Mind & Soul**

Designing your future feels amazing! See your future by thinking about your goals. Goals are simply dreams that have a due date. Goals create the future *in advance*. Goal setting and achievement are fundamental to success and must be practiced daily. Embrace the fundamentals of goal setting and do your best to serve others through your unique talents. Understand that creating an awesome life for yourself is leadership in itself, your life is leadership. This means that your living your vision is enough to inspire those in your universe. Desires are inspired by and given to us by a power within. It is our job to transform our desires into goals and to create and be in gratitude for our vision of that life.

There is a saying, there is no vacation from your dreams. It is very much okay to be lazy about things, activities and actions not on the way to your vision. This day, you will only accept greatness in your mind and life. You will achieve all that you desire as you continually set goals, have gratitude for your vision and take daily action on the goals you have set. Life conditions are changed through action. Demand more each day from

yourself than others expect.

To bring our goals to life, our emotional vibration and overall thought and emotional frequency need to synch up. This means that you must have mental ownership of your vision...to FEEL as if your vision is already true and to become that person. This section will explain how to become the person who has already accomplished his or her goals in the present moment. Goals are not about what you get but about *who you become*. Become that person in your vision NOW! Focus on what really matters, your vision. You *can accomplish anything* by practicing the thinking and action formula described here. Your thoughts dictate who you are, what you want, and who you will become in this life. If you want greatness, think greatness and speak greatness.

Remember, the greatest among us shall serve. While acquiring nice material possessions is certainly desirable, you will realize that the real accomplishments are those you can contribute. Your real goals will be achieved through serving others and your greatness will be defined by how *well* you serve. As Thomas Carlyle said, "*It is not what I have but what I do that is my kingdom.*" The material stuff that you have – aside from the basics of food, clothes, and shelter, is fun, and necessary. You need a car to get places, and you might as well have a car that makes you smile when you start her up, but, as my Dad says, one comes down the assembly line every sixty seconds. What ultimately gets us up in the morning is the desire *to do, to create, and to make* something that can only come into existence through us. As Bob Proctor reminds us, the body is the instrument of the mind. Albert Einstein puts it like this, "*Try not to become a man of success, but rather try to become a man of value*". By value,

become someone who chooses to serve others as only they can. The beauty is that we don't need special tools or certain conditions to serve others. You can serve greatly by simply doing your current task on your prioritized action list and doing the best that you can *today*. As Anthony Robbins says, "*Clarity is power*". In other words, welcome to your spot amongst the "3% of people" who have a clear mental vision. All we have to do is visualize (or think, dream, and imagine) the life we desire and then schedule the time to make it happen.

If you desire a future that is colorful and absolutely compelling, it is time to create some goal-setting pressure. The more pressure, the more you will fuse, the more energy you will release and the bigger the diamonds you will create! Want some examples of people fusing at massive scales? Look at Anthony Robbins. He is a powerhouse and is the epitome of someone who put huge amounts of pressure on himself and who serves on humongous levels. The pressure he put on himself causes the fusion reaction and is what makes him perform at the top of his field and serve millions. Look at Oprah Winfrey, she had the number one talk show ever, acts in movies and started her own television network! Look at Hugh Jackman. He is not only acting in awesome movies but utilizing every talent he has in his live show, *The Man. The Music. The Show*. You are capable of such things and MORE!!! Do you think Tony Robbins, Oprah Winfrey and Hugh Jackman are putting their heads on their pillow fulfilled, feeling like they used every talent that they had that day? Time to create some focused pressure in your life! Perform the mental exercises in this book each day and then take action as if you are the person who achieved your vision today. Act as if success is the only possible outcome!

## ***Setting the Goal to Become a Millionaire***

Paraphrasing Jim Rohn: “Set a goal to become a millionaire, for what it will make of you to achieve it. The million is automatic. It is the person you will become to earn it. Not only in economics. You will become:

- A problem solver
- Knowledgeable
- A person who understands the market
- Someone who can overcome difficulty
- An early riser
- An expert time manager
- One who learns to develop their part on The Universal Plan
- A person utilizing their talents where your services have demand and traction in the market

Wealth is a state of mind. People *feel* wealthy or they feel the opposite. Our goal here is for you to feel wealthy and vibrate wealth while your skills develop and grow. Your character is forged, not given. Your life consists of trial, tribulations, and learning experiences. Every successful person has had to endure a barrage of peaks and valleys. Most millionaires made and lost their fortune multiple times before acquiring the necessary skills to make the money stick. If you are alive, then there is time to do it. Colonel Sanders was 65 years old and reliant on a \$105/month Social Security check when he incorporated Kentucky Fried Chicken. <sup>lii</sup>

As Robert Collier says in *The Secret of the Ages*, “No one need retire to the chimney corner, no matter how many years

have passed over his head. Years should bring wisdom and greater health - not decrepitude. Many of the world's famous people did their greatest work long after the age when most men are in their graves. Tennyson composed the immortal lines of "Crossing the Bar" at the age of 80. Plato still had pen in hand at 81. Cato learned Greek at the same age. Humboldt completed his "Cosmos" in his ninetieth year, while John Wesley at 82 said 'It is twelve years now since I have felt any such sensation as fatigue.' The state of your age is equal to the clarity of your vision. You are as young as looking forward to working on your next goal. Don't think of life as some sort of peak you hit either. Think of life as an ongoing incline. Each day you are getting smarter, stronger, more skilled, and are able to serve on bigger scales and enjoy life more. Each day you live, everything about you, your life and the service you offer improves! It doesn't matter how wealthy you get either! Having a clear vision and working on it as soon as you get up in the morning is what keeps you young and full of energy that you release to others! Remember that having goals that create pressure in our lives will cause fusion inside of us. Just like the Sun. Without pressure, the Sun would go out and it's gases would just dissipate in space. You need to keep the pressure on to continue to fuse and create energy, motivation and fulfillment!

The moment he learned that he was the highest paid actor, Dwayne Johnson said, "*The wolf is always scratchin' at the door.*" I think he means that even though he is succeeding, that he wants to work even harder in the future, keep the pressure on and become even better. This is the exact attitude you have to have. This is what Les Brown calls '*staying hungry.*' Despite your vision manifesting, which has to happen as you work on goals, you have to continue to reset and go after new, bigger goals that,



as Mark Victor Hansen says, “Hit homeruns for humanity.” As you choose to be a goal setter and goal getter, your mind will get better with age.

Also, just because you can ‘retire’ why would you?? Pardon my French, but it sucks! Statistically, people die after three years of ‘retirement’ because their mind atrophies because they take the pressure off and no longer challenge themselves. I had enough cash flow to ‘retire’ at 35, but I wanted to be the best at what I did and help our clients be the best at what they do. Also, just because my bills were paid by the cash flow from my business, I knew that in order to follow The Universal Law that says to create energy through fusion, like the Sun, that I needed to keep the pressure on. I needed to set bigger goals and wanted to truly serve more people. I know that if one person has done it, I can do it, too. This follows what Robert Collier calls, “*The Purpose of Existence.*” He says, “*No one can follow it down through the ages without realizing that the whole purpose of existence is GROWTH. Life is dynamic – not static. It is ever moving forward – not standing still. The one unpardonable sin of nature is to stand still, to stagnate.*”<sup>liii</sup> We must continue to think bigger, to move and to grow in the direction of our vision! If we don’t continue to move, we will become extinct, just like Robert Collier says about the giant monsters of the Prehistoric Age. He says of them, “*They stood still – stagnated – while the life around them passed them by.*”<sup>liv</sup> Whatever that power is inside of us, continues to push me forward and I inherently need to do more, be more and have more. I encourage you to do the same.

When you see a business go out of business, it was the business owners failure to innovate and change to the conditions of the market. This is why it is so important to live your vision.

As you live your vision, you will love what you do so much that you will be on the front of the comet and a pioneer of innovation in your business and industry because you are listening to the inspirations in your mind that, when acted upon, will bring your material vision. This next statement is not meant to put anyone down, but when I speak of financial freedom, it is because I have accomplished it, in a real, bricks and mortar business. The words I am writing here were carved from my experiences, my trials and tribulations. I recommend only listening to people who have done what you seek to do. I write, through many attempts, about having a business whose tasks can be delegated and that bills monthly, by trying tons of businesses. I sincerely want you to become financially independent and to continue to grow your vision, and thus yourself, as you move along your journey. Always continue to GROW!

I really want to emphasize that retiring is not the move and anyone telling you to do so does not have your best interest in mind! If anyone tells you to retire, what, they want you to die after three years? They want you to ‘back out of life’, as Bob Proctor says about retirement? Okay, you can afford it, so what!? You take the pressure off, you die! Think of anyone on the current muster roll of civilization... They work harder, long after the financial time they could retire. They serve more and BETTER. For example, aren’t we all better and don’t we all benefit for Dewayne Johnson continuing to act, despite the fact that he could easily afford to stop? If he stopped and retired, wouldn’t we all be worse off? Imagine your favorite actor/actress, athlete, teacher, professor, etc. retiring because he/she could afford it?? Imagine if Ben Franklin retired, which he could have easily done, being the first millionaire in America. There is a high probability that America would not have

happened if he took himself out of the game. He was 70 years old in 1776 and did all he could to serve others until the day he went home. Now, imagine you, truly engaged in your vision, with millions of people that you serve, or a handful of people you serve, retiring? The number of people doesn't matter, what matters is that whoever you serve, they would all suffer because of you choosing to step out of their lives! In the film, *A Man for All Seasons*, Sir Thomas More encourages Richard Rich to become a teacher and Richard Rich says who would know. The dialog goes like this:

Sir Thomas More: *Why not be a teacher? You'd be a fine teacher; perhaps a great one.*

Richard Rich: *If I was, who would know it?*

Sir Thomas More: *You; your pupils; your friends; God. Not a bad public, that.*<sup>lv</sup>

All that matters is that you are doing your best each day, doing what you feel inside you should be doing! Imagine your favorite teacher retiring before you had their awesome influence in your life? Imagine Tony Robbins 'retiring' and all the people who would lose out?! When Dewayne Johnson, Tony Robbins, Oprah Winfrey, your favorite teacher or any person creating value on a massive scale works, they are serving others! This is what having a clear vision will do for you, give you the inspiration for service that when you perform it, you will feel amazing and could never even imagine 'retiring' because you love what you do so much, it is what you would choose to do even if you didn't have to!

Also, look at Will Smith, Dewayne Johnson, Sylvester

Stallone, Judi Dench, Arnold Schwarzenegger, Bruce Willis, etc., they are all in the best shape of their lives and pushing harder professionally now than ever. Look at what Arnold did, he served as Governor of California for 8 years! Look at Sylvester Stallone, he is writing and starring in awesome movies and is in the best shape of his life! Talk about pouring it on! These are the role models we should have, NOT people telling you that you should be retiring at some point. Really, if the work you are doing makes you want to do NOTHING versus going to that job, CREATE YOUR VISION NOW and go live it!

There is a great scene that illustrates the concept of someone who is excited about their vision speaking to someone who does not have a clear vision in the film, *A Night at the Museum 2*. The scene shows Larry Daley (Ben Stiller) and Amelia Earhart (Amy Adams) have the following conversation:

Amelia Earhart: *“So, what do you do now?”*

Larry Daley: *“Well, I sort of... Well, I sort of design products and sell them.”*

Amelia Earhart: *“You're an inventor!”*

Larry Daley: *“I am. I am an inventor, yeah. I invent stuff.”*

Amelia Earhart: *“Like the rocket ship?”*

Larry Daley: *“No.”*

Amelia Earhart: *“The sea plane. The dirigible?”*

Larry Daley: *“No, not aircraft. Sort of like more small-scale stuff, like... Well, the Glow-in-the-Dark Flashlight, that was mine.”*

Amelia Earhart: *“So, this new job, do you like it?”*

Larry Daley: *“Yeah, I like it a lot. It's exciting. It's... What?”*

Amelia Earhart: *“I’m just confused, is all. If you’re not excited by it, why do you do it?”*

Larry Daley: *“I am excited by it. I just said...”*

Amelia Earhart: *“I know what you said, Mr. Daley, but what I see in front of me is a man who’s lost his moxie.”*

Larry Daley: *“I have not lost my... I got my moxie.”*

Amelia Earhart: *“Do you know why I became a pilot?”*

Larry Daley: *“I don’t, no.”*

Amelia Earhart: *“For the fun of it. Why else would anyone do anything?”<sup>lvi</sup>*

This is another great movie scene illustrating someone who is on fire, waking someone up who is sleeping through their life. When you have a clear vision, YOU are the one who created your goals and when you work on them, you do so in a state of excitement. We can choose to be in a state of fun and enjoyment each day of our lives. When you have a vision, you are passionate about doing your work and it is truly fun, as Amelia Earhart says above. Fusing inside creates this passion and gets you looking forward to realizing your vision. Wouldn’t you rather be in the state of enthusiasm as Amelia Earhart is in this scene, rather than the state of drudgery in which Larry Daley finds himself? If you want to transform your life to a state of enthusiasm, simply create and live your vision!

This is why the idea “retirement” is such nonsense. I was lucky that I was able to work with Lee Iacocca during my 4 years at the Iacocca Institute. He clearly told me, on many occasions, to never retire! He, God rest his wonderful soul, kept creating awesome businesses until the day God took him home. Listen to

the greats about continuing to serve others through new ideas, intellectual property and business ventures. Create your vision and put your eggs in the basket of your own venture, then, as Andrew Carnegie said, WATCH THAT BASKET!!!

socking away money in a bank account is the opposite of *'The Parable of the Talents'* from The Bible. The moral of this story is that we must put our money into service. When you start your business, you will invest in things that make your business function and bring your services to your clients, e.g. property, plant, people and equipment. Money in a bank account is basically doing nothing and only helps realize the bank owners' vision on the profit they make. Please realize that when you are working toward someone else's vision, you don't own the business, so the only asset you have is the money you make and that money in a bank account isn't doing much, that's why you don't make anything significant on it.

When you start your own business, potentially doing the same work you are doing now, and say you took on your former boss as a client, you would be doing the same work, but through your OWN business structure. When you do this, you can scale the business, take on more clients, write business systems, delegate, write books about your services, potentially give speeches and anything else you can imagine. You would also be building the asset of your own business, which could be worth a fortune. As you make money, yes, you save some, but you also invest in your business, creating a more valuable asset than that money alone could ever be. Yes, you are doing the same work, but according to your own vision and building your own asset. See the difference? I think putting our money into service has a much higher return than merely putting it in the bank. The use of

money in business can bring tremendous value and service to others and change their lives. I truly believe this is what our ancestors and the Founding Fathers worked for, to give us the choice and freedom to choose to hang our own shingle for the best outcome for everyone involved. As a business, you can offer more specialized services as you can build a team where each person is the best at what they do. You can give the gift of this business structure to your team as well and inspire them to live their vision through your interaction. This is what every great leader does. Look at how many people say they worked for Jim Rohn, Earl Nightingale, Buckminster Fuller, W. Clement Stone, Lee Iacocca, etc. All the people who mentioned working for these people, Bob Proctor, Tony Robbins, Jack Canfield, Joe Vitale, etc., ALL own their own businesses and are outrageously successful. Please see how these great leaders all encouraged their team to go out and be the biggest and best they can be. You don't have to work for any of them to benefit from their wisdom either, just read their books and follow The Universal Laws they teach. You can create a business that is a mecca of wisdom, inspiration and a springboard to people living their vision, like these people did. You can have a team that all provide amazing services for your clients, who are able to do so with the structure we discuss here. This concept is harmonious with what Voltaire wisely recommends, *"Think for yourselves and let others enjoy the privilege to do so, too."* One's desire to want to stop working and retire is really their desire to do that which they want with their time. Forgive the double negative, but it is NOT NOTHING.

What that impulse to retire really is not retirement at all. What really fulfills is to spend time choosing to do what you want to do and it is NEVER too late to create that life. Choosing

the service to offer is the very thing we hope to help you find in this book. The service that if you didn't need the money you would be doing with your time. I hope we can turbo boost the creation and manifestation of your vision so you can completely let go of the concept of retirement and have the burning desire to wake up and do what you want to do. Will it be hard? I don't know, were finals hard? Were they worth it? The comfort zone shattering experience you will go through will be an adventure. Think of Indiana Jones, did his adventures require some effort? Yes, but he was entering the unknown and that is what makes life exciting and why it is called an adventure. This is what is meant by having the feeling, *Wow! What a Ride!* each day you go to sleep! Each moment of living your vision will be filled with adventure, excitement and fulfillment as the work you are doing can only be done by you and you will experience the rewards emotionally and materially. You, however, are not the only people who will experience the rewards of you living your vision, so will all of your customers and The World. Think of when, for example, Dwayne Johnson, makes a new movie, you can't wait to see it and it is really awesome, right? You are caught in suspense, laughter and it is just a wonderful experience. The world will benefit the same way from your service as you choose to live your vision. My hope for you is that you spend the time to perform these exercises, to craft your vision and then, enjoy each second of your adventurous life. Again, look at opportunities in your current industry, where you can create a business doing what you are doing now. Present your own business structure to your boss and see what they say. If they say yes, great, if they say no, have no worries, you will find customers in no time. Whatever the service you choose to offer, keep the feeling of wealth in mind.



I encourage you to have a millionaire mindset. When you do, you are a millionaire in the creative realm and everyone with whom you interact will gain from the experience. In the physical world, one can become a millionaire at any time as long as the stepping-stones and challenges of the journey are handled correctly.

The mental exercises within this book apply to your soul, mind, and body. You can do it! You can reach each one of your goals. Benjamin Franklin once said, “*Energy and persistence conquer all things.*” If you are consistent with your goals, you *will* grow into your vision because it *has* to happen. It is a Universal Law. Take mental ownership of your millions now as if you have it in the bank. Speak as a millionaire would speak. In this mental state, if someone asked how you were doing, there would only be one answer: “GREAT!”

## ***Mirror the Millionaire Mindset with Your “Inner Coach”***

If you want to be financially independent, you need to have the cash flow to live the life you desire. If you are thinking big, then think and feel the following affirmations: I am a millionaire. I think like a millionaire. I speak like a millionaire. I walk like a millionaire. I believe, feel and act like a millionaire. I eat like a millionaire. I serve like a millionaire. I drive like a millionaire. I jump out of bed like a millionaire, excited for the day, my goals and activities, and my plan for the service ahead of me. I am a millionaire problem solver. I am very knowledgeable, I know how to persevere, learn, and overcome. I enjoy clean, millionaire living by eating and drinking only the foods and beverages that promote good health spiritually, mentally and physically. I am a millionaire with how I manage my time. I speak like a millionaire by always promoting great vocabulary and promoting equality among all members of humanity. I follow Universal Laws as a millionaire as this one skill allows me to leave the harbor and explore the adventure. I am enjoying each present moment as a millionaire with total appreciation.

## ***The Frequency of Gratitude***

Gratitude is the second highest emotion with love being the first. Our vibration is our emotional state, our emotional state precedes our actions, and our actions create our conditions moment by moment. Throughout this book, we learned that our thoughts dictate and lead our emotions. In order to maintain the highest mental vibration at all times, do all you can to focus on the things for which you are grateful. Gratitude is the state in which all good things come into your life. Consciously live in the *frequency of gratitude* so that more good things can flow into your life.

We always have the choice to be in gratitude. All we have to do is to *remember to remember*. As Wallace Wattles once said, "*Gratitude is looking at the best in life and by looking at the best, we receive more of the best.*" We can see everything - every condition and institution - from the attitude of gratitude. For example, as Wallace Wattles reminds us, think of politics and be grateful. Without government, we would have anarchy and what we have is infinitely better than anarchy. It is in the mindset of gratitude that all good things come to you. It is our choice to see life from that state. Again, think of Victor Frankl in *Man's Search for Meaning*. As a prisoner in a concentration camp, he would give away his food to other prisoners. He learned that the one thing over which our control is absolute in our human psyche is our attitude of mind. He proved this and you will learn how to practice flexing your gratitude muscle in the exercise below.

How many times throughout the course of our daily life do we notice random pennies in our path? We see them everywhere - at home, in the street, on our desks, etc. In his discussions and

writings about abundance, Wayne Dwyer, God rest his soul, asks us to think about the significance of this penny. When you see a random penny, do you a) step over it and keep walking, b) say “Damn! Only a penny?”, or c) pick it up and thank God for continuing to shower you with abundance. Which would do *you* do? By not picking up that penny, you are sending a message to the Universe that either you don’t care about money or that you have enough and don’t want more of it. Remember, the Universe does not judge, or differentiate. All the Universe sees is your vision and if you are grateful, if you are, you will receive more.

God showers us each day with abundance. We live in the golden age of civilization and it is only getting better. We have more opportunities and choices now than any one who ever existed in the history of the world. When in a state of gratitude, you, as Wallace Wattles says, draw nigh, or near to God and more is given to you. When you are not in gratitude, you push God and more blessings away.

On a side note, the same is true in relationships. Think about what a relationship is, you want to be attractive, right? If that is the case, wouldn’t it be smart to follow the Law of Attraction, which consists of being grateful and appreciative. When you are grateful and appreciative, your partner wants to give you more, as Dr. John Gray says in the movie, *The Secret*<sup>lvii</sup>. When you are inappreciative and ungrateful, it is just inharmonious behavior that pushes your partner away and makes the relationship just not fun to be in. If complaining is poverty in action, criticizing is poverty of emotions in relationships. Criticizing and nagging are complaining about another person. When you criticize, complain about or nag, do you think the other person wants to make you dinner and do the dishes? I encourage you to put a practice of

gratitude around your partner and to be grateful for their characteristics that made you fall in love with them. I am not saying to tolerate abuse, but am saying to try appreciating, rather than nag. When you do appreciate, you are attractive and a gravitational force to bring your partner close to you. Try it. If you simply choose to focus on the things for which you are grateful about them, you will get more of that behavior. If you say something you appreciate, let me know if you get a hug and a kiss. If you complain about the things you don't like, you push people away and get more of the exact behavior that bothers you.

The same exact principle holds true with The Universe. If you focus on the great things about your life, you get more of them, when you focus on the things you don't like, you get more of them. When you are grateful and appreciative, The Universe gives you more, when you are ungrateful, that ingratitude pushes The Universe and more blessings in the future away. It is in our self-interest and a huge part of self-love and realizing your vision, to practice gratitude.

Be grateful for all of those in your life who have helped you as well. Another part of being *'We Made'* as described briefly before is gratitude for all of those who helped you in your life. I love the way Arnold Schwarzenegger describes this. Arnold says, *"I am a big believer in, there is no such thing as a self-made man. Because there are so many times that people say they are a self-made man, that they are the perfect example of the American Dream, and this and that. The reality is that you can call me anything you want, you can call me Arnie, Schwartz, Gubernator, Snitzle, whatever you want to call me, but don't ever call me a self-made man. Because, I would not be here if I didn't have parents who gave me the love, affection, discipline and all*

*of this stuff from the beginning. I wouldn't be here if I didn't have the help of so many body builders that helped me. And Joe Weider who brought me to America. He gave me the confidence. He paid for the first apartment in Santa Monica, without him I wouldn't have made it. So how can I say I am a self-made man, including when I was governor. I had five million people voting for me. Everyone of those people who voted for me helped me to become governor. How can I say I made myself, it would be nonsense, ludicrous."* Examine how Arnold just oozes humility, gratitude and humor in every word, gesture and thing he does and says. Einstein did the same thing. Please put two-and-two together here and realize that these two were so inspired and became who they became because of their harmonious relationship with The Universe through a grateful, fun and humorous vibration. Again, humility simply meaning to bend your knees to the inspirations that come through you; to do what you must to bring them to reality. Please take a moment to think of all of the people who have helped you and just feel gratitude for them. If you ever have taken care of a baby, think of how helpless they are. Think of all the people who took care of you when you were a baby and feel deep and sincere gratitude for all they did to care for you.

### **Gratitude Mental Exercise:**

The purpose of this exercise is to show you how to move consciously to a state of gratitude from any other mental state at any time. Gratitude is an *attitude that takes some very minor effort to develop*. You have the choice of gratitude available to you at all times, in each moment. *Gratitude is wealth in action while ingratitude is poverty in action*. Below is a real time exercise to help you get into a state of gratitude.

To begin, take a deep breath. In your mind's eye, visualize all the people, places and things for which you are grateful. Do this slowly and with purpose. Take your time to move down your mental list. Your list may include your gratitude for family, friends, health, and God. You may feel grateful for your faith, your country, and for your ability to speak and interact with those that you love. You may be grateful for having a functional mode of transportation, the ability to throw a party, access to a running path, membership to a gym, and the ability to pay your bills. Breathe deeply while thanking God for your amazing body, mind, and soul. Give thanks for the food that you eat and the air that you breathe. God has placed you on a perfect path and he would never steer you wrong.

Be grateful for the ability to live life on your terms and for the opportunities in business that allow you to live a great life. Have gratitude for knowing and discovering your true purpose and doing your best everyday. Think of all the simple things in your life such as running water, electricity, food, heat, and air conditioning and take nothing for granted. *Think of it all and feel tremendous gratitude.*

As you feel gratitude, your quality of life and relationships will improve drastically. Where there was once discord, there is now harmony. As you practice gratitude, you will align yourself with Universal Mind and bring all good to your life for gratitude is gravity for good, it pulls all the best to you. Know that God or The Universe will give you exactly what you desire. This mind is objective and whatever your thoughts and feelings are, will show up in your future.

It is important to act in ways congruent with the best you can

think. You do not need anyone's permission to think and act in ways congruent with Universal Laws. Actually, any person or organization who tells you to limit your knowledge on applying Universal Laws does not have your best interest in mind. That being said, sometimes, people still want to see that thinking a bold vision and believing in its manifestation is supported in their religious literature. I was raised Christian and my holy book is The Bible. The following quotes from the Bible emphasize that the new and old testaments encourage you to move mountains with your thoughts and goals. They teach that if we ask (through our thinking) then the door will be answered (in our life conditions). When we focus on gratitude in our daily prayers, meditation and thinking, we will be magnets for all the good we can imagine, and more than we can imagine. All we have to do is ask and we shall receive.

Here are some awesome quotes from The Bible that show how the philosophy of having a vision is taught in Christianity. You will also find such supporting quotes in whatever religion you research as these laws are Universal Principles.

**Matthew: 5:5:** Blessed are the meek for they shall inherit the earth.

**Psalm: 37:11:** But the meek shall inherit the land and shall delight themselves in the abundance of peace.

*The meek are in connection to God. Meekness occurs when one listens to their soul and humbles himself or herself to do God's Will. Meekness is NOT being poor. Meekness is listening to the inspiration inside of you, then being humble enough to perform the work necessary to bring that inspiration to reality.*



**Mark 9:23:** And Jesus said unto him, “All things are possible to him that believes it.”

**Matthew 21:22:** And all things, whatsoever, yea shall ask in prayer, believing, ye shall receive.

*The mental attitude of thought ownership is the belief about which Jesus is speaking.*

**John 15:13:** Greater love hath no man than this, that a man lay down his life for his friend.

*Those who listen to their inspiration lay down their lives in service to others by doing God’s Will, aka, the inspirations they were given.*

**Matthew 18:20:** For where two or more are gathered together in my name, there I am in the midst of them.

*As we speak of God, he is with us.*

**Matthew 7:7:** Ask and it shall be given you; seek and ye shall find; knock and it shall be opened unto you. For everyone that asketh, receiveth; and to him that knocketh, it shall be opened.

*Asking is your thinking/prayer. Seeking is your words. Knocking is your action. Think, speak and act in congruence with your mental vision. The door opening are your life conditions changing.*

**2 Corinthians 6:16:** For you are the temple of the living God. As God has said, “I dwell in them and walk among them”

*God is inside of you. The inspiration you receive is God*

*breathing through you.*

**Heb 11:1:** Now faith is the substance of things hoped for, the evidence of things unseen.

*Faith is evidence. What you think, you can achieve. Faith equals trust. Have faith and trust what you are going through is for your best outcome in all life conditions, no matter what you are going through.*

**Mark: 11:23:** For truly I say to you, whoever says to this mountain be taken up and be put in to the sea; and has no doubt in his heart, but shall believe those things which he said shall come to pass; he shall have whatever he said.

*THINK BIG!!! Set big goals and hold them in your mind as true by taking mental ownership. With this faith, you, too, will move mountains.*

**Matthew 23:11:** He who is greatest among you shall serve.

*Service is equivalent to greatness. God wants us to serve Him through serving others.*

*“Living a Life Triumphant” has been defined as living a life where we serve to the greatest of our ability - enough to fill an ocean - and take but a small drop in return to live our lifestyle.*

I personally believe that we are instruments of a higher power. That we are God/The Universe’s hands, feet, voice, eyes, ears, etc. Joe Vitale wrote in The Abundance Manifesto that PT Barnum regularly said, “*Not my will, but thy will be done.*” Until I read this, I associated that phrase to when you are going through a tough time or are grieving to help comfort you, but Joe Vitale

says it applies to the affirmative as well. Sometimes, God calls you to great things, sometimes you would rather not do, but have to, because you were called to do them. This is a great prayer that helps clarify this point: *O God, beloved of my soul, I adore you. Enlighten me, guide me, strengthen me, and console me. Tell me what I should do... give me your orders. I promise to submit myself to all that you permit to happen to me. Let me only know your will.* I write of this concept of being an instrument to a higher power because I truly believe it leads to the highest realm of emotions. When we choose to submit ourselves to the work that flows through us, I believe that this is the best we can feel as human beings. I encourage you to actually practice gratitude by writing down 10 things for which you are grateful every morning. By doing this, you will experience the many wonderful benefits of being in the frequency of gratitude.

## ***Channel of Service***

As the Bible tells us, if we strive to be great and fulfilled, service to others is how we get there. Albert Schweitzer said, “*One thing I know: the only ones among you who will be really happy are those who will have sought and found how to serve.*” A *channel of service* is the structure through which we bring our services to those who need them. Once you’ve identified your channel of service, you, as Kevin O’Leary says, “*Have identified the path to success.*” We must continually strive to determine and refine our channels of service. Andrew Carnegie found his channel of service through what he called *grim necessity*. In other words, while forced to work lower level jobs to keep food on the table, he acquired the necessary business skills to start the greatest steel company in history. In turn, Carnegie became one of the wealthiest people on the planet. Albert Einstein, because there were no academic positions available, worked at a patent office after he finished his doctorate. He needed to feed his family and was grateful for the work. At the patent office, he studied the applications for the electro-mechanical time keeping systems of the Swiss train system. This job experience and intense immersion in time systems helped him theorize relativity. The inspirational stories of Carnegie and Einstein illustrate how almost any unexpected career path can lead to amazing success if people simply look beneath the surface.

To have humility and meekness means that we have accepted God’s plan for us. It means that we are bending our knees to the Will of God. When one is meek and performs the service they are called to perform at the moment, he or she is in a state of connection where The Higher Power can flow through them. At this connected state, we are at our highest vibration. No matter

what work you perform or how humble it seems, do your best with all the love in your heart. Successful people *learn to love* the work they do. Successful people do each thing they put their mind to with the best possible attitude they can. The successful restaurateur was equally successful as when they were a bus boy as when they owned 12 restaurants. Learning to be the best they can be at the bus boy position is what allowed them to ascend through to owning the restaurants.

Often, the most successful entrepreneurial ventures are born through ideas found in existing industries. Find a need and proceed to fill it by creating your own unique niche in the industry. As you keep your vision in mind, what will happen is an idea to do something different, more efficient, better or through metamorphosis will hit you. At the moment the idea strikes, write it down, put it on your list and take action. What is an idea of metamorphosis? When we bought our new home, the front lawn took me 4.5 hours to cut with my industrial-commercial 36-inch lawnmower I had from my landscaping business. My brother told me about a new Automower by Husqvarna. Immediately, I called their awesome team, they came to my home and said my lawn would work for one of their Automowers. I bought one and a week later they installed it. Now, the mower cuts the lawn automatically and the lawn looks like a golf course all-the-time. It is completely silent and cuts at night. The metamorphosis is a whole new way of doing a task that took a ton of time and effort, that now takes no time at all and produces a perfect result. The mower is the same price as a large mower needed to do such a job, but does not require the human effort, a true metamorphosis. I focus my time on the fun things, plantings, building stuff, the overall beauty of the property and, most importantly, time with my family enjoying it. The point of this is that the Automower

idea is a metamorphosis that completely changes how something is done, in this case, cutting your lawn. The Wright Brothers did the same with aviation. Where rail travel once dominated, the idea of aviation came into light and changed all that.

As you think your vision at your current profession, keep a keen eye open for such ideas and as they surface, LISTEN and TAKE ACTION! Albert Einstein could not find a job in academia after earning his doctorate degree, so he took a job in the Swiss Patent Office working on the patents of electro-mechanical time keeping systems between train stations. As mentioned in this book, Einstein was extremely grateful. He spoke of the Federal Office for Intellectual Property as "*that worldly cloister where I hatched my most beautiful ideas*".<sup>lviii</sup> That one statement oozes gratitude! His gratitude is why he had the fountain of ideas he did! During his work examining patents on time-keeping-systems, the idea that if a person held a bar on a train as it traveled, the length of the bar would be a different length to an observer depending on where they stood. If they were on the train, the bar would be one length, if they were looking at the train from a distance, the bar would be another length. The length of the bar was *relative* to the place where it was observed, and the *Theory of Relativity* was born. It was while he was gratefully at his 'job' doing exactly what he should have been doing on God's Plan, that the idea of *The Theory of Relativity* popped into his mind. He then took action and tested the theory through his famous '*thought experiments*', diligently developed his theory and changed the World. These thought experiments Einstein did were really practices in creating a grateful vision and letting Universal Mind germinate his mind with the solutions he sought.

Whatever your vision, if you hold it gratefully, your mind will be presented with the solution through creative thought. Your vision can be scientific, like Einstein's, material, a new skill, or WHATEVER you choose to think. What you think gratefully, will be solved through inspiration. HUGE ideas like Relativity are just as available to you. The idea may serve your current industry or prompt you to take action in a totally new direction. Just listen. As you take action on your ideas and turn them into businesses, the key to financial freedom as an entrepreneur is found in creating businesses with two key characteristics. First, that your business sells products or services that are billed monthly. This is so when you close a sale, you receive income monthly for the life of that account and you don't have to be constantly hunting to pay your bills. Second, that the services you perform are backed up by great vendors who manage the services or that the work can be delegated to your team. This ensures that you do not create a job for yourself, because, no matter how much you love what you are doing at first, work is work and you should setup a business model that has recurring monthly revenue and that can be delegated, so you can best serve your customers, scale your business and gain your independence.

Our ability to read the mind of God is evident when we experience creative thought or inspiration. It is through this reading of God's Mind that we "*inherit the land and ultimately delight ourselves in the abundance of peace*". As you serve, ideas will surface in many different ways. Some people experience and refer to blinding flashes of inspiration as "seeing the light". Mark Victor Hansen refers to this phenomenon of creative thought as, "*new intuitions, inspirations, ideas, thought-forms, and hunches gushing into your mind.*"<sup>lix</sup> When this happens to you, write

down or record your experience. Inspiration appears to us in thought. Again, think of taking a shower, you are in a closed box, but ideas come to you through your mind. As Nolan Bushill, the founder of Atari says, “*Get out of the shower and do something about them!*” Humility is to serve in the way in which we are inspired, despite our training or education. When God gives us inspiration and we act upon that inspiration, we are allowing His Word to become flesh. When we actualize our creative visualizations through action, we have created a channel recognized as *genius*. Einstein said “*thank you*” many times per day, connecting to God through gratitude. Do you see why his gratitude created the relationship for Omniscience to reveal to Einstein one of the most important Universal Laws of the 20<sup>th</sup> Century? If gratitude worked for him, it will work for you. To materialize our vision as rapidly as possible, the best we can do is to become an instrument of God through which omniscience can serve and appreciate. Our goal each day is to utilize our immense spiritual and mental power to reside in a state of connection. To keep this connection, you simply have to keep your vision in mind and hold gratitude for it in the present moment. As you face new situations, new abilities and solutions will be revealed.

Genius has nothing to do with education but rather it has to do with how well we learn *to think*. Work on your mental house cleaning and then add great thinking to the clutter free space. Clear out the white noise and only think about people, places, and things for which you are grateful. When you have made this connection, you can begin to visualize the life you really want. If you think greatly by having a vision, speak greatly, by having gratitude for that vision in the present moment and do greatly, by acting on inspired thought, you will *feel* great. This connection and process is what is meant by “*On Earth as it is in Heaven.*”



## ***Breaking Through the Mental Barrier***

One of my favorite authors is Rhonda Byrne. She produced the amazing movie, *The Secret*, and also wrote *The Power*, *The Magic* and *Hero*. My wife and I listen to *The Power* on repeat when we are driving and doing stuff around the house. Everything about it is just good, positive and forward thinking.

In the movie, *The Secret*, there is a scene when Joe Vitale states that some people have a belief that there is not enough in the world. Joe Vitale then goes on to say how there is enough because we all want different things. He mentions that everyone doesn't want the same car, the same vacation, or to live in the same place, for example. I often use this as an exercise in my goal setting and vision creation workshops to help people break through the mental barrier of thinking that they somehow can't have the future they actually want. There is plenty to go around because we all want different things!

I do an exercise where I ask people to write down their top three desirable cars, vacations and meals. I ask them to be specific, down to the color, interior, etc. Not one time, out of thousands of people, have I ever received two identical answers. There was a time when two people said peanut butter and jelly sandwiches, but one was on white bread and the other on whole wheat! Not once, did two people want the same exact thing. Your desires are unique to you and the things you want, want you even more than you want them!

In the book, *Clutter Clearing with Fung Shui*, Karen Kingston writes how if you run out of something, you can just go to the store up the street to get more. There is something called

*'Depression Era Thinking'* where people have a feeling of lack as if things will dry up and they clutter up their lives because of it.

I encourage you to break through any feeling of lack by knowing that what any person has done, you can do, too. This is why it is so important to read autobiographies and to surround yourself with busts of such notable people and to make them your peer group. If you became the average of W. Clement Stone, Andrew Carnegie, Thomas Edison, Mary Kay, Ben Franklin and George Washington, you, too would be massively successful. You can do what they did, multiplied!

## ***Believe in Your Genius***

Ralph Waldo Emerson said, “... *the heart which abandons itself to the Supreme Mind finds itself related to all works, and will travel a royal road to particular knowledge and powers. In ascending to this primary and aboriginal sentiment, we have come from our remote station on the circumference (of the earth) instantaneously to the center of the world, where, as in the closet of God, we see causes, and anticipate the universe, which is but a slow effect.*”

There is a misguided teaching that tells us we are not the center of the universe and that comparing ourselves to the geniuses of history is vain. I disagree on both counts. You should think of yourself as a genius! All we have to do is understand the difference between healthy self-esteem and narcissism. Your self-esteem represents how you feel about yourself as a person while narcissism is a personality disorder based on superiority and false entitlement. There is a huge difference between the two. The universe may be huge, but we are made of the same substance as the stars. As you keep your vision in mind and are grateful for it, you will receive inspiration, as you act on that inspiration, genius will unfold before your eyes. Believe that you are important in God’s plan and be humble enough to adjust your sails to the winds of change as new inspiration surfaces.

Mark Victor Hansen says, “*Genius is the ability to hold one’s own vision steady until it becomes reality.*” Also, take the pressure off of yourself. There’s a humorous adage stating that the first sign of a nervous breakdown is to think that your work will change the world. Just do your best to think your vision every day in gratitude and do the work you are called to do today.

Just put one foot in front of the other, do your work today, and be humble enough to persevere by adjusting your sails as necessary. It is through the cumulation of daily task completion that your work, very well, may change the world. Be clear on your vision and just do your best each day. Hold your vision in gratitude and be humble enough to listen to the inspirations that surface, then do what you must to bring them to reality. I believe that it is through listening to such inspirations that genius comes through us. This is the exact process Einstein followed when the idea of Relativity came to him. He then used his education, experience and work ethic to bring that idea to reality. You have the same genius in you and I encourage you to listen and take action as such ideas surface.

## ***Creating Your Unifying Principles***

There are certain laws that, when followed, lead to a life that flows harmoniously and abundantly. Following these laws leads to living an effective life. Doing the opposite of these laws, lead to feelings of lack and pain. In the section to follow, I have shared some of the Universal Laws that I have found will lead to abundance. One who does not live by Universal Laws is like, as a mentor of mine once taught me, a ship that never leaves the harbor. Benjamin Franklin logged his ability to follow the laws, or principles as he called them, that he kept each day in a journal and you could do the same. Ben Franklin's list was temperance, silence, order, resolution, frugality, industry, sincerity, justice, moderation, cleanliness, tranquility, chastity, and humility.

Below is a starter list of principles, values and meditations to get you on the road to success. I recommend expanding this list as you discover more in your life. By building your own it is an act of self-care as you are practicing self-love.

**Express Gratitude:** *I am grateful for the gifts God bestows upon me each day.*

**Think Vision:** *Given that our thoughts dictate our conditions, I will keep only those conditions that I desire in the forefront of my mind and trust in the inspirations that follow. Side Note: I work on a computer a lot and purchased high resolution Lenovo ThinkVision Monitors. Every time I look at the ThinkVision name on the front of the monitor, it reminds me to think of my vision!*

**Strive for Better:** *I will continually strive to increase my vibration by organizing, serving, and making improvements in my current environment.*

**Get Rest:** *I go to bed when sleepy and wake up at a fixed time every day.*

**Practice Success In Business:** *I succeed in business by performing my service in an organized, calm, and professional manner. I will always strive for excellence and focus on only one thing at a time as I work through my daily task list.*

**Practice Humility:** *I am a humble servant of God who realizes inspiration and redirects my course as needed without ego. I perform God's work and I do God's Will each and every day.*

**Maintain Integrity:** *I mean what I say and I say what I mean. I do all I can to maintain my integrity.*

**Be Punctual:** *I am on time and respect the time of others. I am where I say I will be.*

**Exercise Daily:** *I exercise each day. I am so healthy that I MUST workout.*

**Enjoy Food:** *I practice portion enjoyment through Zen eating practices. I enjoy my food by chewing at least 20 times per bite.*

**Plan Each Day:** *I begin each day by creating a prioritized and numbered action list.*

**Complete All Tasks:** *I chain myself to my desk to finish my tasks.*

**Concentration of Power:** *I maintain concentration of power and make others aware to avoid distraction.*

**Express Appreciation:** *I appreciate what I already have and*

*regulate my life to what I can do and what I can have in this moment.*

**Maintain Good Posture:** *I have excellent posture.*

**Practice Good Speech:** *I speak slowly and distinctly.*

**Be Adventurous:** *My life is a daring adventure and I am on a search for treasures within my work. I know, that as Mark Victor Hansen says, me setting my goals is me treasure mapping the adventure of my life. I understand and accept that adventure is not always comfortable. One of my mentors once said, "I want to get to my grave holding on for dear life!" God calls on us to begin adventures, not to rest. For this reason, the word 'retire' should be removed from our vocabulary. As Bob Proctor says, "To retire is to back out of life." The performance of service is the gateway and access path to adventure and freedom.*

**Find Balance:** *I choose to remain balanced and poised.*

**Develop Wisdom:** *I am a wise person who understands causation. I am accountable for my thoughts and choose to act with truth.*

**Uphold Truth.** *Truth is a defining cause and therefore it guides my actions.*

**Practice Stillness:** *Each night I plan for the following day by saying, "Heart, be still. Live now in peace and sleep soundly."*

**Energy Releaser:** *I manifest life, dreams, and wealth. By having the pressure of clear goals and working on them, I am an ENERGY RELEASER.*

**Feel Joyous:** *I perform my service with joy and express happiness with a smile.*

**Make Time to Reflect:** *I regularly schedule at least 15 minutes per day to reflect, meditate, and plan.*

**Conscious Unity with God:** *My relationship with God is priority #1 and through gratitude, it is awesome.*

**Hold Noble Ideals:** *I commit to actions and walk paths that lead me to my noblest ideals.*

**Be Powerful & Effective:** *I am powerful and effective and people enjoy listening to me speak.*

As you set your goals and create your vision in this book, I encourage you to write the Unifying Principles by which you will have to live to become the person of your vision. There is no way to cheat The Universe. You must actually become the person of your vision in order to actually live it. By becoming that person, you vibrate as that person and attract the inspiration, people and circumstances to live your vision. Your Unifying Principles will be instrumental in being consistent in your vibration; in being at your best state to put forth the daily effort necessary to attract inspiration; to do the best possible work of which you are capable; and, ultimately, to manifest your vision. If you want to learn more about this concept, kindly read *The Autobiography of Benjamin Franklin*.





## ***Part IV: Vision Crystallization & Daily Action***

The goal of this section is, as Bob Proctor recommends, to answer the question, “*What do you REALLY want?*” This question is one that many people avoid asking themselves for various reasons. Often, people avoid this question because they are afraid of what they will discover. Once you discover what you want, you are *kinda on the hook* for making it happen in your life, right? Once you see the light, there really is no going back to living a life in darkness, as we discussed before about Plato’s Allegory of the Cave. Once you see the light, moving toward it is the only option. The journey required to define your goals and to create and live your vision will take courage. I encourage you to feel any fear and to go through with this process anyway. We are going to thoroughly answer the question of *what you really want* in this section. Once you are clear on what you want, you will experience a shift inside of you, one that can make you fuse inside, filling your entire body with a consistent feeling of excitement. What do you say we get started?

When we wake in the morning, our mind is a blank canvas. To create our day, we paint on this canvas with our thoughts. We can choose to do this ourselves or we can allow others to do it for us...this is up to us. It is important to recognize that anything you have ever accomplished began as a goal or a simple idea. The same is true of the future. Right now, your vision is materializing through complete trust in the Universe, gratitude and action. These next sections are all about action. I highly encourage you do the exercises the first time you go through this and anytime

you want to set new goals. Sit down in a quiet place with a pen and paper, turn off your phone and stay in a state of creation.

**Acknowledgement of Your Journey:** As an exercise, make a list of your past accomplishments, big and small, starting from childhood to adulthood. The following list of questions is only intended to prompt your memory. Some questions may apply and some will not. Add to it any that come to your mind as well. In the end, your list of accomplishments will be unique. Sometimes we may doubt that the Bible Verse Mark: 11:23 is possible, *“For truly I say to you, whoever says to this mountain be taken up and be put in to the sea; and has no doubt in his heart but shall believe those things which he said shall come to pass; he shall have whatever he said.”* The goal of this section is for you to recollect the ‘mountains’ you have already moved in your life. Think of all of the accomplishments in you have already reached. How did you move your mountains? One class at a time? One assignment at a time? One task at a time? One step at a time? You will reach your future goals. You will accomplish them in the same exact way. Know, with faith and confidence, that you will accomplish more in your future. The goal of this section is for you to gain the confidence and belief that you will continue to move bigger and bolder mountains in the future!

- Were you ever Student of the Month?
- Did you hold any student government positions?
- Were you a member of any clubs?
- Did you sing or play an instrument?
- Do you speak any languages?
- Do you play any sports or were you a member of a team?
- Are you good at any games?
- Did you graduate from any schools?

- Were you ever in a play? Did you learn the lines?
- Did you have a best friend or a girlfriend/boyfriend?
- Did you ever plan and enjoy a successful vacation?
- Did you ever start a business? Did you learn from the experience(s)?
- Did you have any long-term romantic relationships?
- Did you ever hold a leadership position or run for political office?
- Do you like to read? What are your favorite books?
- Did you ever speak in public?
- Did you ever accomplish a goal by its due date?
- Did you ever write a manuscript or book?
- Did you ever go for a hike, bike ride, or run or walk in a marathon?
- What have you already successfully purchased? Did you ever buy a computer, car, home, sofa, painting, etc.?
- Did you ever paint a painting?

Think of some of the important lessons you have learned on your journey. Think of all of the wonderful things you have done in your life and then take a few more moments to *focus on your gratitude for the experience*. Please take a moment to add any to your list that are not written here that are unique to you and the experiences and accomplishments you have had in your life.

## ***Crystallization of Your Vision***

As Wallace Wattles teaches in *The Science of Getting Rich*, everything starts with impressing our thought upon the ‘*formless thinking stuff that permeates, penetrates and fills the interspaces of The Universe*’. To crystallize our vision, we must create an image in our mind that is so clear that we FEEL it is true in mind and have gratitude for it. W. Clement Stone says that in order to really reach our visualized future, we must impress our vision with *repetition, repetition, repetition, repetition!* As Mark Victor Hansen says, “*to really assume an idea, you must dwell on it with a relentless fixity of thought.*”<sup>lx</sup> Wallace Wattles concludes the *Science of Getting Rich* just perfectly, he says, “*The men and women who practice the foregoing instructions will certainly get rich; and the riches they receive will be in exact proportion to the definiteness of their vision, the fixity of their purpose, the steadiness of their faith, and the depth of their gratitude.*”<sup>lxi</sup> I ask that you trust what these successful people are saying here and to do what you learn in this book. Your job is to gratefully and faithfully keep your conscious mind on your vision, your subconscious mind, God’s Mind or Universal Mind, will solve how to manifest the thoughts you hold in mind. These next sections will teach you some ways to hold your vision in mind, but I encourage you to come up with your own ways and do whatever it takes to gratefully hold your vision in mind and take action on the inspirations that ensue.

Brian Tracey’s *Goals Program*<sup>lxii</sup> provides certain focal points for visualizing and manifesting our goals into reality. The following points were inspired by this program. Use each point as you mentally create and concentrate on your vision.

- **Frequency:** Practice holding your vision at the forefront of your mind as much as possible throughout the course of your day.
- **Duration:** As you focus on your vision, practice holding it in your mind a little longer each time as if you were building a muscle.
- **Vividness:** Make this mental image as vivid as possible. Fill your senses with the colors, fragrances, and feelings of your vision. Imagine the physical feelings of your vision as true. Think of the peace in your soul, the tastes of the cuisine, touch the steering wheel of your new car, feel the sun on your face, the tropical breeze on your skin, the cold water as you dive into your pool, the feeling of love in your relationship, the feeling of wealth as you can afford anything you desire.
- **Intensity:** When we concentrate on a thought or mental vision, we can summon powers we did not know even existed. *Think with intensity.* If you want something bad enough, you will perform actions to get it and your vision will materialize faster than you could possibly have imagined. Think of the mother who lifted the car because her child was stuck under it. You can do anything with the right motivation that makes you call on the power within you! Do all you can to think of your vision as if it is true, NOW! Robert Collier tells a story in *The Secret of The Ages* about the same topic. It goes like this, “*W. L. Cain of, Oakland, Oregon, writes: “I know that there is such a power, for once I saw two boys, 16 and 18 years of age, lift a great log off their brother, who had been caught under it. The next day, the same two boys, with another man and myself, tried to lift the end of the log, but could*

*not even budget it.” How was it that the two boys could do at need what the four were unable to do later on, when the need had passed? Because they never stopped to question whether or not it could be done. They saw only the urgent need. They concentrated all their thought, all their energy on that one thing – never doubting, never fearing – and the Genie which is in all of us waiting only for such a call, answered their summons and gave them the strength - not of two men, but of ten!’<sup>lxiii</sup> To call upon the infinite power within you, you must concentrate with singularity of purpose and all of your thought on your vision. Do not worry about the how it will be accomplished, the ‘how to accomplish it’ will be given to you through inspiration.*

- **Gratitude:** You must - *absolutely* must - take mental ownership of your vision. Live and be grateful as if that vision were already true. Mentally and physically, cultivate the seed that will grow into the life that you desire. Believe and be grateful with every bit of your psyche and soul that you are in fact living your vision.

## ***Real-Time Vision Crystallization Workshop***

Again, if this is your first time doing this workshop, I encourage you to turn off your phone, put a do not disturb note on the door and to get a clean pad of paper and a pen or pencil to start on your vision creation process. You are about to design your treasure map of what you will experience in your future. You may be skeptical that you can create your future, but take a moment to really think about it. If on Sunday night, you specifically wrote down what you would do each day that week at which times, at the end of that week, would you be living the future you wrote down, with the completed projects and material rewards? That is all we are doing here, putting on paper what you plan to think, do and experience in your future. This section will help you define what your goals are. It will help define the ‘*quests and challenges*’<sup>lxiv</sup> you choose to solve in harmony with Universal Mind to live the vision you hold in mind. You will see the cause and effect relationship between the thoughts you hold in mind and the conditions you experience in your life. “*The true world of causation lies within your mind. What you experience in life, whether prosperity or poverty, is the effect of your thoughts. Change your thinking (goals), and you automatically change your results.*”<sup>lxv</sup>

Goal setting and future creation are an artform. An artform that inspires and creates other works of art. “*In 1964, The Beatles were already wealthy, but masterful goal setters Paul McCartney and John Lennon sat down to write a song and said, “Okay! Today, let’s write a swimming pool” and moments later, the song HELP! was written, and that song earned multiple swimming pools. They said it was great motivation.*”<sup>lxvi</sup> There is a joke I



love, “*Why did the Rockstar bring a pen on stage, he wanted to draw a big crowd*”. Right now, you have the opportunity to create ANYTHING you want and can do so with pen and paper. I have run this goal setting and vision creation workshop for YEARS and have people who wrote down yachts, luxury timepieces, apartments & penthouses in major cities, cars, businesses, relationships, stronger relationship with God, financial freedom, written books, quarterly national and international vacations, etc., and achieved them!!!

The point is that right now, create the life you want on paper. Listen to Will Smith on this process, “*There is a redemptive power that making a choice has. Rather than feeling that you are an effect to all the things that are happening. Make a choice. You just decide what it’s going to be, who you are going to be, how you are going to do it. Just decide and from that point, the Universe is going to get out of your way.*” This, right now, is your chance to make that choice of who and what you are going to be. How you will do it will be revealed to you through inspiration. This is what Will Smith means by The Universe getting out of your way. A way will be shown to you and you just have to take it. I encourage you to go for whatever you desire and to live, proudly, as that person now. In your vision, if you have private jets, yachts, helicopters and luxury apartments, be proud of them! Be proud of that future and truly feel the jet is fueled up in your hanger. I encourage you to think bigger than you ever have and to be proud of your vision.

Never, ever think that having a big vision will somehow put others off. Let your vision inspire others to think bigger! Do not let anyone else’s small vision shrink yours, if someone puts down your vision, remember what we discussed earlier about vision

hijackers. Some people you can inspire, while others, putting people down is their nature and you must make the choice as to if you want them in your life. Surround yourself with people who admire your vision! People who not only support you and your vision, but encourage and believe you are the person to live it. Also, remember a well-known fact. If you ask someone who has not done the thing you want to do, they will laugh at you. But when you tell someone who has done what you want to do, they will ask you how you will do it! If you want a Leer Jet, perhaps ask someone who has one how they earned it and hang out with them!

Also, as Mark Victor Hansen eloquently says in his awesome book, *Future Diary*, “*Whatever limiting belief you have allowed to slow you down, to stifle or to stop you: eradicate it! No one limits you except your own thoughts, feelings, beliefs, and attitudes. Go for greatness!*”<sup>lxvii</sup> Remember, your vision is your future! BELIEVE, with all of you and ERADICATE any and all conflicting thoughts and beliefs! Do whatever it takes! Wallace Wattles says it like this, “*If a doubt comes to you, cast it aside as a sin. Do not listen to arguments against this idea; do not go to churches or lectures where a contrary concept of things is taught or preached. Do not read magazines or books which teach a different idea; if you get mixed up in your faith, all your efforts will be in vain. Do not ask why these things are true, nor speculate as to how they can be true; simply take them on trust. The science of getting rich begins with the absolute acceptance of this faith.*”<sup>lxviii</sup> This means that if any thought surfaces within, or from another, cast it aside as a sin. Consider ANYONE or ORGANIZATION who discourages, negatively reinforces, or puts down your vision a vision hijacker and get rid of them pronto!

This next section recaps *in real time* the formula for creating a vision that this book has laid out for you. As you work through each of the sections below, be sure to construct, paint, sculpt, engineer, create, and breathe your vision into your mind and *believe it is already true*. You are becoming, in the truest sense of the word, a *Visioneer*, someone who creates their vision. I encourage you to do as Mark Victor Hansen says and set *crazy, big, gigantic goals!* The first step is goal setting, then creating affirmations, then turning these into your vision, then the tools to feel gratitude for your vision. To avoid thinking and writing goals twice, we are breaking down the sections of your goal setting below that we will dive into:

- **Personal**
- **Physical Health**
- **Relationships**
- **Society/Community**
- **Material/Thing**
- **Financial**
- **Business/Service Goals**
- **Peer Group**

If you feel nervous, like you are going to jump out of your skin, you should! What you are about to write WILL be your future! Let's get on with it and create a future that truly inspires you! I am going to read some statements to get your mind turning, take the time you need to really get it all out! As Mark Victor Hansen recommends, "*Write down every good thing you want to be, do or have... Write down your hopes, plans, aspirations and high purposes...*"<sup>lxix</sup> Think of your goals from these time frames: "*whole life, next ten years, next five years, this year, this week, today.*"<sup>lxx</sup> Also, really think of how you want to grow, "*mentally,*

*physically, emotionally, spiritually.*”<sup>lxxi</sup> Now, let’s get to creating your future!

## **Personal**

The first dimension of goal setting involves our **personal dreams and aspirations**. Please label this section “*Personal Goals.*”

Please visualize aspects of the personal realm of your life:

- Do you want to love yourself?
- Do you want to believe in yourself?<sup>lxxii</sup>
- Do you want to become a thankful thinker? Remember, when you love your thinking, you love yourself.
- Do you want to take total responsibility for your life?
- Do you want to feel fulfilled and happy?
- Do you want to become an inspired artist?<sup>lxxiii</sup>
- What is your spiritual life? Do you want to grow spiritually every day?
- Do you want to love and be loved?
- What languages do you want to learn?
- Do you want to have a pen-pal?
- Do you want to learn to drive and park a boat?
- Do you want to learn to fly a plane or helicopter?
- Do you want to learn a certain song on piano or guitar?
- How much daily time do allot to contemplating where and who you are?
- Do you want to become an effective business executive?
- What books will you read?<sup>lxxiv</sup>
- How is your relationship with what you believe to be a higher power, God, Universal Mind, or Infinite Intelligence?

- Do you want to read Your Holy Book or The Complete Works of Shakespeare, cover-to-cover?
- What courses will you take?<sup>lxxv</sup>
- How do you view yourself? Do you love yourself?
- What speakers will you experience?
- Are there skills that you would like to develop? This may include learning a foreign language, public speaking, improving computer or typing skills, learning to dance, paint, or play a musical instrument, improving time management and/or delegation abilities, etc. Perhaps you would like to acquire a trade or go back to school.
- Do you want to write a book or screenplay?
- What music, audiobooks, speakers, courses will you listen to and take?<sup>lxxvi</sup>
- How do you feed your attitude? In other words, what stimuli do you put into your mind on a daily basis? Do you input positive stimuli such as literature, positive music, and educational audio books? Do you work in a positive environment? Are you avoiding living through other people's lives and mindless distractions such as television, talk radio, video games, and random internet information? What stimuli do you need to perform at your best? What stimuli will heighten your awareness on the future?
- Do you make a good first impression?
- When you meet new people, do you welcome them with new conversation and an open hand? How do people greet you in return?
- Are you charismatic and enthusiastic in your daily demeanor?

- Do you have any scientific interests that you want to pursue, any experiments you want to conduct? Perhaps gratefully think of them through a ‘*Thought Experiment*’ as Einstein did!
- Do you approach every situation with a positive attitude?
- Do you introduce yourself at dinner parties?
- Do you contribute to a charity? If so, which one and why?
- Have you thought of different ways that you could improve yourself and your surroundings at home?

I’ve provided the above simply to get your mind moving. Some questions may apply and, again, many may not. Your goals are unique to your vision. Use your answers to clarify your personal vision.

The next section focuses on your physical journey that is imperative to maintaining self-esteem, health, and longevity.

## **Physical Health**

We only have one mind and body with which we are blessed. Please label this section “*Physical Health.*”

- Are you taking care of your health and body?
- Do you feel that you are using your body in an ideal fashion? If not, do you want to change?
- Are you working out regularly and following an exercise schedule?
- Are you planning your meals or are you eating in a hit or miss fashion?
- What is your desired weight, measurements?<sup>lxxvii</sup>

- What diet will you follow to get there?<sup>lxxviii</sup>
- When will you go to sleep?
- What will you do during your leisure hours?
- Will you perform adventure cardio on weekends, such as hikes, paddle boarding, skiing, water skiing, zip lining, windsurfing, kitesurfing, mountain biking, cycling, etc.?
- Do you want to bring your body to a physical level that provides the ultimate in performance in all areas of life?
- Do you want to practice martial arts?
- Do you want to look like you always dreamed of looking? Does looking like this add to your confidence and sex appeal?
- Do you want to sign up and train for a race?
- Do you want to eat only organic foods?
- Do you want to walk in the rain and appreciate the rhythm of nature?
- Do you want to make and enjoy fresh juice every day?
- All of your physical fitness goals are continual goals. You should schedule at least one hour per day to exercise and showering. You should also schedule at least a half hour per day to preparing the meals you will eat.

## **Relationships**

The next step of goal setting regards your relationships with yourself, God, your significant other, your family, friends, and business associates. Please label this section “*Relationships*.”

- Do you spend a few minutes alone each day to reflect, pray and meditate? It has been said that prayer is speaking to God and meditation is listening.

- Who are the people most important to you and how would you like to care for them?
- Do you want to understand others better?<sup>lxxix</sup>
- Are you a parent, son, brother, sister or friend?
- What would you like to do for your children?
- What do you want to do around the house?
- Do you want to meet a romantic partner? If so, define the person's characteristics in detail.
- What do you want to do to be romantic to your mate?
- What will you do in the time you have with your children?
- Do you want to finance a college education?
- Do you want to go on a family vacation?
- Do you talk with your family at the dinner table?
- Do you request that everyone put their cell phones away at meals so you can all really listen and share with each other?
- Do you want to spend more time with those you love?
- As a son/daughter, do you spend enough time with your parents? Do you want to take them out and tell them that you love them?
- If you have siblings, do you spend quality time together?
- As a friend, do you make an effort to stay in touch on a regular basis?
- Do you want to spend more time with your family and loved ones?
- Do you want to host a wine tasting?
- Do you communicate with your business associates regularly?



- Do you acknowledge people for who they are and how much they do for and mean to you?
- Do you validate and encourage others in your life to set their own goals and live their vision?

Please take a few more moments to think of any other aspects of your relationships that you can visualize.

## **Society & Community**

The next stage of this visualization exercise asks that you clarify your role and purpose in society. This exercise will also help you to attract abundance in a variety of ways through service. Please label this section “*Society & Community*.”

No person is an island. Each of us has a role to play within our family, community, town, county, state, country, world, universe, and beyond. Know, with certainty, that you make a HUGE impact to those in your personal Universe. Know, how important you are and how much you and your actions mean to those in your life. The greatest among us know that to achieve real “greatness”, we must serve others. Hence, the phrase “the greatest among us shall serve”. Many people mistakenly think greatness occurs when others provide service to us, like being in the VIP section at a club, but this simply is not true. The more that we serve, the more we shall receive. As Calvin Coolidge reminds us, “*No person was ever honored for what he received. Honor has been the reward for what he/she gave.*” If you have always believed that achieving “greatness” means that others serve *you*, then I ask that you change your paradigm. Authentic “Greatness” comes from serving the community, the people around you, and the customers of your business, which we will discuss in depth below. In order to really live your vision, you

have to help others live theirs. This being true, why, then, are we waiting to be great when all we have to do is get to work and provide service? This is why the vision show, *Shark Tank* is so inspirational. The Sharks on the show are successful entrepreneurs who could easily sit on an island and do nothing, but instead, use their time, talent and resources to inspire and invest in other visionaries to bring their businesses to a larger market. These wonderful people are awesome role models on what to do with our fortunes when we have them. Yes, them investing is a win/win, but every situation in life should be a win/win, where both parties come out ahead. As Stephen Covey recommends, every situation should be a win/win or no-deal. With their experience, coaching and investment, many of the ventures out of *Shark Tank* hit astronomical numbers. We should see this model of succeeding and then helping others succeed, as a great example of how spend our time and money after we are in a position where we could “retire”.

There certainly is a time to appreciate the service of others and, yes, most of us are thankful and appreciative to all those who work in food service, hospitality, and other types of businesses. However, if you feel that you are always grateful but still find that your life is lacking then you need to step it up. If your mindset is one of lack, you need to begin overwhelming the world with a unique type of service that only you can provide. If you seek abundance, then you must serve abundantly. Provide service to others worthy of a billion dollars and take only what you need from that to live out your vision. This type of attitude is where the ‘or more’ comes in at the end of your goals. By overwhelming the World with service, more than you can even imagine comes to you!

A good friend of mine has a life whose example is “serving all you can, in every situation”. This friend is a man who lives in a perpetual state of action and service. He can always be found participating in some sort of service to others and will jump up enthusiastically to pitch in whenever he can help, in every situation. As a result, he is wealthy in all aspects of his life. Indeed, abundance is his reward.

How does this work? Let’s create some ways for you to contribute to your community in your vision!

- In your community, do you give freely of your time and energy?
- Do you feel that you would make a great coach?
- Do you want to run for office?
- Who do you want to meet?<sup>lxxx</sup> Maybe write them a letter?
- Who do you want to get to know?
- Do you see any opportunities to serve that you may be neglecting now?
- Do you want to have your neighbors over for dinner?
- Do you have any old friends with whom you would like to stay in touch?
- Do you want to volunteer on another continent?
- Do you want to build a home with Habitat for Humanity in West Virginia? You learn a ton about construction!
- Do you want to host a party and entertain your guests?

Take a few moments to visualize how you will serve others in the coming days. Let your imagination soar to amazing heights and be creative! You may find yourself serving not one but thousands of people!

## Material “Thing” Goals

Please label this section “*Material/Thing Goals.*” Material things are not just cars, clothes, homes, etc. Material things are anything we experience outside of ourselves. Material things are sunrises, swims in the ocean, sunsets, beautiful views, deep breathes and all that nature provides for us. When saying material things, we are referencing much more than merely those things created and marketed by human hands. By material things, we mean ALL of the natural grandeur and beauty that exists in The World and Universe. Make no mistake... goals that are material are still very important. We experience material things in our lives every day, from the bed we sleep in, to the breakfast we eat, to the clothes we wear, car we drive, home we live in, vacation we go on, etc. Why wouldn’t you define the things that you would actually like to experience? If you went to a restaurant, do you just eat whatever the waiter plopped down in front of you? Of course not. You place your order for what you want at that moment. That is what I encourage you to do here, but for your life. By writing down your goals, you are getting clear on what you want. By making those goals your vision and gratefully holding it as your predominant mental thought, you place your order.

Also, the goal of setting material goals is to get you into a vibration where you truly feel abundant and that you can have or experience any material thing you choose in your life. Benjamin Franklin once said, “*There are two ways of being happy: We must either diminish our wants or augment our means - either may do. The result of each is the same and the decision to decide which is easier is up to each person.*” I personally prefer the latter - that is, to augment our means to get what we want. If you disagree, that

is fine. Make your choice. The only permission you need, as Bob Proctor and Joe Vitale teach, is that YOU desire it. You desiring it is your signal that it will be in your life. If anyone has done it, you can do it, too, and more! You don't need anyone's permission either, right now, create the material life you desire.

**To help visualize your life in the material realm, ask yourself the following questions:**

- Do you desire to live in a dream house, condo or apartment? If so, what does this place look like from the outside and from the inside? Imagine the surrounding landscape and the layout of each and every room.
- Do you want a house by the ocean?<sup>lxxxix</sup>
- Do you want to swim in the ocean every day when you wake up and experience the sunrise?
- Do you want to run with the bulls, go swimming with the dolphins, go to the top of the Eiffel Tower, stand in the Coliseum, or any adventure you desire?
- Do you want to spend a weekend at a bed and breakfast in Nantucket?
- Do you want a new home or vacation home? What will be the location of your new residence? Will it be a major city or the suburbs or out in the country? Or both?
- Do you desire to own a jet-ski, boat, yacht or a sailboat? What does each vessel look like?
- Do you want a new means of transportation? A bicycle, certain type of car, a helicopter, airplane or jet?
- Do you want to hike in Sedona, Arizona and experience the natural energy and beauty of the red rock and vortexes?

- Do you want to go on a safari, go on a trans-oceanic cruise?
- Do you want to go snorkeling or scuba diving at the Great Barrier Reef?
- While in Australia, do you want to do the Sydney Bridge Climb?
- Do you want to hike the glacier in Iceland or stay in the Ice Hotel in Sweden or Canada?
- Do you want to experience the Aurora Borealis (Northern Lights)?
- Do you want to learn to professionally drive a Corvette?
- What are the foods that you and your family consume in order to be healthy?
- Do you want to float down a river on an inflatable tube or go white water rafting?
- Do you want to experience weightlessness on a zero G plane?
- Do you want to go hot air ballooning?
- Do you want to go horseback riding on the beach?
- What kind of lessons do you want to get for your children? Piano, dance, guitar, art, singing, etc.?
- Do you want to try any new sports, such as kayaking, tennis, golf, etc.?
- Do you want to see penguins in the wild?
- Do you want to see a Broadway Show and go to the Metropolitan Museum of Art in New York City?
- Do you want to have a picnic and play frisbee in Central Park?
- Do you want to hit an exclusive night club for an exciting evening out?
- Do you want to fly first-class?

- Do you want to go for a gondola ride through the canals of Venice?
- Do you want to experience the fragrance of the tulips of Holland in full bloom or taste the succulence of fresh berries in France?
- Do you want an art studio, personal study or business office? A place that is private, where you can focus, just for you.
- Do you want to learn to paint in Paris?
- Do you want to study art history in Rome?
- Do you want to learn to sculpt in Florence?
- Do you want to study fashion in New York City or Milan?
- Do you want to take a sketch pad and go outside right now and draw?
- Do you want to be in the Olympics or experience an Olympic Sporting Event in person?
- Do you want to take the California Zephyr Train cross-country from California? Bring enough cash, because there is no ATM aboard!
- Do you want to travel on the Orient Express from Paris to Venice?
- Where is the destination of your next adventure vacation?
- Do you want to fly first-class to this adventure vacation?
- Do you want to stay in a five-star hotel?
- Do you want to camp the National Parks or experience them in an RV with your family or close friends?
- Do you want to go to Oktoberfest with several of your best friends?
- Do you want to go skiing in the Alps?

- Do you want to stand on a mountain top in Hawaii and do yoga as you overlook the Pacific Ocean?
- Do you want to hike a volcano?
- Do you want to learn to surf?
- Do you want to purchase or rent some paddle boards or canoes and have an adventure on a local lake?
- How will you continue your education - through school, books, seminars, home study courses, etc.?
- Do you want to hike and go camping at the Grand Canyon and sleep under the starry skies? Remember, the Grand Canyon is an upside-down mountain, getting down is the easy part!
- Do you have a gym membership or a home gym and does either have the equipment needed to ensure that you exercise regularly?
- Do you want to ride a camel at the Pyramids of Egypt and explore the history of the pharos?
- What kind of transportation do you choose?
- Do you want to visit all 50 states?
- Do you want to go to Rome and Florence and experience the art of the Renaissance?
- Do you want to learn to Tango in Argentina?
- Do you desire to own a private helicopter or jet?
- Do you want to experience Niagara Falls?
- Do you want a custom-made suit, or entire wardrobe?
- Do you want to experience the Galapagos islands?
- Do you want to go to New Orleans and experience jumbo shrimp and gumbo?
- Do you want to go to Las Fallas Festival in Spain?
- Do you want to learn to ice sculpt?



- Do you want to overlook the clear blue water from a villa in the Maldives?
- Do you want to attend a lantern festival?
- Do you want to stay on a ranch and live the life of a cowboy?
- Do you want to go clubbing in Ibiza?
- Do you want to go on a shopping spree in Paris?
- Do you want to do a spa-day at a world-class spa?
- Do you want to get a weekly massage?
- Do you want to get a CrossFit or other group fitness membership?
- Do you want to go snowboarding in Colorado?
- Do you want to do a *Poker Run* speed boat race?
- Do you want to go island hopping throughout Greece and party on Mykonos?
- What would you like to be doing in your free time?
- Do you want to get a boat and fish in the mornings?
- Do you want to get an RV and explore your country?
- Do you want to eat mussels in Brussels?
- Do you want to take your family to a theme park and catch lizards by the pool?
- Do you want to get in your car and just go?
- Take a moment to think of any more you can think of. Be creative and take your time. Place your order for the life you really want!

Ask yourself, your family and friends such fun questions so you can further unlock the floodgates of your mind to set even bigger and more adventurous goals! You can take complete mental ownership of your material vision simply by imagining that this abundant lifestyle has already occurred, because in *Your*

*World Within*, it already has the moment you create it and apply gratitude to it. Think of Plato and his description of *The Forms*, that the physical realm is only a shadow, or image, of the true reality of the *Realm of Forms*. *Your World Within* is your reality! Your life conditions are merely a reflection of that reality. Create that reality through your goals, then give gratitude and thanks that all your material goals are real in this moment, because they are real in *Your World Within*. To live this life, let's now discuss your financial and service/business goals to create your channel(s) of service and cash flow necessary to realize your vision in your physical reality.

## **Financial**

Please label this section “*Financial.*” These questions are a bit subjective because we need our business/service goals to create the cash flow, but think big and answer them the best you can:

- What type of cash flow do you need to earn the goals you wrote above? Try to summarize the total cash monthly cash flow you need to make to live the life in the previous sections. Get a good estimate on how much you need to make each month. From there, create the business in the next section where you can earn that monthly cash flow. This is how you put the asset in place first, then use the cash flow from the asset to pay for your luxuries.
- What kind of savings do you want?
- What is your net worth?
- How much do you want to give/tithe and to what organizations?

## **Business/Service Goals:**

The next aspect of vision creation involves taking the necessary actions to acquire the lifestyle you want. Please label this section “*Business/Service.*” What we do to make the cash flow to live our vision is the service we render to civilization. We will now begin to create your channel(s) of service. I say begin to create because as you think your vision, inspiration will occur to you, that will prompt new channels of service to bring your vision to physical reality. I encourage you to listen as these ideas surface, write them down and to take action on them. Since we already know that the greatest among us shall serve, let’s take this Universal Law a step further. Walter Russell believed in a concept called Life Triumphant. He stated, “*The Life Triumphant is that which places what a man gives to the world in creative expression far ahead of that which he takes from it of the creation of others.*” To live the Life Triumphant means to serve the equivalent of an ocean while taking just a drop in return to live your life. Remember, on the universal scale, a mountain is very small. Your vision - as articulated in the previous visualization exercise - is small on this same scale. Your *visionary belief* should be one that makes your vision feel real in the present moment. Think of the size of a mountain as compared to the Milky Way Galaxy. It is small, right? Think of your vision compared to the same scale. You must feel that it is easy for you to manifest your vision from The Universe, because for The Universe, it is easy! The fact that someone else has done it proves this! You can do what they did and MORE!! By setting bigger goals you are asking bigger questions for The Universe to help you solve. Your goals, in the form of your vision, are your questions. The Universe/God’s Mind/The Subconscious simply answers them through inspiration. You show what you want

through your vision, then receive inspiration on how to bring what you desire to reality. Your goals are, as Mark Victor Hansen puts it, *thought stimulators*, or more accurately, *inspiration stimulators*. That is it. Live each day believing that you already have what you desire and you shall receive inspiration on how to accomplish exactly what you desire.

There is a circuit to life that connects us to God/The Universe and the service we choose to perform. As Wallace Wattles once said, “*God, the One Substance, is trying to live and do and enjoy things through humanity. He is saying, ‘I want hands to build wonderful structures, to play divine harmonies, to paint glorious pictures; I want feet to run my errands, eyes to see my beauties, tongues to tell mighty truths and to sing marvelous songs.’*” The way this circuit works is that we appreciate in direct proportion to our level of service. We cannot appreciate until we serve and we cannot truly enjoy the material aspects of life unless we earn them ourselves.

In regard to the financial side, if you created your business with the two attributes we mentioned before, with monthly recurring income and the ability to delegate the work, you can become financially free. In order to get the material things you wrote, simply put the cash flow in place that pays for the monthly payment of the material thing you want. Then, just run a good business, have stable cash flow and the material things will be simply paid off over time. You can do this process for any material thing, including homes, vacations, educations and anything you can imagine.

- Do you want to own a successful business?<sup>lxxxii</sup>

- How will you make your initial income? Remember Andrew Carnegie’s tale of “grim necessity”. Our goal with our vision is to determine what we love doing with our time, then to do those things. Initially, learn to love the job you have and pridefully become the best at it. Believe that job is a necessary part of your education and learn all you can from it and the people who surround you. When I worked six jobs, I was in the same state of grim necessity where I had to pay my bills, but learned a tremendous amount from each job and took that to my current business. You may say, “six jobs”, that sounds like a lot. No, it was what it took at the time to keep me financially afloat. Remember, to live your vision you must do whatever it takes.
- Do you want to become more efficient?<sup>lxxxiii</sup>
- What profession do you visualize? Remember, there are 168 hours in a week out of which 68 should be free to create and serve after working a 40-hour week and sleep are deducted.
- What type of challenges do you see in your current industry? Do you see of any ways you could improve the way something is done? Could you invent that product, service or system and start a business at it?
- How will you fulfill your creative visualizations and business goals? Will you need more qualifications and skills? Do you need to redo your resume and cover letter? Are you planning to earn your income through an entrepreneurial venture, intellectual property, real estate or a subscription website?
- What type of venture do you want to start? What is the idea? When are you going to write the business plan? Do

you know *how* to write a business plan? Whom do you need to get as part of your team? How will you finance your venture?

- What is your clearest purpose in life? What is your *channel* of service?
- What would be the thing you would do if you didn't have to think about money?
- What are some opportunities you could create in your current business/industry?
- Could you become a consultant doing what you do now, to your current company and do an even better job?
- What are some potential businesses you could start that would perform such services?

When it comes to service goals, there is no pressure. As you complete version 1.0 of your vision, hold it in mind, and are grateful for it, you will receive inspiration on how to accomplish it. As you are pursuing your goals and inspiration surfaces, make that inspiration a goal and create a future tile of it. Consider this version 1.1, then as you add new goals, version 1.2, etc. It is up to you to capture those inspirations and to act on them. As you meet your goals and are living the life in your future tiles, I encourage you to do another complete goal setting workshop yourself, or with friends, and to create version 2.0 of your vision, then 3.0, etc. Each time you reset your goals and recreate your vision, it is like you go through a metamorphosis. As you accomplish your goals and live your vision, you are a different person than you were when you first created that version of your vision. You will be amazed at the person you become through each iteration you go through.

## Peer Group

Please label this section Peer Group. This section sets the goal of who you will be your frame of reference as you make decisions. If you asked Arnold Schwarzenegger if you should set the goal to get ripped, what do you think he would say? If you asked Oprah Winfrey if you should start your own talk show and create your own television network, what do you think she would say? If you asked Leonardo da Vinci about your new invention, would he encourage you to start it? If you asked J.K. Rowling if you should pen your new book idea, what do you think she would say? You become the average of your peer group. Now, take a moment to create your peer group. This idea was clearly articulated by Scott Alexander, the author of *Rhinoceros Success*. Scott calls it Rhino Portraits. He says, “*Another good idea is to find pictures of rhinoceroses and hang them in your home to constantly remind you of your proud heritage. The bathroom is a great place. It will give you something to think about while you sit there. Make a new family album. Find a picture of a family of rhinos and claim it as your family. If you can find a poster of a charging rhinoceros, that is excellent! Frame it and hang it in your living room. Look for rhinoceroses carved out of wood at your local animal park. The idea is to constantly remind yourself that you are a powerful, charging rhinoceros. Look out world!*”<sup>lxxxiv</sup> If you have not read *Rhinoceros Success*, get it as a hardcover, audible and Kindle. Read it regularly. I think it is one of the best books ever written and it has, no exaggeration, changed the lives of myself and many of my friends/fellow rhinos!

Your peer group can be anyone, not just rhinoceroses, and they do not have to be alive! Write down all of the people you

want to be in your peer group, they could range from historical figures, to friends and family. Do you want Ben Franklin, Mother Teresa, Leonardo da Vinci, William Shakespeare, J.K. Rowling, Arnold Schwarzenegger, Oprah Winfrey, Michelangelo, Dr. Martin Luther King, Jr., any business leaders, athletes, authors, speakers, etc., take a moment to write down anyone you can think of whom you want to be a part of your peer group. As you think, think of bumping your ideas off of your peer group and what they would say to your vision and inspirations. They would ask, sounds awesome, how do you plan to do it?! When you look at the photos of your peer group, imagine yourself doing what they did, multiplied and with the creative application of your unique talents, skills, personality and abilities. You can do what they did, multiplied, exponentially. There is more opportunity now than ever. Trustworthy business on the internet is only 20 years old and the opportunities on this barely explored landscape are infinite!

Napoleon Hill would actually have full ‘*round-table chats*’ with his peer group of great thinkers. In his great book, *Future Diary*, Mark Victor Hansen says, “*You can even do imaginative things like participate in imaginary conversations and dialogues with persons living or dead, partaking of their wisdom and insights by invoking their vibratory presence. For a more complete explanation of this outrageous idea, read Napoleon Hill’s book Think and Grow Rich, about his nightly discussions with Emerson, Lincoln, Burbank, etc. In his controlled state of mental reverie these personalities came alive and chatted with him about whatever he wanted to discuss. I have interviewed a billionaire who uses this principle regularly to solve his knottiest problems.*”<sup>lxxxv</sup> I encourage you to do the same thing. Ask your newly defined peer group of great thinkers and



doers the questions on your mind. Seek their counsel for solutions. Ask Jesus, William Shakespeare, Ben Franklin, Mother Theresa, etc., your biggest and most challenging questions and you will be surprised at how phenomenal the ideas are and how quickly they surface.

How does it feel to experience the things you wrote above? Great, right! I hope you physically sat down to write out your goals on paper, if you just read or listened to this as a refresher, that is great as well. See this as just a starter list for you. Be creative and really think about the life you want to live! If you need more time, take it and really get everything out. Now, I want you to number each of your goals, by section, in order of their importance. I want you to go through personal, number your goals, 1, 2, 3, etc. Then to physical and number those 1, 2, 3 etc. Do that for all of the sections.

## ***Creating Affirmations from Your Goals***

Okay, now that you have a prioritized lists of goals, we are going to turn them into affirmations. An affirmation is the act of confirming something to be true. This is a key to this entire process, to believe that the goals you set are true now and to have gratitude for them presently. Now, I want you to take the top two goals from each section, that will equal 14 goals total. Keep the other goals in a handy place, so as you meet the ones on your list below, you will have new ones to instantly work on. Also, I recommend re-doing your goal list as you meet big ones, so you can set new HUGE ones that truly motivate you to accomplish. I want you to write those 14 goals out on a separate piece of paper and write them with the *Triple P Principle*, as recommended by Brian Tracey, as instructed below, to your goals.

As Brian Tracy explains, the Triple P Principle transforms your goals into a list of affirmations that you can read, re-read, and re-write. The Triple P has three Parts:

1. **Present:** Write your affirmation in the present tense (e.g. I have, I own, I am, I speak, etc.)
2. **Personal:** Write your affirmation in the personal tense. As Brian Tracy says, “You are the only person in the Universe who can say ‘I’ in relation to *you*.” (e.g. I have, I own, I am, etc.)
3. **Positive tense:** Write your affirmation in the positive tense. Only use words that express *positively* what you want in your life *today*. For example, the use of the word “don’t” in the affirmation “I don’t eat fast food” reflects what you *don’t* want. Instead, say, “I will only put food and drink in my body that is conducive to perfect health”.

We are going to add two more sections to this process:

4. **Add the Phrase “Or Better” as Joe Vitale recommends:**  
Or better, leaves your mind open for the Universe to provide even more to you than you even imagined. This also leaves open your faith that the goal may not come in a form or way that you expected, but by writing this, you have trust that the best outcome will happen, no matter the journey to get there.
  
5. **Due Date:** As Brian Tracy recommends, give each of your goals a due date. A due date is very important and is the exclamation point on the affirmation! Each goal’s due date holds you accountable to a task’s completion and, thus, motivates you to get out of bed and complete it. Remember, this is the same concept as working out in the gym. You are not competing against anyone but yourself and the number of reps completed or the time you achieved last week. The same principle applies to goal setting. You are exactly where you are supposed to be but by setting a due date, you push yourself to meet the date you set. The only competition you have in life, at all, is the person staring back at you in the mirror.

## ***Committing to Your Vision***

I borrowed this part from Tony Robbin's Goal Setting Workshop. Please, take a moment to write out your goal and write a short paragraph as to WHY you must accomplish it. This will cement the reasons why creating this life and doing the required work is absolutely necessary. Please take a moment to become committed to each of your affirmations.

A good goal/affirmation and commitment paragraph would be something like this: *GOAL: "I only eat foods and drinks conducive to perfect health and exercise intensely once per day at 5am. I prepare my meals in advance and I am 195 lbs, ripped, feeling great or better on May 31<sup>st</sup>!"*

*I am committed to this goal because I truly feel my best when at my ideal shape. I feel better when I have a clear and committed exercise and diet program and know I am in the direction of my ideal body composition. I feel awesome when I exercise to my personal best every day. I am able to be more focused at my desk, get more work done, do better work, think bigger and treat my family and loved ones ideally, when I am at my peak condition. To enjoy my current life and to achieve my ever-expanding vision, I need the energy that the best organic and natural super-foods provide. I love the crisp freshness of delicious fruit and veggies! I love planning my meals, going shopping and cooking, because this process keeps my family & me healthy and performing at our personal best."*

Trust me. Please. Take the time to do this for each of your goals and re-read these paragraphs at least once a day.

## ***Etching Your Vision into Your Subconscious***

The entire goal of all of the above exercises is to convince your subconscious mind into believing that you already live your vision. This can be considered raising your subconscious vibration to that of your vision frequency. The process of subconscious vibration is what Denis Waitley describes as *Visual Motor Rehearsal*. This process gets your subconscious to vibrate at a level where you are the person who has earned the life you wrote above. It has been said that your mind cannot tell the difference between a thought and reality. The goal of this is to design your inner-world, thinking, and inner-voice, intentionally and deliberately and for your physical self to feel as if your inner-world is true in physical reality. Think of it as finding the rhythm of your vision, just like in dancing. Think of yourself in the action of your vision. Think of yourself in emotional state, in the relationship, performing the service, spending time with the people, in the car, in the plane, in the ocean, truly mentally experiencing, in the present moment, all of the experiential intricacies of your vision. Think of this concept as becoming water like Bruce Lee recommends, *“I said empty your mind. Be formless. Shapeless. Like water. If you put water into a cup, it becomes the cup. If you put water into a bottle, it becomes the bottle. If you put it in a teapot, it becomes the teapot. Be water my friends.”*<sup>lxxxvi</sup> When you have your vision created, think of your vision as a mold. For example, think of your ideal body you created in the Physical Health section. Imagine that body as a mold, then you as water, pour yourself into that mold and become that body. The same holds true with the other facets of your vision, the person in the home you desire, the relationship you

desire, the business you desire. Your vision can be considered the mold and you pour yourself, as water, into that mold and become that person NOW! You may wonder, “*Is all of this effort really necessary?*” Is living your vision worth it? This is the path to live it. You are going to pass the time anyway, why not spend your time creating a world-within that is exactly what you want to experience in your world-without, e.g. your external life. In a very short period of time, your external life will be a perfect reflection of your vision and these steps are exactly how you perform the process. If you can think of any other ways, please, let me know!

Your subconscious will vibrate at whatever frequency or become whatever mold your conscious mind tells it to. As Bob Proctor says in his book, *The Art of Living*, “*When you build an image in your mind of what you want, you’ve got to understand that your subconscious mind cannot reject it. It (your subconscious mind) is totally subjective. 100%. And it cannot differentiate between what is real and what is imagined. It must accept it.*” He then goes on to say, “*What I just covered there is the most important thing you could ever learn.*”<sup>lxxxvii</sup> For Bob Proctor to say this is the most important thing you could ever learn is pretty significant. What he means by this is all you have to do is continually hold the image of what you want, aka, your vision, and your subconscious mind will accept it as the truth and will vibrate at whatever frequency you chose to make your vision. If your vision requires a car, you will vibrate at that frequency; if your vision requires a relationship, you will vibrate at that frequency; if your vision requires a private jet, you will vibrate at that frequency; and receive inspiration, that when acted upon, will manifest the thing(s) you held in your vision.

The next few steps will help you hold your vision and further etch it into your subconscious. I am sure you heard the concept of a vision board. A vision board is a tool that your goals/affirmations can be turned into in order to make your vision crystal-clear. Your mind communicates to Universal Mind through images and your mind can only hold one image at a time. As you think, having the photos available in your head makes it so much clearer. Remember what Anthony Robbins says, “*Clarity is Power!*” The clearer the image you hold in your mind, your vision, the more clearly, powerfully, intensely and specifically it is communicated to The Universe. Also, remember what Joe Vitale recommends, that our vision is just the seed we are conveying. The life conditions that will grow may be BETTER than the exact vision we are communicating. This is why we say, or better, at the end of our affirmations.

*The Secret* Movie by Rhonda Byrne further emphasizes the usefulness of a vision board. When you first hear the idea, you may question its effectiveness, but it really works. Your mind works through images and having this tool to see your future through images that you specifically chose and organized, then to see yourself *through* them, is just so powerful. Also, if you really, truly want the life of your vision, I recommend having the attitude, “*Whatever it takes!*” If the process of creating a vision board accelerates your vision manifestation at all, isn’t it worth it? I originally called these vision tiles, but then, one day when I was creating one of a condo in Florida for my wife and I, I said to my wife, “*Honey, let’s create that future tile of our place in Florida.*” When I said future tile, I was like, *that is it*, that is what it is, it is a visual representation of our future.

Listen to what Steve Harvey says about concept of a vision

board, *“It’s not a gimmick, Vision Boards are very real, you have to understand that. All successful people have them. You are not going to get where you want to be in life without writing your visions down, without having them in front of you. It’s a scripture. This is not a theory Oprah Winfrey came up with. God put it in place where you can have the life of your dreams. He put it in place. There is a way that you can have the life of your dreams. You just have to learn the principles of success... Habakkuk 2:2, “Write the vision and make it plain, so that he that reads it will run to it... For surely it will come at an appointed time.” That’s in The Bible, not just the rich people’s copy. It’s right there. But you have to do it. If you don’t do it, its too hard, its almost impossible. That vision board has changed my life. Everything I put on my vision board, I get! EVERYTHING! ...That’s how I got here, because of the vision board.”<sup>lxxxviii</sup> I experienced the same exact phenomenon. Everything I put on my vision board, I get. My vision expands every day and what is there truly inspires me.*

Do you want to experience a life you just designed? If so, let’s get to it! Let’s make your vision crystal clear, or as Steve Harvey quotes above, make it plain so we can instantly access it on command. Our goal with this next section is to download 7 to 15 photos of each section of your goals/affirmations and turn each of the sections you defined into 8.5 x 11 inch future tiles that you can print on a color printer and hang up in your home or office. A future tile is a printed collage of photos that represent a specific goal. For example, if you want a new Corvette. Create a future tile of various photos of that new Corvette to prompt you to imaging driving and experiencing it. I recommend doing this same process for all of your goals.



I recommend hanging these future tiles on your refrigerator, in your home gym, under glass on your desk or on any open wall that you have that you want to be a reminder of how frigging awesome your future is! When you look at them, really breathe into them. You know that feeling you have when you are about to go on vacation? You know that feeling when you are on vacation? This is what I call *Leer Jet Mode*. The feeling you have when you are freshly showered, wearing your favorite outfit, wearing sunglasses, have a bag packed, driving to the airport, ready to board your own *Leer Jet* to go to your destination of choice. Try to emulate these feelings as you look at your vision tiles! Look at them and do all you can to mentally experience them! Also, when you have these future tiles printed out, they are just so colorful! Having colorful future tiles gives a similar feeling as having fresh flowers. As Steve Chandler reminds us in his book, *100 Ways to Motivate Yourself*, “Buy yourself flowers and every time you look at them, let them remind you of how colourful your future is going to be. How fresh your thoughts are. How easy it is for you to honour yourself. How much power you have to make your environment beautiful.<sup>lxxxix</sup> And how sweet the smell of the universe can be.” Yes, get fresh flowers and appreciate their color and fragrance. Appreciate the color of your vision tiles the same way! Let them bring life, energy and vitality into your life and motivate you to do your very best today. When you look at your future tiles, see into the photos and think about your vision, your mind has color and texture. Looking at them has a physical effect as endorphins are released when you imagine the life in your tiles. Please try the process below, I guarantee you that regularly looking at your future tiles will significantly improve the quality of your life. Also, if there is one tile that isn’t motivating you, something that you don’t want any

more or if you want something even better, throw it out and create a new one! These tiles should motivate you and make you feel terrific when you look at them.

Our goal with these future tiles is to do all we can to visually surround ourselves with the lifestyle we desire. Don't hold back either! If there is something you desire, make a future tile out of it and hang it up. You don't have to physically do a goal setting workshop to set new goals, set them as they surface! Then re-read the last section and redo your goals when you feel you need to. Put your future tiles everywhere you possibly can to get you in thinking that you are the person in the vision now, in this present moment. Want a Convertible Rolls Royce? Make a tile of it and hang it up, look at it and gratefully believe that it is in your present life. Let these tiles raise your feeling to one where you feel you can go out and experience ANYTHING you want, because you can, right now. You can download photos, make a future tile out of them, look at it, then imagine yourself LIVING that tile NOW in the present moment. This is the entire key to this process. Do ALL you can to truly BELIEVE your future tile is true, right now in your World Within, FEEL it, believe it and when you open your eyes, take that feeling and emotion into your World Without, your life. Perk up, stand straight, workout, eat well, shower, groom yourself, speak and act as if you are living that life now! Then, when inspiration strikes you, TAKE ACTION! Okay, let's get on with it and create some future tiles!!!

Now, comes the fun part! Carve out about an hour of time, trust me, this is the most important part of the process of future creation. You can now download photos of each section of your goals and make them into your future/vision board(s)! You can

call it whatever you want, vision board or future board, but the key is you know that whatever you have in those pictures will absolutely be your future. Here is what you do:

1. On your local computer, create a folder called VisionBoard or FutureBoard, whichever you like more.
2. In that folder, create sub folders for each section of your vision:
  - a. Personal
  - b. Physical Health
  - c. Relationships
  - d. Society\_Community
  - e. Material\_Thing
  - f. Financial
  - g. Business\_Service
  - h. Peer\_Group
3. Then, go online and download photos that inspire you for each section and download them into the appropriate folder. Download really beautiful and colorful photos, too. Ones that really create texture in your mind. I recommend, 7-15 photos for each section.
4. Then, the FUN part starts. The next step is the best! We are going to transform your photos into 8.5 x 11-inch collages for each individual part of your vision. To do this please go to: *turbocollage.com*. I know, it sounds like Arnold Schwarzenegger named this software!

5. This software is the BEST collage making software I have ever seen. I manually created my first good vision board into 8.5 x 11 inch future tiles in Photoshop and it took me over six hours to make them! This software does them almost instantaneously. The reason the 8.5 x 11-inch size is so important is that you can print them right off of your local printer and make as more than one copy for yourself! You may want to print more out so you can hang your future tiles in your bathroom, on your refrigerator and anywhere else you want to see your vision. There is a free version of Turbo Collage that produces a watermark on the finished work. To get the watermark off, you need to purchase it. If you are making collages for personal use, it is \$14.99/year. That is a bargain! I would just buy it! This software is worth its weight in gold!
  
6. You are going to want to do a separate future tile for each section of your goals. From here, you literally:
  - a. Open the software
  - b. Open the folder relating to the future tile you are creating, e.g. personal
  - c. Drag your images into the pictures section
  - d. Then go to settings
  - e. Choose your size, I recommend 8.5x11 so you can easily print them right to your printer
  - f. Choose the pattern you like, I love the Zig Mosaic
  - g. You can play with the position of each photo to focus

on what you want to focus on, you can rearrange the photos, add text and much more

- h. I would save the layout by going file save and save the Turbo Collage project so you can edit your future tiles as you accomplish your goals
- i. From there, you simply press export, then export as a JPG, then save it with the appropriate name, such as: VisionTilePersonal, VisionTileBusiness, etc.
- j. Then, you simply print out the collages or Future Tiles that you just created for each section and hang them on your refrigerator, your vision board, your home gym, or wherever you have open space!

How cool is this!!! Now, you have your vision. What you see on your Vision Board that you created IS your future. Now, when you think. THINK your vision board! Try to think of your vision board as frames of a movie, in the order above. Think of your personal vision tile, feel it, then your physical, then your community, then your material, then your business, you're your peer group. Go through each of them, in order and FEEL the experience of being THAT person. THINK as the person who has that entire vision board in your life NOW! Literally, put yourself into the photos and visualize yourself doing exactly what you see on the board. Your eyes are the eyes of the person looking out at you! Have gratitude for everything you are experiencing. When you are driving, consciously think of your vision. When you are in the shower, think of your vision. When you are working out, think of your goals and vision. Mentally, go tile by tile and feel gratitude for all that exists in your vision. Between sets, if you are in your home gym, look at and imagine being in your future tiles.

FEEL it the leather steering wheel, breath in the warm tropical air, feel ripped and in the best shape of your life, walk on a hike with your significant other, feel the cross country skis under your feet, FEEL & EXPERIENCE your entire vision, then just close your eyes, point your head toward the sky and say THANK YOU! Make your thoughts your vision and feel GRATITUDE for your entire vision.

The goal is to become the person in your subconscious mind who has this life now. The job of your conscious mind is to think it with these tools, then your subconscious must vibrate on a level where you truly feel as if that life is yours. Having that life means that your life is AWESOME and exactly where you want it to be. This is the goal of the entire vision creation process. The goal of the entire process is to create your goals, turn them into a vision, then gratefully *THINK* and *FEEL* your vision as true right now. When you do this, inspiration surfaces, that when acted upon through service, solves the challenge of creating your vision. This is a POWERFUL process and one that will change your life if you take the time to simply do it. I consider a goal setting, vision creation workshop as a massage for your mind and soul. You are creating thoughts you LOVE and thoughts that truly inspire YOU, not thoughts placed in your mind by others. The truth is, when you love your thinking, you love yourself. It is that simple.

A second way I recommend to etch your goals into your subconscious mind is to experience them as much as possible. If you have a car that you want, go for a test drive, or better yet, rent it for a few days. If you have a vacation home you would like to buy, AirBNB it for a week and feel how it feels to live there. If you want a relationship, go out immediately and put yourself in a situation where you could meet someone. Go to a

coffee shop with your laptop, buy tickets to a black-tie party, or get involved with local sports or a CrossFit community. Get out there and do whatever you can to experience your goal, TODAY!

A third way I recommend to carve your goals onto your subconscious mind is to make sure the physical space around you represents your vision. This is where the concept of decluttering and using the concept of only having *'Intentional Form'* physically in your space. *Intentional Form* means that you consciously choose the physical objects in your living space. You don't have random stuff piled up all over the place, you have a neat and organized environment that is intentionally designed and where everything has its place. This applies to your living space, art, your business energy focus, peer group and your surroundings in general. I recommend intentionally designing your space. Start with decluttering.

I recommend reading the book, "*Clutter Clearing with Fung Shui*" by Karen Kingston. This book revolutionized my life and several of my close friends. Ms. Kingston says to only have material things in your life that you truly love. It says the more decluttered and orderly your living space is, the happier you are. Basically, it says that if you have a material thing that you don't love, get rid of it. Only keep items that you would be excited to wear or use today. Give the items you don't want any more to someone who needs them. Then, only have in your life and vision things that you love, that truly inspire you. This is true of everything, from furniture, jewelry, computer data, clothes, time pieces, cars, food, relationships, thoughts, etc. Only have things in your life that truly light you up inside and make you want to knock out your task list so you can earn them. When it comes to your vision, only have things on it that inspire you. You will

realize that there are things on it that have become wallpaper, that don't inspire anymore. Get rid of them and add things that really motivate and inspire you. If you have a watch that you don't wear and just aren't feeling anymore and want a new one, sell it, put the new one on your vision board and go get the new one you want. Same with a car. Get one you really, truly love and smile every time you turn the key to start it. The goal of this book is not to clutter up your life with random things, but to only have things, people and experiences that truly inspire you and to create that life deliberately. Also, if you do want to have 10 watches or cars, it is your vision, go for whatever you desire! I am just trying to communicate the life changing concept of clearing out your clutter.

Just one quick example of clutter clearing from my life. At one point, I had a bunch of white t-shirts that were all different sizes and too short on me. They were baggy and whenever I would put a dress shirt on, the t-shirt would be too short and pull my dress shirt out. One day, I had enough. I gave away all of my white t-shirts and purchased ten packs of Stafford Medium Tall V-Neck T-Shirts. I filled my entire t-shirt drawer with them and each time I reach in and put on a t-shirt, it fits me perfectly. When I wear a dress shirt, it is long enough to keep my shirt tucked in. I did the same with my socks and other clothes. Now, every item I have, I love, and I have a rule that if I buy something, I give away something I haven't worn in a while. It is a great feeling to give away things to people who need them and this process opens up the space in your life for more of what you really desire. Read Karen Kingston's book to learn more.

Then, when you declutter your living space and life, make your space as beautiful as you can. Read some home design



magazines and get some ideas. Interior design is a form of art and if you have space, make it beautiful. All you need to do is make a quick trip to the hardware store to buy some paints, tape and brushes, then do a once over to your living space. If you want to have a dream living space, you have to be grateful and a good steward of the one you have now. Think of how valuable a small, studio apartment is in a major city near you. If you had one, you would make it beautiful, right? Make your current space in which you live equally as decluttered and beautiful, by doing so, you show gratitude for what you have and will attract more in the near future.

Art and interior design also have ways of attracting more beauty in your life. Having and appreciating art is a form of gratitude and brings more of the best and more beautiful things and people into your life. Add some artwork and motivational busts as we discussed before. Try to acquire artwork that inspires you. Get paintings, busts and sculptures of the people you want in your peer group. Go to art galleries, estate sales, garage sales, Amazon, eBay and Craigslist and find some sculptures, paintings, etc., that stimulate you and buy them. Then, place them throughout your home and office. They don't have to be expensive either, just that they inspire you. If you are looking for a gift for someone, find out who their peer group is and get them a bust or painting of a person they have in their peer group! If the busts are not in your budget right now, print out pictures of your peer group and get some inexpensive 5x7 frames in which to put them. When you look at the busts or pictures of Thomas Edison and Abraham Lincoln, for example, think of how they persisted. Thomas Edison tried THOUSANDS of combinations of the electric light filament before he discovered the combination of a vacuum and carbonized bamboo filaments that lit his lamps for

1,200 plus hours. Abraham Lincoln lost many elections and faced tremendous personal loss before he was elected President of the United States. Whenever you look at any of your inspirational sculptures, photos and paintings, remember what that person did and let them inspire you to persevere and pour your whole self into whatever task you are performing. When I look at my book shelf, I individually look at the busts I am fortunate enough to have and say to myself, PERSIST, after looking at each of them. This is what I encourage you to do, too. When living your vision, you need all of the tools possible to keep your faith and enthusiasm.

When it comes to computers, you will be surprised how fast a new solid-state drive, maxing out your RAM and a clean install of your operating system will make your computer. Having a fast computer is a life changer and makes you want to get to work on intellectual pursuits. I recommend getting a paid Dropbox plan, then creating your Documents, Downloads, Desktop, Music, Pictures and Videos folders in Dropbox, then, right click each of the above folders in their original locations, click properties, choose location, and choose the folder you just created in Dropbox for each of the folders above. This step will sync your files with Dropbox and keep a real-time backup of your files. This way, if your computer is lost; falls in a river or if you get want to reformat your operating system to improve performance, you have all of your data in Dropbox in real-time. Once you do this, you can choose to have only the files you are working on currently on your local hard drive and keep the other ones online only. This way, your computer hard drive has a lot of open space, is blazing fast, decluttered and a pleasure to work on.

When it comes to your work life, I recommend the same

thing. We tell our clients to think of the 80/20 rule in regard to the services they offer and the clients they have. I encourage you to focus on the 20% of services that make you 80% of your revenue, then do the same with focusing on the most pleasant and profitable types of clients. This means to do only the services you love doing that make you the most profit. When Jack Welch took the helm as CEO of General Electric, he implemented a principle that if they were not in the top 3 of an industry, then they cut that service out of their service offerings. This principle, in part, made him one of the most successful CEOs in history. Applying this principle can do the same for you and your business. This decluttering idea is just so powerful! Please try it in your life.

A fourth way to etch your goals onto your subconscious mind is to re-write them each day and imagine them as you do. Brian Tracy recommends this as do many other people who understand these Universal Laws. *“According to a recent study in the journal Psychological Science, using pen and paper, not laptops, to take notes boosts memory and the ability to retain and understand concepts.”*<sup>xc</sup> Something happens when you re-write ideas and tasks. This process improves your memory and the freshness on your mind. Rewriting the life you want is actually a motivational experience, a method for living our vision in the present by choosing our thoughts and a gift we give ourselves each time we write them down. We literally live our vision in the present moment. It takes less than 5 minutes to write (or re-write) a list of affirmations/goals. I ask the audience to re-write their affirmations in my goal setting workshop. There has never been a person who goes over five minutes. The average is around two and a half minutes to re-write a list of affirmations. Try to do this twice per day – when you get up and when you go to bed - to solidify your vision in your subconscious further.

Rewriting your goals, looking at your pictures and experiencing them through, FDVIG (Frequency, Duration, Vividness, Intensity and Gratitude) as we discussed before, will ensure that you vibrate on the same frequency as your vision. As you vibrate on your vision frequency and work on your goals, you will receive inspirations. Write your inspirations, add them as goals, create affirmations and add them to your vision. Over time, you will see each goal begin to manifest and as each one completes, remove it from your list and add it to a list of your accomplishments. As you reach your goals, take the time to reset new goals, then download new photos and replace that tile on your vision board. As you do this, your vision will be refined and and your faith and mental ownership will become even stronger because you know this works! This process removes the stress of life as you are certain your vision is your future. Having a clear vision to walk toward allows you to view challenges as stepping-stones. This transformation occurs because you are clear on your vision and working on goals that you created.

I recommend that when you rewrite them, you do so in this order: First, your personal, physical & community goals that are daily practices, getting ripped, eating well, cultivating your relationship with a higher power through meditation, volunteering, etc. Second, write your material goals, homes, cars, vacations, experiences, etc. Third, write down your business goals on how you are going to earn the material goals, make 100 calls by 11am, make 30k/mo additional by March 31<sup>st</sup>, etc. This way, as soon as you are done writing your goals, you are primed and ready to kick the crap out of your task list.

A fifth way to really impress your goals onto your subconscious mind is to re-read your commitment paragraphs

from the last section. Re-reading these paragraphs will bring the real ‘why’ you set and are working on this goal in the present moment and push you through any procrastination, comfort zone expansion or new habit creation reluctance.

A sixth way to get you vibrating at your desired frequency is to wake up at the same time every day, workout, eat breakfast, shower, groom and dress to your best every day. You perform better when you are dressed at your best!

A seventh way to further make your vision your moment-by-moment thinking is to do what Mark Victor Hansen recommends, to write a self-portrait or autobiography. He recommends that you read other’s autobiographies and biographies for inspiration, then distill the qualities, values, virtues and accomplishments that you want to have included into your biography. You are saying, “*This is who I am!*” to Universal Mind.

An eighth way I recommend is to sincerely practice gratitude. I highly encourage you to get a hard copy of Rhonda Byrnes’ book, *The Magic*. It is a course on how to practice daily gratitude. In the meantime, I encourage you to, as you write down your goals every day, write down 10 things for which you are grateful. Super-simple. I like to write down one person, friend or family member, who I am grateful for each day, and send them a text or call them if I have time to let them know how grateful I am for them. Also, throughout your day, always do all you can to see the silver-lining in all situations. Do all you can to see the things for which you can be grateful in all you do and go through. This will get you into the frequency of gratitude.

A ninth way to truly get into the state of your vision is to do a *Vision Session*, or *Vision Sesh* for short, with a few vision-

friends, family, your spouse, your kids or with the people in your company. Vision-friends are those people in your sacred circle who are on the same mission to use their unique talents to serve others. The term *Vision Session* is not new. Large corporations perform Vision Sessions with their top management regularly. Why? Because they work! Meet somewhere where you can express yourself verbally, where you can walk around and even let some emotion out. You will be surprised, as you act out your vision physically, it may result in some tears flowing as people in this book experienced as they lived their vision in their mind. Each of you take a moment, close your eyes, and visually, verbally and physically walk through each person's vision. You can jump in and assist each other in furthering the experience. Think of it like a musical jam session where each member plays their instrument and contributes in their unique way. In the Vision Session, however, each member does not contribute music, but their unique ideas from their imagination to improve the person's vision who's turn it is. By jumping into assist in your friend's *Vision Sesh*, add some details that make the person's vision even more visceral and encourage them even further!

If your future has a yacht in it where you entertain your best friends, close your eyes and visualize walking aboard with the smells, people, and experience it now. If your vision has you receiving the Academy Award, visualize the entire day leading there, from swimming in your pool, working out, leaving your Hollywood mansion in your tuxedo, to receiving the Academy Award to the after party. Include ALL parts of your vision, from personal, to relational, to material, to business and professional accomplishments. Get back to your roots and become a kid again, let it all out. You may have to re-learn how to use your

imagination, do it anyway. This is the same imagination that Einstein references in his quotes. This exercise is so amazing, please try it. Then use the vision you created together. When you are alone and something affects your mood, immediately jump back into your vision. Also, if you are thinking of your friend, send them a text reminding them of their vision, or, if you have another creative idea to improve their vision, share it with them to make their vision even better! For example, *when cruising on your yacht, we can stop by San Juan for an authentic Puerto Rican dinner followed up by an evening of mixed drinks and dancing!* I encourage you to call some vision-friends and try a Vision Session as soon as possible. A Vision Session is so powerful, it is beyond measure and will truly change your mental state and put you on the vibration of your vision.

A tenth way to etch your vision onto your mind is to take the idea of interior design to your world within, the world of your mind and thinking. Just as we discussed above, if you are not a good steward of your current physical space, how do you expect to receive a better space? If your physical space is cluttered, messy and you are ungrateful for it, you are breaking Universal Laws to receive more. In order to get more, as discussed above, you have to make your current space the best you can and live in gratitude for it. The same is true with our mind. The thoughts we hold in our mind are just like the interior design of our physical room around us. If you are thinking messy thoughts of all the bad in the world and are in a state of complaining or ingratitude, you are not a good steward of your mind. Declutter your mind, just as you decluttered your physical space around you! Just remove the media, stimuli and people who encourage soul-sickness by cutting you off from connecting to Universal Mind.

Symbolically, fill that decluttered space with the most beautiful and inspiring thoughts you can. Think of applying a new coat of paint, putting up crown molding, hanging works of art, getting furniture you LOVE, having high-fidelity surround sound, and whatever else you can imagine. The paint, crown moldings, art, furniture and sound system are just examples. Fill your Inner World with YOUR vision, the one you just created. Then, for example, on that surround sound, only listen to thoughts that support you living the life of your vision, such as inspirational music, encouraging audio books and motivational YouTube videos. This is *YOUR World Within*, take care of it! You have all the tools you need to live your vision, please trust me, use these etching methods and the tools in the next section to just do it, to just live your vision.

Again, use these methods, and any others you can think of, to keep your vision in mind as the truth of your existence. Your vision is who you actually are and the more you can stay in that frequency, the more inspirations you will have to manifest your vision through action, the faster your vision will be realized and you will just feel frigging awesome. Use these tools above to crystalize your vision and only believe your vision as the truth of your life. As an idea crosses your mind that is contrary to your vision, cast it aside as fiction, and use the methods here to recollect and get gratefully back on the frequency of your vision. I encourage you to use ALL of the tools here and any you can think of to focus on your vision. Remember, whatever it takes!



## ***Vision Tools***

There are some tools I recommend that make creating, focusing on and actualizing your vision fun and effective. The goal of these tools is to use them to etch your vision onto your mind so you can think your vision and take action on your inspirations. Use these tools or any tools that are effective for you.

*Vision Journals:* A journal is a thing that is as personal as how you style your hair or how you dress. A journal is a place that is private, a place that is only for you to create, view and contains your inner most thoughts, dreams, desires and inner dialog. A vision journal is a place where you can record your ideas, cut out pictures and tape them in it, write down combinations of thoughts, draw and sketch, and just create new things. I have always had multiple notebooks in my life for different purposes.

For my vision journal, this one is very special, I use a Moleskine Classic Notebook, Hard Cover, Pocket (3.5" x 5.5") Plain/Blank. This is the one where you can write down your ideas and notes as they come to you. This is where you can cut out photos and tape them to the inside. This is where you can write your unifying principles. This is where you can write all the things for which you are grateful. I can be anything you want it to be! I would recommend having a daily process where you re-read the ideas, principles and affirmations that mean the most to you and your vision. Again, your journal is the most personal thing you can have, get one that really inspires you and use it as you deem appropriate.

The book you hold in your hands was mainly written as little notes, as photos, and sketches in several of these exact notebooks over years. Moleskin advertises the lineage of great artists and thinkers who used such notebooks in their literature. They say, *“Moleskin is the legendary notebook, used by European artists and thinkers for the past two centuries, from Van Gogh to Picasso, from Ernest Hemmingway to Bruce Chatwin. This trusty, pocket-size travel companion held sketches, notes, stories and ideas before they were turned into the famous images or pages of beloved books.”* I love to write & sketch in these notebooks and fill them. When you use them, imagine yourself in the company of these great artists, writers and thinkers and ask them for inspiration and the intestinal fortitude to go out into the world and serve others with your creations.

For my goal & gratitude journal, I love the Moleskine Classic Notebook, Soft Cover, Large (5" x 8.25") Plain/Blank, Myrtle Green. This is the one I use to re-write my goals and things for which I am grateful daily. I also use this notebook to take notes when at conferences and seminars. I love this one because there are no lines, so you can sketch, draw and create all you want. I use this bigger Moleskin for rewriting my goals and listing the things for which I am grateful because you just need more space. I use the smaller Moleskin for creative ideas and carry it with me when out and about.

For business, I use a Wilson Jones S295 Line Accounting Record Book, 10.625 x 8.25 Inches, Record Ruled, 150 Pages (WS295-15RA). You can find it on Amazon. I use one every 18 months or so and it looks very professional. I find that the 150-page size is best because if you have a notebook for too long, the binding gets worn out. I used their 300-page journal before this

one, but the binding always got very worn. The 150-page size will last for years and looks totally professional in meetings. I love this notebook because it is lined and has pre-numbered pages. The numbered pages are important because they help you reference the notes you took in any digital contact system, like Microsoft Outlook or your company CRM. If you had a meeting, you can put in the notes section of your CRM, for example, '*Meeting notes on page 145*'. This way, you can reference that page of notes you took. I recommend using a notebook for business meetings versus typing on a laptop or iPad. Using a digital tool during an in-person meeting just takes away from the personal attention of the meeting and is very distracting for all parties involved. Taking notes is instrumental during a meeting so when you sit down, put the date, then the customer name. If you already have an agenda for the meeting, hand it out and take notes as the meeting progresses.

*A Nice Pen:* This is a big one. If you are doing all of this writing, I recommend investing in a nice pen, or a set of pens. My father had a Mont Blanc fountain pen when I was a boy. I would notice it and always look at it. When I graduated college, he gave it to me as a gift. It is one of my most cherished possessions. After college, when starting my businesses, I bought a matching pen and pencil, then got a leather case to hold all three. I usually use the pencil for business meetings so I can erase something I miswrote, use the ballpoint for signing checks and other documents, and use the fountain pen for writing gratitude notes, or better known as thank you cards.

What is cool when you have a good pen is that you can play around with the ink types you use. For the ballpoint, you can get blue or black, different thicknesses and just find the style you

like. You can also just swap out the ink when you want to try something new. For the fountain pen, the ink is an entire art form in itself. Personally, I love the Visconti Blue Fountain Pen Ink. On Amazon, it is called Visconti Bottled Ink Refill - Blue A30.17. I have found Visconti ink to be the most viscous ink I have tried and it really writes beautifully. You can go to a pen store or find a variety of really nice pens on eBay. Just be sure that you check the seller's reputation to make sure the pens are authentic. Also, go to a pen store and try some by hand. Fountain pens come in varying nib sizes, that is the front part where the ink comes out. So, get one according to your writing style. If you write with a small script, a large nib probably isn't best because it will close off your loops in your letters. Just try the different types to get a good fit that will inspire you. A nice pen set is something you will have for life. Trust me, once you get into vision journaling, you will appreciate your pen(s) each time an inspiration pours out of your mind and onto paper. It is a magical and transcendent experience, why not use tools that really inspire you? *A quick note on fountain pens.* I recommend either leaving them home or emptying the ink out of them and rinsing the inside with water before traveling by plane. When you travel by plane, the change in pressure can cause the ink to leak out.

*Pen Holder:* A recent discovery that I made, which is just so simple, yet awesome, is a self-adhesive pen holder. I recommend buying them in bulk. This is a 12 pack I found on Amazon: Self-Adhesive Pen Holder with Elastic Band Loop 12 Pcs Assorted Color Leather Pencil Stylus Loop Holder for Journals, Notebooks, Planner. The reason these are so great is that they can be put on your journals and any books you are reading where you want a pen to take notes. I put one on every book I read and on all of my journals. It ensures you have a pen on you when you

need it. These holders also save the book bindings of your journals and any books you are reading because the pen is on the outside and not being crushed between the pages. Also, I purchased a desk pen holder, too. This is one that holds your pen conveniently on your desk, so when you have to take a note in your notebook, your pen is right there.

*Peer Group Sculpture Busts:* I recommend getting a few busts of your peer group and putting them on your desk. What I like to do is move these busts around. I have busts of Shakespeare, Dr. Martin Luther King, Ben Franklin, Abraham Lincoln, Joan of Arc, Thomas Jefferson, Albert Einstein, etc., and move them from my office, to my home offices to keep things fresh. Periodically, look at them and ask them a question. Then close your eyes and listen. You will be surprised at what happens. If you need help with an idea for a story or a title for a book, ask William Shakespeare, if you need help with a scientific question, ask Albert Einstein. Try it!

*Gratitude Stationary:* Again, this one is very personal. There are many really nice off-the-shelf stationaries available at stationary and office supply stores. You can also get creative and make stationary that you really love. What I do is buy double thick cover paper and have it cut into fourths. So, an 8.5 x 11-inch sheet cut into 4.25 x 5.5-inch cards. I stack together about 25 pieces, put them in a binding press, paint the edges with matte finish, let that dry, then spray paint the edges a color of my company logo, red or blue. After the paint dries, I then break apart the cards in a motion like shuffling a deck of cards. This method breaks apart the cards effectively, where peeling them apart causes the paint to tear sometimes. I had my company logo made into a 1-inch leather press stamp and bought a 1-ton Arbor

Press. I press my company logo into the bottom left of the cards. I buy matching eggshell envelopes. Letterhead is as personal to each of us as anything. This is just the style I created. Create your own as you see fit and go to a stationary store to really explore the options. Also, whenever at the Post Office, get some cool, unique stamps. If there are any sets that you really like, buy a bunch!

Now, once you have your stationary made, carry it with you in your computer bag or backpack with your pen set. I have always written thank you cards. A friend of mine, just the other day, reminded me to write them immediately. After any meeting or if someone gives you a gift, immediately, as soon as you get in your car, back to your desk or stop at a coffee shop, take a moment to write a thoughtful thank you card. 3-4 sentences are all you need. Write something that captures the essence of the meeting or gift and just let them know how grateful you are. Then, handwrite the envelope and place one of your nice stamps on the envelope, then drop it right in a Post Office Mailbox. They will receive it the next day or the day after. Trust me, this is a very important step. Remember the power of gratitude and how good it will make the recipient feel.

*A Good Color Laser Printer:* I recommend purchasing a good color laser printer to print your future tiles. We already discussed the software, TurboCollage.com. It makes creating your future tiles easy, fun and quick! I would just go on eBay and purchase a refurbished color laser printer and get some refurbished ink, too. You don't need anything fancy, but at the same time, you want to be able to print out color future tiles as much as you want, without having to worry about the ink. Inkjet printer ink is expensive, and it uses a lot when printing full color.

You don't need anything expensive, but a good color laser printer is just great to have. You can use it for business proposals, too.

*Daily Mantra:* Have a daily mantra that gets your blood pumping. I recommend exercising first thing in the morning if you can. Something intense, like CrossFit is great, but do whatever works for you. One of my favorite movies is *300* starring Gerard Butler about King Leonidas. I encourage you to watch this movie and when you think of your vision, do so with the same commitment and passion that King Leonidas had. I encourage you to wake up and say, LIVE MY VISION! Just like he yells, THIS IS SPARTA! This might sound intense but do whatever it takes to get excited about taking daily action on your vision! Live deliberately and tie this same intensity and commitment to your vision, speech and actions and I guarantee that your life will become a reflection of your vision.

*Treadmill TV & Vision Board Motivational Videos:* I recommend getting a treadmill in your home. Get a simple TV and put it in front of the treadmill. Hook an Apple TV or Amazon Firestick to it and open up the YouTube App. From there, look up videos on *Luxury Lifestyle, Vision Board, Wealth Visualization, Luxury Living, etc.* Watch these videos as you walk, run or do heavy hands walking. Listen to an audio book or your favorite motivational music as you watch. BELIEVE THE LIFE ON SCREEN IS YOUR LIFE!!! Also, make your own videos! You can make these on your phone if you want, I know the iPhone has iMovie where you can drag and drop photos and videos and put music to the sequence. Be creative and do whatever it takes to really impress your goals onto your mind!

*Motivational YouTube Videos:* Do a search on YouTube for

Motivational Speeches. Listen to these as you drive, workout, clean the dishes, do laundry, yardwork, etc. and let them fuel your belief and gratitude for your vision and let them be a fire to take action each day on your goals. To all the people creating these wonderful videos, THANK YOU!

*Audio Books:* Use Audible.com to purchase the best audio books you can find. Listen to them, use the bookmark feature and re-listen to your bookmarks. Use these books to further fuel your vision and daily action.

*Dropbox, WebReader App, Voice Recorder, Evernote:* If you have the desire to write, I have discovered an excellent way to immediately make your manuscripts into audio so you can listen to them and refine your concepts and ideas. This is for an iPhone, but you can do the same with an Android I am sure. First, install Dropbox, WebReader and Evernote on your iPhone. Then install Dropbox and Evernote on your computer. I use Evernote because it has backup features to avoid losing notes if the same version of a note is open on both your phone and computer. I speak from experience on losing a day's work and losing it due to this happening! Then, you save your manuscript with today's date into a Dropbox folder on your computer. Then, open the Dropbox App on your phone, go to recent, open the most recent version of your manuscript. Press the three little dots on the top right, press export, then open in WebReader. When you press play, your book will be read to you. You can adjust the speed of the voice in settings. It is amazing. Now, you can listen to your book. Then, when an idea hits you, write down or speak a few words of the point in your manuscript where you want to insert that idea, then open Evernote or your voice recorder, write or speak those words down, then write or speak the new idea. Then, when you get back



to your computer, you search in the document for the words where you want to insert the new idea, then add the idea. This is an excellent way to refine your manuscript by listening to it.

These are just some tools to help make your vision creation process fun and effective. Once you get your vision tools, I encourage you to use them. Take the time to do the exercises in this book and do whatever you must to keep your vision as your predominant mental thought and to keep your grateful attitude as if your vision is already accomplished as your predominant mental attitude. All of the tools above are a small investment to make but will make the vision creation and etching processes fun and exciting. The next part of the process is taking action! Taking action is actually the easy part. Our schooling taught us how to take daily action to learn the material we needed to learn to pass our tests. The only difference now is that it is YOU who created YOUR syllabus. As you are thinking your vision, when inspiration is given to you, take action on it! The idea may apply to your existing business, or it may require you to develop new skills, if it requires new skills, set a goal to learn those skills!

## ***How to Organize and Take Action on Your Goals & Inspirations***

How do you create a plan and take action on your goals and inspirations? Again, this is actually very simple and all it requires is for you to understand the \$25,000 Idea<sup>xci</sup> from Earl Nightingale's *Lead The Field Program*. In the hey-day of Carnegie Steel, Andrew Carnegie asked a consultant, Ivy Lee, to visit his offices. He told Lee that *'He went on to tell Ivy Lee that what was needed wasn't more knowing but a lot more doing. He said, "We know what we should be doing. Now if you can show us a better way of getting it done, I'll listen to you and pay you anything within reason you ask."*' Lee told Carnegie to take out a piece of paper and write down the six most important things he needed to do tomorrow, then to number them from one to six in order of their importance. Then, he instructed Carnegie to take out the piece of paper upon his arrival in the morning and start work on number one. If something or someone should force its delay, simply move onto number two. Then, when the person or thing that forced number one's delay arrives, go back to number one and complete the task. When number one is completed, you move onto number two. You simply keep moving down the numbered tasks until all are completed. Lee told Carnegie to create this prioritized task list every day and execute each item in order of importance. A few months after this meeting, Ivy Lee received a check in the mail for \$25,000 along with a note from Carnegie. In his note, Mr. Carnegie stated that, *"From a financial standpoint, the lesson taught to him by Mr. Lee was the most valuable lesson he had ever learned"* and to accept the money as a small token of his appreciation.

As you work on your goals through this method, holding

your vision in gratitude, inspiration will strike you. As you have these '*blinding flashes*' immediately write down the idea. You will see combinations on how to do things better and ways to improve everything! The more grateful you are and the bigger your vision, the more ideas you will have. The reason why is that the bigger your vision, the bigger the challenge to be solved by Universal Mind and the more service you will have to render; hence, you will be flooded with new ideas. It will be like everything you see; you will have an idea on how it can be enhanced. I want to emphasize this again; you have to do all you can to stay in gratitude as you are thinking your vision. It is a moment by moment frequency and if you allow any malicious influences to take you from your frequency of gratitude, you will be the one who loses connection to Infinite Mind. You will be the one whose vision takes longer, if ever is accomplished, if you lose your frequency of gratitude. Without gratitude, you cut off your connection to Universal Mind. When you are not in gratitude, you have the wrong WiFi password and your connection to Universal Mind is turned off. In that state, no ideas will flow. ONLY believe in your vision being true. ONLY believe and feel gratitude for the life conditions of your realized vision. Remove any media, people and organizations that take you from your vision. Allowing them into your mind and giving them access to change your frequency only hurts you by severing your connection to Universal Mind. Changing your frequency not only severs the communication to the Mind of God but robs you of your moment-by-moment joy. As you stay in gratitude for your vision, you are just going to have new ideas all the time.

It is like a miracle. In the beginning, as you have them, you have to choose one and stick with it. Once you have cash flow from that idea, you can delegate the business systems to others

and focus on bringing more of your ideas to market. Lori Greiner, from *Shark Tank*, started with one idea, a patented jewelry box. When that became financially successful, she branched out into other products and continues bringing new ideas to the market. Ms. Greiner holds many patents now; is financially wealthy; and helps others bring their products to market. Read her book, *Invent it, Sell it, Bank it!* for ideas to bring product ideas to market. For example, Lori Greiner invested in Aaron Krause for his sponge invention, *Scrub Daddy™*. *Scrub Daddy™* has become very successful. This is a perfect example seeing a way a product in an existing market can be improved. An idea, that Aaron and Lori brought to market. The only way you know if an idea will have demand is to put it on the metaphorical shelf! You have to try!

Hold your vision in mind, stay in gratitude and listen for such ideas in your life! For service businesses, again, read *The Emyth Revisited* by Michael Gerber. For service businesses, I highly recommend starting from day one with a business model that bills monthly and where the services can be either a managed service where you have great vendors, or services that can be delegated. So, you may start performing the services, aka doing the work yourself, but eventually, you can delegate them. This is how I started. I developed hundreds of websites, writing copy, doing basic design, shooting and editing video, and selling, but eventually developed systems and had the cash flow to delegate these services. Now we have a team of writers, developers, designers, videographers, project managers, server administrators, etc, who all run and help refine the systems of our business. By doing the work yourself, you learn how long tasks actually take to do, so you are not taken advantage of when you do delegate. Doing the work also helps you really understand the technical aspects of the business. This is just how I started; your

startup story will be unique to you.

Whatever type of business you start, write down the idea, then write a plan on how you will accomplish it. Read a book on business planning if you have to, but don't get too caught up in all of the formalities. I usually write a few page business plan. The first part is the description of the idea, and then I create an Excel spreadsheet with basic costing, profit and a forecast to release the new service to our current customers and to the market through sales. The description turns into the website and marketing collateral copy, and then we start selling the service. At Roman Media, we are constantly testing and trying out new ideas, scripts, sales funnels, search engine optimization methods, curiosity builders and when we find a formula that works, we get ten real customers to succeed with the new service, then we offer it as a new service to our current client base and to new customers. These new 'services' started as the exact combination of existing business systems that just appear as we work. This is what you will experience as you gratefully hold a big, bold vision in mind. Also, as you bring new ideas to market, these new services are what is meant by creating multiple streams of income. If some market force were to stop one of your business products or services, no big deal, you have others that also make revenue.

Once you have a basic plan for your business idea, simply chunk it down into manageable tasks. I love the saying, "*How do you eat a cow, one hamburger at a time.*" You have to, as Tony Robbins recommends, chunk your business plan into tasks that are accomplishable. Some tasks take more time, some less, but the important part is that you have a task list. Writing a book is a big task, but it follows the same principle. Schedule the time to

work on it, sit down, get right to it and do your best writing. As new ideas for the book surface as you live your life, capture them on the audio recorder on your phone or in Evernote and process those notes when you sit down at your desk. The size of the project is irrelevant. Simply write a plan, break the plan down into tasks, then put those tasks on your list, number them, and get to work on number one. Larger projects may require a more detailed plan, but the same process can and should apply.

One's daily planning method is one of the most personal things in a person's life. I recommend using whatever tools you enjoy to plan your day. If you have a certain pen, journal, or paper, use them! Please allow me to tell you what I have found to be effective. First, just as we can only think one thought at a time, we can only do one task at a time. There is no such thing as multitasking. In each moment, we are doing one thing. Number your list, starting with 1, then 2, then 3, and keep going until each task is numbered. You have to have a way to only do one thing at a time, so don't say, A1, A2, B1, B2, just number your tasks and complete as much as you can each day. Do this and you will see results that you can't imagine. Focus only on the task at hand and give it all you got.

Don't believe it can be this simple? Listen to what Andrew Carnegie, literally, the richest self-made person in history thought of this method. Earl Nightingale writes, *"The entire interview hadn't taken more than a half-hour. In a few weeks the story has it that the company president sent Ivy Lee a check for \$25,000 with a letter saying the lesson was the most profitable, from a money standpoint, he'd ever learned in his life. And it was later said that in five years this was the plan that was largely responsible for turning what was then a little-known steel*

*company into one of the biggest independent steel producers in the world. One idea, the idea of taking things one at a time in their proper order. Of staying with one task until it's successfully completed before going on to the next.*"<sup>xcii</sup> Or as Will Smit puts it, "You don't set out to build a wall. You don't say 'I'm going to build the biggest, baddest, greatest wall that's ever been built.' You don't start there. You say, 'I'm going to lay this brick as perfectly as a brick can be laid.' You do that every single day. And soon you have a wall." Trust me. Just make a list, in whatever form you like, using whatever tools you like, then number that list from 1 to the end. Then, get to number one and finish it, then number 2, etc., and you will see results that you can't believe. Just focus on the on brick/task in front of you today and perform it with every single bit of you with excellence, passion, enthusiasm and professionalism. Do this for each of your tasks and what you create will astonish you.

I encourage you to read *Essentialism, The Disciplined Pursuit of Less* by Greg McKeown. In his book, he says we can either go a millimeter in a million directions or go big in one direction. If you want to see your vision manifested, I encourage you to apply the \$25,000 rule and focus on a specific goal until it is complete. This being said, you will often, as I do, have client/work goals and your personal goals and wonder how to delineate between the two. This is what I do. I do customer work from 9am – 5pm and work on my personal goals before 9 and after 5. If I finish my client work between 9 and 5, I have the privilege of getting back to my goals and can work on them during work hours. I say privilege, because, that is how it feels to have a clear goal on which you can't wait to get back to working.

Your main list of goals that you made in the preceding pages

should have due dates on them. I recommend that you have a calendar of those due dates and look at it at least every week. Also, as you re-write your goals, re-write the due date and visualize its accomplishment on that date. This can be considered more of long-term planning. If those goals are in the next 20 years, 10 years, five years or one year, put them on a list and in your calendar with their due date. Look at your long-range goals at least once per week and use the tools above to etch them into your mind. Tacitly speaking on actually getting goals done, this is what I do and recommend.



## ***Creating Your Daily Task List***

Running a business consists of completing individual tasks. Your task list may be considered self-leadership. Thomas J. Watson, founder of IBM, put it this way, *“Nothing so conclusively proves a man’s ability to lead others as what he does from day to day to lead himself.”* You charting your course each morning will allow you to actually navigate to your intended harbor, your goal. In order to get there, you may need to solicit and organize the service of others through delegation. Your daily task list is the structure in which you get your daily action done. Wallace Wattles said, *“Do not wait for a change of environment, before you act; get a change of environment by action.”* The financial resources you seek to live your vision are on the other side of your completed task lists. If you are not getting the results you want, I encourage you to grind more focused and harder on the tasks you write each day. Get to your desk/field/job-site earlier and stay focused on the individual task at hand until it is completed with all of the excellence you have inside of you. We always have projects that will require new equipment, but for your daily task list, listen to what Theodore Roosevelt says, *“Do what you can, with what you have, where you are.”* For today’s list, just do your best with the exact tools you have.

John Elway once said, *“I became great, by being good over a long period of time.”* All you have to do is your task list each day, focus on each task and do the best you can at it. You have to complete the task lists, too. Don’t just keep rewriting them. Half-finished work is labor lost, so finish your tasks in the order in which you numbered them. Put a belt on your leg and chain yourself to the desk if you must in order to avoid distraction. For me, this book was one such task, that I worked on during my

personal goal time zone until it was complete. Focus on ONE task at a time, complete it with all of the excellence you have within you, then go onto your next task. If it is five o'clock and you have to leave your desk, redo your task list the next day and pick up exactly where you left off. This is how you will change your conditions, through focused and effective action.

As soon as you sit at your desk, if you haven't already, I recommend *getting clear on your vision* AND *getting into the frequency of gratitude* by rewriting your goals and writing 10 things for which you are grateful for 2-3 minutes. Take a moment to read over your goal commitment paragraphs and really know why you are going to give each task all the excellence you can muster today. This is the process of painting on your blank canvas. Really visualize that future you created as you write! Rewriting your goals is the *WHY* you are putting in the time and energy to work today. Practicing gratitude by writing down the things for which you are grateful broadcasts the magnetic force to pull inspiration; puts you in conduction with Universal Mind and simply makes you feel amazing. The power of writing things on paper, *pen-to-paper*, is well documented and you can do a quick internet search to see the effectiveness of it. I often ask if trading a few minutes per day and a few drops of ink, as Mark Victor Hansen says, on paper is a good deal to live the life you truly desire? Trust me, it works. Once you re-write your goals, get a clean piece of paper out for your task list each day. By having a task list, you give your subconscious mind 100% of it's creative capacity to solve the challenges required to create your vision. Rewriting your task list is the *HOW* you will accomplish your goals today.

As you work on your task list, you will experience certain

challenges and problems to which you do not immediately have the answer. When this happens, I encourage you to unite and utilize your connection we are describing in this book to Infinite Intelligence to solicit It's help in solving the question you face. The process works like this, your conscious mind is the 5% over which you have control, the 95% is God's Mind, the subconscious/superconscious mind, Universal Mind, Infinite Intelligence, etc. When you have an idea and put it on paper, to be worked on later, your subconscious mind trusts that by putting it on paper that you will get it done. It can then let the thought go and use it's power to solve new challenges you are giving it through the images you are holding in your mind, your vision. Your 95% Mind, whatever you choose to call it, is your problem solver. Robert Collier explains this concept brilliantly in his book, *The Secret of the Ages*, my favorite book.

He says, *"But to use your mind to the best advantage doesn't mean to toil along with the mere conscious part of it. It means hitching up your conscious mind with the Man Inside You, with the little "Mental Brownies," as Robert Louis Stevenson called them, and then working together for a definite end.*

*"My Brownies! God bless them!" said Stevenson, "Who do one-half of my work for me when I am fast asleep, and in all human likelihood do the rest for me as well when I am wide awake and foolishly suppose that I do it myself. I had long been wanting to write a book on man's double being. For two days I went about racking my brains for a plot of any sort, and on the second night I dreamt the scene in Dr. Jekyll and Mr. Hyde at the window; and a scene, afterward split in two, in which Hyde, pursued, took the powder and underwent the change in the presence of his pursuer."*

*Many another famous writers have spoken in similar strain, and every man who has problems to solve has had like experiences. You know how, after you have studied a problem from all angles, it sometimes seems worse jumbled than when you started on it. Leave it then for a while—forget it—and when you go back to it, you find your thoughts clarified, the line of reasoning worked out, your problem solved for you. It is your little “Mental Brownies” who have done the work for you! The flash of genius does not originate in your own brain. Through intense concentration you’ve established a circuit through your subconscious mind with the Universal, and it is from It that the inspiration comes. All genius, all progress, is from the same source. It lies with you merely to learn how to establish this circuit at will so that you can call upon It at need. It can be done.*”<sup>xciii</sup>

I highly encourage you to read *The Secret of The Ages*. It can explain this concept even further. The circuit about which Robert Collier is speaking is the exact circuit in this book. It is this exact relationship we are trying to open up, which will cure any soul-sickness we experience. The goal of all of this is to have *Soul Health*, which is simply a wide open connection to The Universe. All we have to do to achieve this ‘*Soul Health*’ is to gratefully hold our vision in mind and make the time to take focused action on the inspirations that ensue. If it worked for Robert Louis Stevenson, Robert Collier and many other writers, businesspeople and the likes, it will work for you. Do an internet search for ‘*Thomas Edison dropping steel balls*’ and you will find how he cultivated his relationship with this same connection about which we are speaking to solve his most challenging and daunting problems. He also attributed many of his insights and new discoveries to this same problem solver. For you to use it, all

you have to do is the process outlined in this book. When Mr. Collier says refers to *'The Man Inside of You'*, you can consider that to be the *Real-You*. This is what I meant when I said that I consider myself, *'We Made'*, not self-made. It is *The Man Inside of Me, The Real-Me, or God and Me* who accomplishes things. It is that *'Man Inside of You'* that you show your problems to that solves them for you. Again, this *Man Inside of You* can be considered God, Your Subconscious/Superconscious Mind or The Universe, whatever you want to call it. I encourage you to listen and take action when that Power speaks to you through inspiration and creative thought. Mr. Collier says we call upon this power through intense concentration, but I think of it as fun concentration. When you think of the life you really desire, it is fun. All you have to do is etch it onto your mind with the methods we discussed. That's it. You just have to actually create your vision We are just so lucky to live in the time we do. In the past, without all of these tools, it probably was intense to concentrate on one's desired future. But, with the *Vision Tools* outlined before, it is truly fun and inspirational. I ask that you try the ideas in this book for a period of time, for a few months, and let me know your results.

By writing your tasks on paper, you are giving your subconscious mind 100% of it's capacity to use on new challenges, not on trying to remember tasks. Then, actually working on the task will further your relationship with your subconscious mind and give it the confidence to give you bigger ideas in the future. I cannot emphasize the importance and effectiveness of creating a daily prioritized task list each day. If you do this every day, you will get more work done and create more than you ever imagined possible.

I recommend creating a new list each day as trying to use yesterday's list just doesn't motivate you. It is like drinking yesterday's coffee versus a fresh cappuccino. Creating it fresh gets all the tasks to which you will apply yourself right on the forefront of your mind and gives you a new creation that you can cross out. Crossing out your tasks fills you with fulfilment for a job well done. The daily commitment to re-writing your task list also motivates you to FINISH the tasks so you don't have to keep rewriting them. Consider rewriting an unfinished task a penalty for not completing or delegating it yesterday! When you see it there, GET IT DONE!!! If it is a task that you just don't want to do or is something that was asked of you that you, as a business, don't do, politely tell the person no or refer them to someone else. Try to only have on your list items that are revenue generating tasks that will make the most profit today. Yes, we have to do various other tasks to run the business but knock them out intensely and thoroughly or delegate them. When you have a numbered task list, you want to chain yourself to your desk to work and apply yourself. You MUST number your list, too. Something magical happens when you number your list. When you number your list you know you have a game plan. You know you have a map and you know what to do first, then second, then third... When you know you are focused ONLY on this task at hand; when you know you will not get to your next task, check email, look at the web, or even leave your desk until it is done, something happens. It is like you become a steam roller and roll over even the most difficult and complex task because you know you have to finish it in order to work on another task, check your phone or go on the internet, etc. When you have integrity to your numbered list a power wells up inside of you that just crushes the task at hand. It is a momentum that just rolls over the tasks of

your day. Eric Thomas discusses hitting a point where you are so hungry to work on your goals that you forget to eat. A numbered list is how you get to this point. When you have integrity to your numbered list, you just get things done!

Think of it like this, visualize having a large anvil and pushing it to the edge of a cliff. The anvil is your task list. Then, picture yourself tying a rope to the anvil and then the other end of the rope around your waist. That is numbering your task list. Then, picture pushing the anvil off the cliff. That is you starting on your first task. Once you start on your list, there is nothing that can stop you from moving through your list, just like there is nothing stopping the anvil from getting faster and faster. Please trust me, try this method and see not only it's effectiveness, but the amazing feelings that fill you as you work on and complete tasks that YOU created and are bringing you one step closer to YOUR vision. Finishing the tasks on *YOUR* list is one of the best feelings available to human beings. Working on and finishing your numbered tasks will fill you with passion, enthusiasm and fulfillment. It will open up the connection to infinite mind for inspiration to further improve what you do and the life conditions of those you serve. If this method turned a little-known steel company into the largest steel manufacturer in the world, and Andrew Carnegie into the wealthiest person EVER, think of what it will do for you and your business!

When you don't have a list, you want to do anything but work! When you don't have a list, you want to escape and watch a movie or television, but with a prioritized list, you want to fully apply yourself! Also, when you deviate from your list, you will literally feel lost. You will feel like you took a wrong turn and are driving in circles. The reason for this is that you have *the* map to

your vision and you are choosing to deviate from your game plan. Your subconscious knows this, which is why you feel lost. I encourage you to stay 'On-List' as much as humanly possible. If a client call comes through and you need to take it, do so, then if the task they need will take less than two minutes to perform or delegate, do it, if it will take more than two minutes, put it on your list for tomorrow. Also, once you get use to the sheer wealth building, efficient business growth and organized fulfillment you experience when you have and stick to a daily prioritized task list, you will be chilling on the weekend itching to write your list for Monday Morning! There is such power in having integrity to *YOUR* fresh, daily written, prioritized task list. Please try it for a period of time, at least three weeks, to build a habit and see its effectiveness!

In regard to re-writing your goals and task list each day, remember that, as Mark Victor Hansen says, we are all '*instant forgetters.*' This means that our minds are blank form each morning and we must re-etch-paint-sculpt our vision *EACH DAY* to ensure that it is fresh on our mind and fully impressed to Infinite Intelligence. Re-writing your list puts you in the company of Leonardo da Vinci, Andrew Carnegie, Earl Nightingale, Brian Tracy and many more high performers; gets the cobwebs out of your mind and gets the gears turning in a way that is hard to describe, but works beyond measure. Your daily task list is your road map to your vision. Looking at yesterday's list is just un motivating and does not work. I use a blank piece of my company letterhead each day. Just as rewriting your goals each day improves memory and gives you the ability to live your vision in the present, re-writing your prioritized daily action task list each day gives you a birds eye view of where you are going that day.



Think of it like this, have you ever put your destination in a GPS and followed it blindly? You didn't know where you were, what part of the state you were in or even if you were going North or South, right? Have you ever had the GPS take you some weird, back-road route where you hit traffic lights and were late to a meeting? I have. Isn't it so much better to look at your destination on a map, then in mind, know the direction you are going and the roads you will be taking? Then, when you are following the GPS, you know the direction you are going, the roads you will be taking and have a birds-eye view of your journey. Then, when the GPS tries to take you down an exit that you know isn't the fastest way, you can skip it and take the roads you know to be most efficient?

This is what creating your list daily does for you. It gives you that higher level summary of what you need to get done; helps you avoid any activities that are not the most efficient route to your completed tasks; and pushes you to get through your tasks focused and efficiently. When you get your list done, you can finish your list and do the things on your own, personal list, e.g. coach a team, spend time with your family, workout, go to open mic night, work on writing a book, etc. This is why I recommend owning your own business and not having partners. Your day should consist of efficiently finishing your tasks, NOT being at your desk for a fixed period of time just because everyone else is doing that. Also, anytime someone telling you that you will become 'partner' at some point or if they want you to buy into being a 'partner', watch out. That simply means that you are going to be on the hook to do a job for the duration of that partnership. Also, I have seen people get their "partnership" stripped from them when a medical and legal practice was sold, with no return on the partnership investment. Please trust me on

this, own your own business where no one can strip you of your livelihood and force you to work extra hours just because ‘that is what everyone else is doing.’

When you own your own business, the more efficient you are in getting your tasks completed, the earlier you can get to your personal goals, whatever they are. I highly encourage you to spend the time you need to set your goals and plan your day. Brian Tracy once said that, “*Every minute you spend in planning saves ten minutes in execution.*” This is absolutely true! You may think that re-writing all of your follow up calls from yesterday would be taxing. It is not. When you re-write them, you will visualize a successful outcome and do better on that call, on that email, in that meeting, or on that writing task, etc. Some people recommend writing your list at the end of your workday or before bed as to etch it onto your subconscious to allow it to further help solve any pending issues from the day before. This is a great idea and when you write your list is a personal choice and I recommend to do what is best for you. It is good to at least review your follow up list at the end of the day to solicit your sub-conscious mind’s help in solving any lingering challenges you face.

From there, date the top of the page and write a daily affirmation of how you feel right now and your intention for the day. For example, “*I will give each task of this day my full attention and pure power.*” From there, below that, write a few columns, I label mine: Delegation, Calls, Emails, Short (meaning tasks that are longer than sending emails, like sending a thank you card or writing a campaign piece for a client), Project, and on the right, I put one called Follow Up. When a task requires me to follow up, for example, I called and got someone’s voicemail and

want to call them back, I would put that in follow up. On the bottom half of the page, I label that Personal. I put the same exact columns for that section, too. I take out my task list from the day before and review the follow up columns. I write any tasks that have to get done in the appropriate column above, e.g. delegate (tasks to be delegated to my team or vendors), phone calls, emails, short, projects, follow up. From there, I create two separate numbering systems. One for client work and one for my personal goals. I start with delegation and move to the right, through the columns, say there are 15 items to be delegated, they would be labelled 1-15, say twenty phone calls needed to be made, they would be labeled 16-35. Then, I go to the email column, say there are 25 emails to be sent, they would be labeled 36-60, then, say there are 5 short tasks to be done, they would be labeled 61-65. All items are crossed out as they are completed, which feels amazing, and if follow up is necessary, added to the follow-up column. Then, my personal goals are at the bottom of the sheet, which have their own task list of the same exact numbered structure. A note on phone calls, there are certain calls where you know you will be on hold for a while. I recommend safely making these calls when you drive. Pull over, dial the number, then safely, on a hands-free device, hang out on hold. This way, you are not wasting the valuable time at your desk on hold. So, all of my personal goals have the same exact types of steps, delegate, calls, emails, short, projects, follow-up and are numbered separately from one through however many there are.

The reason why is that personal goals are only worked on before 9 and after 5 or when customer work is completed. Then, I say a prayer, thanking God for the ability to do the service before me and pray for a successful day. Usually, it is early in the morning, around 6, so I get to work right away on my personal

number 1 goal until it is done, then number 2 until it is done, etc. until 9am. Then, I get to work on client goal number 1 and crank them out until the entire list is complete. There are bankers in New York City who make 400+ phone calls in a day. When I did corporate sales, we had to make 100 calls by 11am. A part of the phone calls we make are through our CRM (customer relationship management) tool that gives us the calls to do that day for an individual lead, prospect or client campaign. I consider CRM sales calls to be customer related work, so it goes in the 9-5 customer/business time zone. I encourage all organizations to be sales organizations where you dedicate a certain amount of high-energy time per week to sales related activity. The more sales activity you perform, the more sales you will make. When you have the numbered list, something magical happens and you can't wait to get through your calls so you can see a completed list and get to your own, personal goals. Then, when you finish your client list or it hits 5pm, you have the privilege to work on your own, personal numbered list of tasks. This is all you have to do. It is very simple. You just chunk your tasks into the different categories, metaphorically, floor the accelerator for each category, then shift gears into the next category, until your work is completed. As you complete your goals, I encourage you to use the same process in the preceding pages to reset new and bigger goals!

Also, it is okay to NOT do things NOT on your list. To say it properly, it is okay to only perform activities on your list! That means if someone calls to go to lunch and you are jamming, say no. What I usually do is chunk my in-person meetings and conference calls into a few days a week, usually, Thursday and Friday. This way, on the days I am at my desk, I am really cranking on my lists; getting my highest priority goals

accomplished and actually making progress toward my vision. I am not a huge fan of grabbing lunch during the day either. Remember, when you work, you work, when you play, you play, and don't confuse the two. If I want to see a friend, I think seeing that person after the workday is best so you can actually have no pressure on time and a quality conversation. Now that I am married and have a family, I notice myself calling friends to catch up as I drive.

A big question with which people grapple is how to handle email. I consider email a part of delegation. I check my email at the start of my task list when at my delegation column. It takes me about 20-30 minutes usually to get through my emails and delegate appropriately. Then, I check email again when I get to my email column. Then, if there is something urgent and a client tells me that they need or sent me something via email, I will check it. We have a support email for our company that our team checks regularly, but for me personally, I really put a concerted effort into working on my numbered task at hand. I answer the phone during the business day when at my desk, but really try to get right to the heart of the matter quickly, so I can get the client request handled or delegated appropriately. For these types of tasks, I have a rule I read once. If the 'emergency' takes less than two minutes, I do it immediately, if it takes more than two minutes, I either delegate it or add it to my follow up list to be added to the appropriate column and numbered for the next business day.

This is one way to plan your business day. Again, your preference on your structure is extremely personal, but I hope you find my method somewhat helpful. The key is that you create a list, and number it, then only focus on the number on

which you are working until it is done with all the excellence you can muster. If you do a system like this, I guarantee, each day you will accomplish so much, that you will be amazed. Also, during your business day, keep in mind your realized vision and feel gratitude for it. Remember that the tasks on which you are working are creating your realized vision. Your vision is the fuel to get your work done. Keep in mind the words of Earl Nightingale who said, “*Success is the progressive realization of a goal.*” As you work on your goals, you are the epitome of success. Remember, the busboy with a clear vision and working on his goals is equally as successful as when he is the restaurateur. As Mark Victor Hansen reminds us in his awesome book, *Future Diary*, “JC Penny once said, “*Give me a stock clerk with a goal, and I will give you a stock clerk who makes history.*””<sup>xciiv</sup> Once you become committed to your goals and see the importance of completing your tasks, you can transform your life so drastically, it will startle you.

## ***Choosing Your Sacred Circle***

Mark Victor Hansen says, “*A person ecstatic about a goal can do anything!*”<sup>xv</sup> A person is either with a goal, or without a goal. When a person is looking forward to working on their goal, they are on fire and releasing energy. When a person is without a goal, they are asleep and seeking escapism behavior. The irony is that this escapism behavior may look fun on the surface, but really leads to bad emotions. Dorothea Dix said it like this, “*Nothing seems to me so likely to make people unhappy in themselves and at variance with others as the habit of killing time.*” People without goals want to kill time, for example, and party harder, because they have nothing fulfilling planned for the next day. I hope this book puts you in the first category each day of your life. It is well-known that you become the average of your peer group. I recommend that you surround yourself with people who have goals and who validate your efforts and daily successes. I have noticed that it is people who have their own goals who validate and encourage because they are on fire to accomplish their goals and vision. People who are not clear on and who are not actively pursuing their vision are missing out on the best range of emotions that exist. Often, they struggle with self-love and their internal world/thinking is often projected on others through toxicity. Such people, without clear visions, goals and without self-love, may discourage others from attempting to live their vision through such projection.

Don't surround yourself with discouraging people who do not have a vision. You can try giving them the example of your life, but if they continue to be a toxic influence on you, instead of taking your leadership, distance yourself from them. I highly encourage you to have friends who hold a clear vision and

naturally set goals on their own. Have peers where each of you motivate and bring out the best in one-another. You don't define your peer group by what they have materially, but by who they are. One's vision defines who they are! People with goals and a clear vision are people on fire for life and want more. People with goals are the person of their vision. By hanging out with people who have a clear vision, they will bring you forward, toward your vision, too.

The influence of hanging out with people who are excited and motivated to get up the next day and work on their goals is indescribable. This is what Eric Thomas calls your *sacred circle*. He says, *"Listen to me. Surround yourself with people who are on the same mission. How many people in your immediate environment, those people in your sacred circle, represent people who are on the same mission as you. Or do you have a bunch of people on your list who are not on the same mission as you and those individuals are pulling you down?"*<sup>xcvi</sup> By mission, I consider that people who are striving toward their vision; people who are using their unique talents in the service of others. Instead of going out late and sleeping in, your peer group will have balance where you ALL have to get up the next day to work on your goals. Instead of dragging you down, people with goals encourage you to do what you whatever you have to in order to meet your goals. TD Jakes says it very well, *"I've been thinking too low. I've been asking too low. I've been hanging around people who talk too low. If everybody in your life, you've got to feed them and encourage them, your crowd is too low. If your smartest person you hang around; your crowd is too low. If everybody is looking to you for help and answers; your crowd is too low. You need hang around somebody that intimidates you. That makes you study, that makes you grow, that makes you pray.*



*You need to get around somebody who is higher! Because, iron sharpens iron and great thinkers sharpen great thinkers and for where you are going, your crowd has got to change.* <sup>”xcvii</sup> Wow, TD Jakes says this so well. By higher, I am not referencing people who necessarily have more materially. You don't adjust your peer group because of what they have, but you must adjust your peer group for who they are as we mentioned above. Just as your goals turn into your vision and by gratefully believing you are the person in your vision, you become the person in your goals; a friend with goals is the person of their vision, too. Again, people without goals and a vision naturally participate in self-destructive escapism behavior, while people with goals seek to engage in behavior that will help all-parties involved to meet their goals. Spend time with people who have goals. Spend time with people who are in the forward direction of their vision. Spend time with people who are high performers who are *pouring it on* in their own life. When he says to hang around people who make you pray, consider this to hang around with people who make you more thankful and grateful. Get away from anyone who complains about anything! Hang out with people who validate you and your accomplishments; who will make you more grateful; who will be active participants to sharpen your thinking of your vision; who will propel you toward your goals and who will motivate you to be at your best state to work on your task list daily.

As you are cranking on your daily task list and living your vision, a good practice is to celebrate the small victories to keep your momentum and to enjoy the small stuff. I encourage you to have people in your life where you validate and encourage one-another as you share your accomplishments and things you discover that have value. Do you have certain people in your life

that when you send them a message or email, they don't reply? Stop trying to drag a response out of such people and communicate with people who actually reply; who want to celebrate accomplishments; and who simply want to be a part of your Universe. Stop trying to force people to be a part of a conversation. If you get an email about something, reply, even if it is one word. Say yes, or no. This inability to validate is a clear sign of vision a vision hijacking influence. You may say, "*What? Someone not being happy for my accomplishments is toxic?*" As you hit a goal on your daily task list, or have something funny to share and emailed or texted a *'friend'* to share this news, wouldn't you want a relationship with someone who congratulated and encouraged you, or replied back, *'Haha'*? You can choose such validating relationships and not associate with people who are just vacuums of energy, emotion and time. I am talking of people with whom you share great news or an accomplishment and there is either no response, just radio silence, or, even worse, active discouragement. Once you realize that malignant people are unable to validate, you will see their lack of response and/or discouragement as a red flag to get away from them. One reason such people cannot validate is because it would take away their superiority. These people are not worth having in your life.

The news you share with them could be about any facet of your life, too, from finishing an important project, to accomplishing a big goal on which you have been working, a big personal milestone, or just a funny email or text message. People with goals will validate because they, themselves, are working on their own projects, while those without goals and malignant people will intentionally leave you in silence, or worse, discourage you. There are many reasons why they do this, but,

again, the many reasons why are not important for this example, what matters is that they perform such behavior. If a friend writes a book, or is having an event, read the book, go to the event! Then, ask them questions about it, comment about what they wrote, write them a review and help them in any way possible! If someone sends a funny text to you, reply back, “*Haha, good one!*” If you get an email from someone, reply back, even one word. If it is a group message, it doesn’t have to be to the whole group, but send a message to the individual, that the message somehow made your day better. Reply, *Awesome!* or *Great photo!* or *Thank you!* Be the type of person you want to have in your life and simply stop communication with those who drain you. I can’t emphasize the importance of this one step enough. Don’t feel bad about it either! Trust me, if you want to reach your vision, you have to have the emotional fuel to focus and show up at your best state each day. Remove people that steal your vital energy and life-force from you. If you do, you will have the energy and encouragement to work on your goals and reach your vision, if you choose to keep them in your life, they will drain you each time you speak to them. The difference a few close friends who validate are worth their weight in gold. Getting rid of the drainers and focusing on the people in your life who bring good emotions to you will change your life so drastically, it is beyond words.

In a speech that is cited below, Les Brown’s guidance counselor blatantly told him he wasn’t college material. This type of discouragement is shocking and if you experience something like it, just get far away from the person. Don’t think you are being sensitive by feeling hurt when someone pulls such toxic behavior. Just be glad you realized the red flag and distance yourself from such people. Right now, the behavior might be just

be radio silence or discouragement to great news. If you allow such people any influence on you, when you have a big question about taking a certain direction in your life, they may just completely discourage you as Les Brown's example illustrates, and life is too short to have to put up with such influences.

As you crank on your task list, you need ALL of your energy and focus. Toxic people will stall your day with such invalidation, so don't let them! It's not that you need someone else's validation either. Social dynamics are just a reality. If you have a social circle that encourages you, the encouragement fuels you, brings you up and sharpens you as TD Jakes says above. As cited several times in this book, your social circle is so important and they either push you forward or drag you down. I truly encourage you to surround yourself with people where you push each other to focus to do your best so you actually make massive progress toward your vision by completing your daily goals. Have friends with whom you share your deadlines and hold each other accountable. Then, when either of you hit a big goal, you tell each other, and you celebrate! You go out to dinner, go fishing or whatever you want to do to celebrate!

This concept of peers helping encourage and solve challenges has been termed a *Mastermind Alliance*. Napoleon Hill mentioned this concept in his book, *Think and Grow Rich*, where he defined it as, "*The coordination of knowledge and effort of two or more people, who work toward a definite purpose, in the spirit of harmony.*"<sup>xviii</sup> See, the people in your social group will help you move toward your goals harmoniously, or will be an anchor preventing you from meeting them. You can choose to surround yourself with people whose interaction creates this mastermind dynamic and through your interaction,

you will be in more gratitude, have a clearer vision, be at a higher vibration, be given solutions to your challenges, and be encouraged to be and do your best. Ultimately, you will accelerate your goal accomplishment, become financially free faster and enjoy the life you designed if you hang out with fellow emotionally healthy goal setters and achievers. Your choice!

I recommend surrounding yourself with people who validate and stop sharing your vision, good news and challenges with people who relate by not responding or who actively discourage you. Again, life is too short to spend another moment dealing with such people. Friendships are important and, trust me, you are blessed having even one healthy, validating friend who will create the mastermind dynamic. Seek such people with whom to share your life. Such healthy friend's enthusiastic support will be a source of energy for you to reach your goals and live your vision. As the Book of Sirach says, *"Faithful friends are a sturdy shelter; whoever finds one finds a treasure. Faithful friends are beyond price, no amount can balance their worth. Faithful friends are life-saving medicine."* Healthy, goal-oriented people are out there. Distance yourself from those who drain you. As you work on your task list and hit these small victories, only share your daily milestones with people who fuel your pursuit of goals and encourage more success.

## ***Every Second Counts***

When it comes to taking action on your vision, every second counts. Listen to Jocko Willink on this, *“That is why I say, you’ve got to pay attention. You have watch, you have to watch every single second. Because those seconds, turn into minutes. And minutes turn into hours. And hours turn into days. And days turn into years. And so, that second, that second, that second that just went by, that counted. And so did that second, and so did that second, and so did that one. And in those precious seconds, you are either building or your decaying. You are either gaining ground or you are losing ground. In that second, and in every second. Every second counts. So, make every second count.”*<sup>xcix</sup> Listen to Jocko Willink on this. To meet your goals and live your vision, you are going to have to focus and do your best each second. Also, doing your best each second is not only when you are doing goal stuff either. Do your absolute best in anything you choose to do. If you are hanging with friends, be present; reading a baby a story, do your best; spending time with your significant other, be completely present; at dinner with friends, be off of your phone and make the time spent together memorable; singing a song, give it all you got; at the gym, give 100%, etc. My friends and I have a rule that we put our phones away, if someone uses it during dinner, they pay the entire bill! The point is, when you do something, give it all you got in the moment. When it comes to your vision, set big goals, gratefully hold a clear vision, listen for inspiration, plan your day, work your ass off and don’t waste a second.

The feeling of success is attainable to human beings only when they are in active pursuit of a goal. Remember *The Beatles*? Their music catalog is a timeless treasure. Just like Joe Vitale,

where each of his books could be the best book ever written, each song The Beatles produced could be the best song ever made. It is not by chance; however, The Beatles were at the studio at 10am and left after 6pm each day when they were together. They were extremely focused and worked very hard to create the music they did. Let's look at Jerry Seinfeld. There is a great photo of him surrounded by thousands of pieces yellow handwritten legal pad paper. He has been writing jokes every day since 1975! This disciplined work ethic is why he is not only one of the wealthiest entertainers ever, but one of the most loved comedians and the producer of the most successful sitcom in history.

There is a story that Mr. Seinfeld tells about how funny another comedian is and how that comedian had to crawl to have created such funny jokes. This means that comedian had to try the jokes many times, in front of potentially thousands of audiences, with many unsuccessful deliveries, in order to get them just right where they produced laughter. There is an episode in the first season of *The Marvelous Mrs. Maisel*, when they show her trying a joke several times. Each time, she tries a different delivery. The first five times it is a flop, the sixth, some people giggle, then on the 7<sup>th</sup> attempt, the audience erupts in laughter. This is the same way you have to think about persevering through your ideas, business and other goals. You have to keep trying until you get them right where there is demand in the market. Albert Einstein also got to where he was working hard, it was written of Einstein, "*He managed his time exactly: eight hours of work, eight hours of 'allogria' (miscellaneous) and scientific work, and eight hours of sleep (which he often used instead for writing his manuscripts).*"<sup>c</sup> Einstein applied a time management system and worked hard. I encourage you to use the time management system outlined here,

or to develop your own. The key is having one, sticking to it and fully applying yourself daily, so you can live your vision. Once you have a daily system, have the discipline to do it every day. As Jim Rohn says, “*Discipline is the bridge between goals and accomplishment.*” Eric Thomas calls this work ethic *Grinding*, Arnold calls it *Working your Ass Off*. Whatever you call it, get up and have the discipline to work on and give your all to your task accomplishment system daily.

The goal of the independence we discuss in this book is not to wake up and watch TV, but to have the time and space freedom to serve where and how you want, but to still have the discipline to apply yourself over periods of time so you can get your ‘act’ right. Personally, I have a rule that I work from 9-5 each day and do not deviate from that schedule. I do not take personal time, break free at 3 in the afternoon, or take days of the week off. I do this because, yes, I truly love what I do, but as an entrepreneur, you must have the daily work ethic to actually create and produce something with your time. You have to have the self-discipline to plan your day, then stick to that plan until it is done.

Don’t be an entrepreneur in name only, meaning that you are unemployed. The key to being in business is cash flow, and if your business doesn’t make the money to pay your bills, work as many jobs as you have to so you can live, but leave the hours you need to serve your clients open so you can run your business. This is exactly what Jayla Siciliano, founder of Bon Affair Wine Spritzers did and what I also did when starting my business. She appeared on *Shark Tank* Season 5, Episode 28 and expressed that she quit her full-time job and bartended at night so she could have the time during the day to work on her business. This is



what I wholeheartedly encourage you to do as you start your business. You have to be in the mindset that the only option for your business/Plan A is success. All other jobs you have are simply supporting you financially until your business/Plan A has enough cash flow where you can support yourself financially. As your business cash flow increases, you spend more time on your business. The key is that you have a structured goal accomplishment system that you employ daily and actually get high demand tasks done as an individual and as an organization. Also, I encourage you to have a business that produces monthly cash flow and that can be delegated, so you can achieve financial freedom.

Then, when you do have time off, at nights and weekends, you truly enjoy it. Again, the old phrase work-hard, play-hard, is completely accurate. I take that phrase to mean, when you work, you work, when you play, you play, and you don't confuse the two. The funny part is that I am so excited by my goals, that I get up early on Saturday and Sunday to get to my desk and write and work on projects before everyone gets up. The reason why is that I constantly expand my vision by creating big goals and meet them regularly. Working on such goals is just so much fun and so fulfilling. When you have big goals, you just cannot wait to get back to work on them. Big goals, a gratefully clear vision, a prioritized task list, truly looking forward to working on them, then opening your eyes, clapping your hands and jumping out of bed to work on them, keeps you sharp, motivated and youthful.

When Eric Thomas speaks of *grinding* and Arnold speaks of *working your ass off*, don't let the concept of working hard intimidate you. When you have BIG goals, you simply cannot wait to get to them. I really believe that thinking bigger is better

thinking because bigger thoughts motivate. Bigger, fun thoughts draw you forward through the uncomfortableness to reach them. Bigger thoughts are just more fun! Bigger thoughts are where you are doing the things you really, actually want to do! Where you serve doing what you choose to do; where you drive what you want to drive; and experience what you actually want to experience! Thinking bigger truly compels you to go through your own personal evolution on a day-to-day basis. The tools you learned in this book to have a big vision will help you think bigger, and thus better, only filling your mind with thoughts you want to have, that motivate you toward the future you eagerly want to create. Through this system of connecting to The Universe through gratitude for your vision, listening for inspiration, and having the channel of service to bring it to reality, you will experience genius. It is the same exact process that any genius in history took and experienced, Einstein, Edison, Franklin, Rowling, etc. Believe in yourself; believe in your potential genius and take action on your inspiration! You are *'powerful beyond measure!'* Trust me on this, please, just do it. Have the courage to go out and do those things that you are inspired to do. Trust me, you can do them. They are inside of you because YOU are the person who is supposed to bring them to reality. Please, trust me, do it. Once you taste the feeling of doing the things you were put here to do, you will LOVE to *work your ass off* and *grind* as Arnold and ET recommend. The work on those goals that fulfill you will release such a high emotional state, sense of confidence and feeling of power, that you will want to perform those actions as much as humanly possible. As you perform at your highest state, you will turn others on so they can do the same. Let's hear how Marianne Williamson says it:

***Our Greatest Fear by Marianne Williamson***

*It is our light not our darkness that most frightens us.*

*Our deepest fear is not that we are inadequate.*

*Our deepest fear is that we are powerful beyond measure.*

*We ask ourselves, who am I to be brilliant, gorgeous, talented  
and fabulous?*

*Actually, who are you not to be?*

*You are a child of God.*

*Your playing small does not serve the world.*

*There's nothing enlightened about shrinking so that other people  
won't feel insecure around you.*

*We were born to make manifest the glory of God that is within us.*

*It's not just in some of us; it's in everyone.*

*And as we let our own light shine, we unconsciously give other  
people permission to do the same.*

*As we are liberated from our own fear, our presence  
automatically liberates others.*

Know that the best that we can do in this world is to live a great life. Your genius and real leadership is accomplished by action. Look to your life and life conditions to motivate and inspire you. When you see someone living a great life, ask this person how he or she did it and then follow suit. Emulate the thinking, philosophies, and habits of those whom you admire. You may find that many of the principles in this book are the same Universal Laws that helped to get them where they are today.

## ***Becoming the Person of Your Vision***

In order to manifest your vision, you have to become the person of your vision. To achieve your personal best, you will have to learn to do things you haven't done before and to become the person who is able to manifest what you visualized. Les Brown puts it this way, *"We all have greatness within us, but greatness is not our destiny. It's a choice that we have to make consciously to put ourselves outside of our comfort zones. In order to do something you have never done, you have to become someone you've never been. When you get outside of what's familiar, what's comfortable, what feels right and put yourself in a position beyond your comfort zone, that will give birth to a part of yourself that you don't know right now."* The birth you will give will be to the *Real-You* who wants to continue to improve, serve more and to experience better each day. Wallace Wattles once wrote that the innate feeling we have as human beings to *"do more, be more, have more"* is the same feeling that caused a brave fish to crawl on dry land for food. That feeling inside of you - the happy discontent - is divine unrest and the urge of God pushing you forward. Evolution is the excess of life. Humans are evolutionary beings that seek to solve challenges and create and appreciate improvements in our condition. As far as we know, we are the only such evolutionary beings in The Universe. Beings who can create their future in thought, then in reality through action. Each of us are very important and have specific purposes on a bigger plan. Life is better now than it was a thousand years ago and is getting better each day. We are just so lucky to live in the current time; with an abundance of opportunities in front of us. We enjoy a quality of life and freedom for which all of civilization throughout history worked.

Once you choose to hold a bold vision and begin to do your part to help The Universe evolve through your unique talents, life will be different. By using your talents, you will discover a satisfaction and fulfillment that may have escaped you until you revealed the *'real-you'* and truly applied yourself. Once you experience the *'fire of inner vision'* burning inside of you, there is no turning back. As Arthur Miller says, *"The apple cannot be stuck back on the Tree of Knowledge; once we begin to see, we are doomed and challenged to seek the strength to see more, not less."* After creating your vision, you will be exposed to a yearning for more life through appreciation and enjoyment of the finest experiences and relationships. As you experience the exploration of your mind and begin creating new things, you will feel The Universe breathing through you. Use this powerful force of divine expansion to stretch your comfort zone and become a tool of divine expression to serve more and to become an example to others. The best we can do is become an example of *how to be great* and to *teach others how they, too, can learn to serve and lead great lives*. You can only truly motivate others by getting them clear on their own vision. All you can do for someone else is, as W. Clement Stone says, *turn on the light*, by encouraging and coaching them to live *their* vision. As a mentor of mine said recently, *"Leaders help inspire others to become leaders themselves."* The only way we do this is by showing them the way through our example and by encouraging them to pursue their vision and become a leader in their own right.

I know, change takes tremendous effort. This is why it is so important that you remove any vision hijackers from your life. You need ALL of your mental, spiritual, emotional, physical and relational strength and focus to give to your vision. Start with the course laid out in this book. It contains, what I think is, the best

framework for creating your vision, aka the *life you truly want and desire*. Do not open your eyes on your death bed, never having brought your talents to the world. Do not go to the grave never meeting the *real-you*. Sometimes, things are said impeccably. I am humbled to quote Les Brown on this topic, who just says it so perfectly, that when I hear or read this (to hear it, please check the citation in the bibliography) it brings tears to my eyes and makes me want to fully exhaust ALL of my talents each day. I hope it does the same for you.

As Les Brown passionately says, *“If you look at your life and you are not getting what you want, you owe it to yourself to do something differently. You are at a job, 85% of Americans go to jobs in which they are unhappy. If you are doing something 8 hours a day that you don’t like, it’s not giving you what you want, it’s not giving you a strong feeling of satisfaction and fulfillment, you are miserable, you hate to go there, you are depressed just thinking about it. You sing the ‘Thank God It’s Friday Song’ every week. It’s giving you headaches just thinking about it on Sunday afternoon after the football game goes off. If that’s what it is, you owe it to yourself to start strategically working to change direction! You know what most people do?”*

*Most people will resist change. Most people will fight change as if change would be worse than they are experiencing. See they know this. They are familiar with this. Most people will not challenge the unknown. They won’t just step out there. There are certain things that have to be in place. They have to see it all together. Life isn’t like that. That’s not how you grow. So, as you look at your life, you say I’m not getting what I want. As you begin to look toward the future begin to know that whatever it takes for you to create that, you got that in you. You got that.*

*You've got genius in you, you've got goodness in you, you've got creativeness in you. If you decide to take the initiative, to change the current quality of your life. I say to you, that you will find that The Universe is on your side. That life is on your side. Now, will it be turbulent, yes. Will it be easy, no, no. Will you have some opposition, yes. Will I make a lot of mistakes, yes. Will I get hurt? Yes. Yes!*

*See a lot of people won't try anything different because they don't want to get hurt. Let me tell you something, it is too much pain to duck. Pain is everywhere. You can hide under here. It will come where you are. Really, if I go back here. Pain will come, hey Les, come hang out. It will come, it is everywhere. Viktor Frankl calls it unavoidable suffering. You can't duck it. But most people spend their life not wanting to deal with the pain of rejection. The pain of defeat. The pain of being disappointed, the pain of losing, the pain of failure, the pain of being criticized, the pain of not being liked. The pain, the pain the pain. That's called life. Life is full of pain, it is everywhere. But, guess what. There is no game without pain. Now, if you are going to hurt anyhow, get some yardage out of it!*

*Because it is the pain of regret that you experience. 'If I had it to do over again.' That's a pain. Don't you know that? I was in a seminar once and this lady stood up. 'If I had my life to live over again.' She talked about all of the things she would do and you could feel the pain of regret in her voice. The pain of regret. She still experienced pain. She was trying not to experience the pain of defeat, the pain of disappointment, the pain of loss, the pain of lack of support and she still experienced pain. It was right there. We can't get around it. Most people are governed by their habits, their fears and the opinions of others. A lot of people*



*never try anything differently because they have been convinced by people in their lives that they value that they can't do it. They are living in the context of the opinions of other people have of them. The low expectations. Many people doubt themselves because when they thought about doing something at some critical point in their lives, someone they respected and honored, somebody they believed in, somebody that they loved, someone they trusted, said 'you can't do that' and they accepted that.*

*That's why I didn't go off to college. I had an instructor that I believed who said, 'you are not college material Mr. Brown. You are not as smart as your brother Wesley or your Sister Margaret Ann. You are not college material. Why don't you try getting a job at the post office? Try to do something with your hands. Or go down to the sanitation department and see if you can get a job there? Or why don't you try going to the Army?*

*...So, I went down to the sanitation department to try to get a job because that's what I believed was possible for me. As you look at your life, ask yourself the question, what would your life be like? What would your life look like if you decided not to care what people thought of you? What would your life be like if you decided to give up some of your fears? What would your life be like if you decided to become courageous? What would your life be like if you decided to act on your dream, if you dared what you felt in your heart? You know what courageous means? Courage comes from a French word, which means 'of the heart'. But how does it feel to you? It takes courage to live. Most people go through life not allowing themselves to step out because they don't want to let go. They don't want to be blown around; they don't want to be moved. The courage to face life's whirling winds of contradictions. The courage to love yourself. The courage to*

*love. For years, I was afraid to love. The courage to take a chance. The courage to be who you are. Courage is not somebody else, for medals, applause or moral debts. Courage is for what at that moment feels most right for you. Not just situational ethics, but what feels right in your heart. The Word of the Heart! What feels right in your heart!*

*One great philosopher says that, 'Cowards die many times before their deaths, the valiant never taste death but once.' What does that mean, that valiant people aren't afraid, no, no. It means that they experience that fear and move forward. They move forward anyhow. Many people are dead now. Many people are allowing their dreams to die, many people are allowing their ideas to lie dormant and collect dust. Many people have all of this talent and ability that they are allowing to be buried inside of them that they will take with them to their graves because they didn't have the courage to be who they are! And I say, as you begin to look toward the future and manifesting your greatness, it's going to take everything in you! Everything in you! That your life deserves the concentrated effort to begin to look at how is it that I can express more of me? How is it that I can bring my ideas out here now and start living with a sense of urgency because you are here today, and you are gone today! Life is unpredictable. It is uncertain. There are no guarantees. No guarantees at all. So, holding back, what are you waiting on? Ask yourself, what's the benefit of your waiting? What's the benefit of you not living your dream? What's the benefit of not listening to yourself? Oh, please, listen to yourself.*

*You know the feelings. If you start listening to the feelings in your heart, and I am doing it more every day, I find that the feelings in my heart, I can trust them. And I say to you, that as*

*you look toward the future, you look at life on a daily basis, if there is something that you have been given, if you heard something within yourself that you know that what you are doing doesn't fit for you, it doesn't work for you, it's not giving you what you want, and there is something else that you want to do, don't allow that inner doubt in you to talk you out of it. To build a case on why you can't have it. To tell you why you are not good enough.*

*You ignore that inner voice and all of the external voices. Don't judge the possibilities for what you can do based upon the circumstances. Because the circumstances won't determine who you are, don't determine what you are able to do based upon your resources. Don't determine what's possible for you based upon where your life is right now. Where your life is now is not you! That's just what it is right now. But the possibilities for you are unlimited. If you are rebuilding process, its unlimited, if you are coming back from adversity and devastation, its unlimited of what you can do! That's the capacity of human beings, it doesn't matter how many mistakes you've made, it doesn't matter how many flops you've had, it doesn't matter how much money you've lost. In fact, I see it only as an investment of what you've learned from life, not losses. But investments of what's possible for you.*

*And I say to you that once you start listening to yourself and as you begin to act on your dream as you start just trying to find your way doing what you can, what you have, you will start seeing things opening up for you. You'll start attracting people, you'll say, where'd they come from? Things will start coming together, clicking for you, you'll say, whoa! You'll start brainstorming, ideas will come out of nowhere as you focus on it. The key to it is to begin to focus on what it is you want to do. Why*

*Les, why is that important? Because as you focus on that which you want to do, that which you focus on, that which we give our energy to, it will begin to multiply, it will begin to expand, it will begin to develop your consciousness. And out of that comes your greatness. Out of that comes a commitment. Out of that comes your passion for life. Out of that comes a special power that you have in you. That you haven't even called on yet. See the powers that we have will never reveal themselves if we don't challenge them. If we don't put ourselves in the position where we have to use them!"*<sup>ci</sup> THANK YOU Mr. Brown for choosing to sacrifice what you did; to go through what you went through; and to take the risks you did to live your vision. The world is infinitely better thanks to you having the courage to share your talents with us! If you want to hear this remarkable speech, please check out it's citation in the bibliography.

This is a perfect speech that he gave. He is right. Would you rather have a headache about someone else's vision or a headache trying to solve how to live your vision? As Les Brown says, *the pain will find you wherever you go*. Why not experience that same pain in the direction to the life you truly desire?! The example of his discouraging guidance counselor is true in all of our lives. This guidance counselor clearly did not have a vision on which he was working. People who don't have a clear vision may discourage. Since 97% of people do not have clear goals and visions, don't expect them to encourage. If you find someone who encourages you, stay in communication with them! I don't believe in negative reinforcement; I actually consider it as a form of abuse. If someone puts you or your vision down, get away from them! You must believe in yourself, as Les Brown says. You must encourage yourself and have FAITH! This is why you have to get rid of any influence who tries to taint or deter your

faith that you can live your vision. Your faith gives you the gift of the attitude that your only option when pursuing your vision is success! Don't hide from your vision any longer! When Les Brown says he now trusts the feelings in his heart, he is really referring to Universal Mind/The Man Inside of Him/His Subconscious/or whatever you want to consider it, the point is, TRUST what you hear and listen to the inspirations you feel and see inside of yourself!

Do you want to experience the pain of growth, or the pain of hiding; the pain of developing your talents through your own business, or experience the pain of *soul-sickness* when you manifest someone else's vision, while yours collects dust? Life is TOO SHORT! Do not spend another day with the pain of regret inside of you! Yes, it will take some courage. The courage to listen to your heart is the same courage about which the bible quote speaks, "*Greater love hath no man than this, that a man lay down his life for his friends.*" By taking the step to live your vision, you are temporarily laying your life down to bring what is *in your heart/ the inspirations you receive* to reality through your action. By taking this courageous step, you not only do what truly fulfills and inspires you, but you bring your magnificent talents to the *World/your friends*. Also, to trust the feelings of our heart is to trust our gut feeling when we have to choose to let people go from our life when they cross a boundary or attempt to be superior to us through attempted abuse. The brilliant and perfect speech you just read came through Les Brown because he had the courage to temporarily lay his life down to serve others by thinking his vision and following his heart. His vision ultimately expanded to the quality of life he lives today. Laying down your life is when you press pause on the material side of life until your dreams/inspiration provide your income. When you are in pursuit

of your vision, working on your goals, and are doing anything you can to make ends meet, you may see others who took the bait, meaning got a job and are paying for their luxuries, buying cars, homes and going on vacation through income traded for their time. Don't do this. You have to be patient. The journey you are taking, by bringing your goals and vision to reality, will create freedom, eventually. Please trust me on this. It took me a decade after everyone I knew to do the things listed above, but now that I have them, my business assets pay for them and it makes all the difference. In addition, I am living a life I designed and doing the things that I choose to do on a daily basis. Trust me, do not compare yourself to others and know that the journey of an entrepreneur starts with one customer at a time and it may seem slow, but persist, no matter what! Build your business one successful project at a time, one customer at a time, one foot in front of the other. Just do your best today. Les Brown, again, illustrates this point in this next speech. He was sleeping and showering in his office three years prior to this speech, and in it he is speaking to tens of thousands of people in an arena! He describes how, in the beginning of his speaking career, that he slept in his office because times were so lean, but he did it anyway because he had faith in his vision. He did it and brought the World marvelous service that helps people every, single day.

Hear what Les Brown said about the beginning of his speaking career, *“And I was sleeping in my office! It was hard when, just over three years ago in the Penobscot Building in Detroit, Michigan, where I was operating my business and I fell on some hard times. It was hard coming into the lobby and the security said, “Excuse me Mr. Brown, can we see you for a moment?” And I said, “Yes”, and I walked up to the counter and he gave me an envelope. And he said, “Would you mind reading*

it here?” And I opened the envelope and the envelope was from management and it said, “This is an office tower, it’s not a hotel. Please do not sleep in your office.” And I said, “Excuse me sir, I just work long hours in creating my business. I’m an entrepreneur. And right now, things are bad for me, but they’re not going to be this way always. I am not trying to make this my home.” And it was hard coming through the lobby. And sometimes they would laugh, “There’s the guy talking about becoming successful and look at him, he’s bathing in the bathroom upstairs on the 21<sup>st</sup> floor. He sleeps on the floor, him and two other dreamers up there. Look at him.” It was hard, ladies and gentlemen, coming to speak to people and I was facing financial difficulties in my own life. I was behind on my bills and my dreams and I’m saying to them, “You can live your dream!” It was hard, ladies and gentlemen. It was very difficult to pick myself up, each day believing that I could do it. There were times that I doubted myself. I said, “God, why, why is this happening to me? I’m just trying to take care of my children and my mother. I’m not trying to steal or rob from anybody. Why does this happen to me?”

... Here is what I discovered that happens to you in life that you will go through things and while you are going through them you can’t understand why it’s happening to you. But after you go through it, you get back, and you look at it and you say, “Oh, now I understand why I needed that lesson.” Then I saw that that was preparing me for bigger and better things. See most people want it easy, easy come, easy what? Easy go. Learning those things that you don’t like to do, but you know that in order for you to get where you want to go, this is one of the hoops that you have to flip through. And I’m saying to you, whatever you got to do, do it, because if you don’t, life is going to whoop you until

*you surrender. How do hang in there during the hard, difficult times, Les? You must have faith. You've got to believe in yourself. You've got to believe in your abilities. You've got to believe in your service, your company, your ideas. Unquestionably. You've got to have faith and that faith gives you patience. It's not going to happen as quickly as you want it to happen. Lot of things going to happen will catch you off guard. And so therefore you got to deal with it and handle it as it comes. And not only that, but that faith and patience drives you into action. You got to keep moving by continuing to push forward. By continuing to run toward my dream, that one day, I would have my own talk show. ”ciii*

Here is the thing, when you hear that call inside of you, that is the real-you trying to communicate. Please, listen, write down what you hear and make it into a goal, then transform it into your vision. Have faith that you can do it! Develop faith! Have faith! Get rid of anyone or organization who tells you otherwise! Yes, living YOUR vision might take you laying your life down for a while, as Les Brown, Arnold Schwarzenegger, Oprah Winfrey, Steve Harvey, Denzel Washington, etc., all literally did in their life in the beginning of their careers; as did virtually all of the people you see on the current muster-roll of civilization! Being behind on his bills... Yes, I know that feeling. When my first business did not work out, I was in a mountain of debt. It took me over five years to pay it back. You may ask yourself, was it worth it? Was it worth it for me to go into debt? There was no other way! I started with nothing and went all in. I took risks and had to pay back some money. Big deal, it is what it is and is the exact path that led to where I am today. Was it worth it? Absolutely, 100%! One of the greatest lessons I learned in business is that living your vision sometimes takes going into debt and to not fear it, but to embrace it and let the payments push you harder to be



more disciplined in staying focused on your vision; staying true to your goals; and executing your daily task lists. Only focus on your goals, not any debts you may have. Focus only on your vision and tasks for today; the byproduct of your tasks being accomplished is the income you need to completely wipe away your debts and to become financially wealthy.

Also, I love that he mentions that the guys working security were laughing at him for sleeping and showering at the office... To preface what I am going to say, I, too, worked security for years. See, these guys above probably took the bait and their laughter just shows how truly jealous they are of Les pursuing his goals. When the people in this book refer to nay-sayers, they are referring to anyone who took the bait. You really cannot discuss your vision with such people as they, themselves, are so diametrically distant from living their vision, that they simply do not speak the same language. The way you can tell if someone is actively pursuing their vision and working a job to pay the bills is if they encourage you to live yours. If someone puts down your vision, they, most likely, took the bait and, believe me, do not want to see you living your vision. They just couldn't live with that. People who took the bait and put you down simply project on you. They won't encourage you, because they can't. They don't speak the language of The Universe you are learning here. They simply don't have any goals toward which they are working themselves. So, if you are speaking to someone who took the bait, don't expect them to be able to speak the *Language of the Universe* you are learning here. They cut off that channel the moment they paid bills based on a job's income for which they trade their time. If you want to be motivated, speak and spend time with people who have clear goals and are working on them daily in the direction of their vision.

Was it worth it for Les Brown to do what he did? YES!!! His work changes lives and he wouldn't make such an impact if he didn't do exactly what he did. Now he serves MILLIONS and is also enjoying the fruits of his labor as a millionaire. When you start your entrepreneurial venture with nothing, by the nature of starting something from nothing, you will have lean times. If your second job only is there to pay for your expenses and you constantly re-invest in your business, you will have to forego many luxuries you see other people enjoying. The irony is, however, is that as your business/assets start making a return, you will have those luxuries paid for by default by your business' income! This is the key to realize. Your business will perform meaningful service that you choose to do; your work can change lives AND you can be financially free. Have faith! Whatever you have to do to live your vision is worth it! Be patient. If you plant an acorn, an oak tree will grow according to natural laws. Just like an oak tree, your business will grow according to natural laws, too. Just as a tree grows faster when it is in direct sunlight, your business will grow faster when more energy is put into it. The Universal Law of cause and effect applies here. The more marketing and sales activity you put into your business, the faster it will grow. Just focus on your task list today.

An entrepreneur can be considered someone who creates their creative visualizations through business and goes through what they must in order to accomplish their goals. Starting a successful business takes time. You have to get your service offerings and business systems ready; you have to learn to sell; then get and service customers. It takes time to start something from scratch. I love how Jocko Willink describes it, *"You don't achieve worthwhile goals quickly or easily. They take time. They take struggle. They take relentless pursuit, day-in and day-out."*

*That's what it takes.*"<sup>ciii</sup> As you create your vision and figure out your channels of service, you will be starting with nothing. You have to develop your business, your customer base and also eat at the same time. Being an entrepreneur is one of the bravest things you can do because you naturally have to work at least two jobs when you start. One that is your vision business, and at least one to pay the bills and invest in your business. As you cultivate your vision and learn the skills of business; such as sales, speaking to people, performing the services you offer, delegating, managing, dealing with cash flow, etc., there may be such lean times as Les Brown discusses above. Times where you may have to work multiple jobs in order to pay your bills as your primary business/Plan A is developed. Times where you are humbled to tweak your products and services to meet market demand, rather than trying to sell something people just don't want. If you do experience such lean times, they are not only okay, but a necessary part of your journey. You will look back fondly at those times and all you learned. You will see exactly why things went like they did. You will know that if you don't give your task list your all every day; if you are not humble enough to adjust your sails to changes in the market; and if you don't keep your vision vibration; that you will be back to the lean times. This realization that you must fully apply yourself will give you the skills to stay focused on your tasks; perform your necessary sales and marketing activity, and, especially, cut out all vision hijackers. The person you become through your journey will amaze you so much that it will bring you to your knees in humility and tears. As that quote by Jocko Willink describes above, the hard work you did will pay off. It takes time for an oak tree to grow, as it will take some time to develop your business. There is no easy route to business success. The good news is,

however, that when you do create your business, there is no easy route to losing it either. Jocko Willink says, *“But also, things don’t usually fall apart quickly either. At least at first, it’s a slow process. A little slip here. A little setback over there. A little wearing down of discipline and will over time. That’s the thing. Success and failure are genuinely slow processes. You are slowly building up or gradually tearing them down.”*<sup>civ</sup> Have faith you can do it and that success is the only option.

Also, you may knock your business out of the park immediately and experience high demand for your product or services. This is how I recommend you visualize and FEEL about your business no matter what. FEEL as if it your business is a total success, serving on the scale of your vision. Either way your journey goes, I encourage you to do whatever it takes, to become a *no-matter-what-person*. Face the challenges and do them anyway. The way to your goal is through these challenges. Do what you must and persevere! Please, follow the exercises in this book to define your vision, gratefully think it, listen for the gift of inspiration and take daily action. All you have to do is your task list each day, that is it! Solve one small challenge at a time and put one foot in front of the other. Remember, you just have to see 30 feet ahead of you. You can do that! I know, I feel the same fear every, single day. MOVE FORWARD ANYHOW!!!



# ***Conclusion***

Imagine the size of The Universe and the enormous number of stars contained within. In terms of size, Earth is just a small planet circling around a wonderful, life-giving star. One time I was at the Lowell Observatory in Flagstaff, Arizona. That night, the telescope was focused on two stars right next to each other. A blue star and a white star. I was amazed and felt truly humbled by the size of The Universe. Viewing life from such a *Universal Vantage Point* provides us a boost of courage to just “*GO FOR IT!*” Despite our size, however, our work is very important, and I encourage you to do all you can to live your vision. Don’t waste another moment with a borrowed vision! The Universe is One and you are a part of it. You are made of the same substance as the Sun and the stars. I encourage you to continually challenge yourself through goals to create that fusion reaction! I encourage you to give The Universe BIG challenges to solve through a vision that you truly want to experience! I encourage you to live your vision so you can release the best energies possible through your unique service of others. The same massive pressure will create huge diamonds materially for you to enjoy and appreciate. The more focused pressure... the more energy, fulfillment and satisfaction you will experience in your life and the finer material experiences.

Believe that you can do anything! Set a goal, create a vision, take action and *just do it*. When you perform this process, you will experience the peak in *soul-health* and be on fire every, single day of your life. Remember the line Patricia (Meg Ryan) says from the motion picture, *Joe Versus the Volcano*, “*My father says almost the whole world's asleep. Everybody you know,*

*everybody you see, everybody you talk to. He says only a few people are awake. And they live in a state of constant total amazement.*”<sup>cv</sup> I encourage you to do the exercises in this book to be a part of the 3% who set goals and wake up! I ask that you just trust me to set your goals, turn them into affirmations, put due dates on them, say, or better at the end. Then transform each goal into its own future tile, print them and hang those tiles in places where you will see them. As you look at them, visualize and feel yourself *doing* those things and *being* that person. Replace the word think, with thank. As you think throughout your day, say thank you for your thoughts. If you are not thankful for a thought and don't want to experience it as your future, change your thinking to your crystal-clear vision. As you imagine your vision, just keep saying THANK YOU! Breathe deep and *imagine* that life as true now! *BELIEVE* it in *GRATITUDE* and *BECOME* that person in this moment. This step is *THINKING* as that person. Then, *SPEAKING* as that person. Then, taking *ACTION* on the ideas that cross your mind as that person. Truly feel and believe, in every ounce of your soul, that you are the person in your vision, take daily action, and in no time at all, your *LIFE WILL BE YOUR VISION*. This I promise you and you, too, will live in a state of *constant and total amazement!* Go now, SET HUGE GOALS, HOLD A MASSIVE VISION GRATEFULLY IN MIND, LISTEN FOR INSPIRATION, PLAN EACH DAY and TAKE FOCUSED ACTION ON YOUR TASKS to LIVE YOUR VISION! Apollinaire once said, “*Come to the edge*” and they replied, “*We are afraid*”. “*Come to the edge*”, he said again and this time they came. “*He pushed them, and they flew.*” You are standing at the edge. Trust me, you can do it.

***Go forth and fly!***

## ***About the Author***



Thomas Matthew Roman is the founder and CEO of Roman Media Group LLC. He has a passion for learning new things and creating cool stuff. Tom loves spending time with his wife, daughter, family & friends. He enjoys his work, reading, fishing, watching movies, working out and appreciating life. He is grateful to God, his family, friends, clients and teachers for all they have taught and done for him throughout his life. He truly tries to *keep it fun* in all facets of life.

Also, if you get one thing out of this entire book, remember to create thoughts for which you are thankful. Simply examine your thought on a moment-by-moment basis and ask, “*Am I thankful for this thought, do I want to experience it in my future?*” If the answer is yes, keep thinking it, if the answer is no, replace it with your vision. This little mental tweak is very effective and will keep you in the frequency of gratitude for your vision. I encourage you to do this exercise in every conceivable life situation, too. As you live in the frequency of gratitude for the vision you created, your life will improve so drastically, in every facet, that you will be in awe.

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## ***Welcome to the first day of living your vision!***

Wait, you say you don't have one? Well, you are in the right place! There is a well known saying that we become what we think about and this is absolutely true! Most people know this, but the issue, however, is that most people don't have a clear vision. The reason they don't have a clear vision is because they simply never took the time to think about what it is they really want. A clear vision does SO many things to improve the person's life who holds it. A clear vision excites the person holding it and as they work on the goals they created and the creative inspirations they receive, they actually release energy into the world. They become an 'Energy Releaser!' They transform from a person who is just getting by, to a person with a nuclear fusion reaction in their belly! Their life, and everyone associated to them, have lives that are improved exponentially.

Someone with a clear vision has discovered the fountain of youth as opportunity and excitement to realize their vision is constantly in front of them! As you think your vision, created from your goals, and you work on your goals daily, you burn with 'The Fire of Inner Vision' as Don Quixote says, in the song *I, Don Quixote*, from *The Man of la Mancha*. A personally crafted vision leads to an extra-ordinary self-image. In contrary to popular belief, self-esteem is not something that is given to you, it is something that you create! I encourage you to create your vision by writing it down through goals, creating your vision, visualizing it, humbly accepting and acting on inspiration, and becoming your vision, gratefully, in the present moment. This is what this book will teach you to do. Reading and applying what you learn in these pages will be like a massage for your mind, spirit and soul. As you reach into yourself, find your innermost desires, then go out and create them, a switch goes off and you truly wake up out of what may seem like a long slumber. Go now, create your vision and live a BIG, BOLD, FUN life of your own creation.