

# SEVEN STEPS TO A WINNING LIFE

## *Step 1: Come on in, the Water's Fine*



**What have you gotten yourself into...**

It's been three weeks since you began your new fitness plan, and you're starting to dread that drive to the gym, going through the motions once you get there, and resenting the time it takes for the whole sweaty business. Is this really all that important?

**If you had more money maybe you could buy muscles...**

Taking control of your finances seemed like the right thing to do until you sat down at your desk last night, worked on organizing your files and balancing your checkbook, and got totally overwhelmed. Isn't there an easier way?

**And you know how kids are...**

Your teenage son has been having problems with some friends at school, but it's a catch-22: you know that if you bring it up and try to help him through it, it will be tense. Frankly, it's much more appealing just to keep the peace. Will it make a difference, anyway?

**It's really not that bad... It could be worse...**

You know you ought to leave your job and move on to greener pastures, but who's to say you'll find anything better?

If any of these scenarios strikes you as remotely familiar, you know what it means to hit the "terror barrier" — that defining moment when you are challenged to move outside your comfort zone and you don't feel like it. Not one bit. So it's a struggle between one impulse (to just lay low) and another impulse (to follow through).

The fact remains: If we want to reach the goal, whatever that goal is, at some point we must get out of our comfort zone and enter uncharted water.

**But how do you do that...**

**How do you blast past the Terror Barrier?**

You run out into the water, lured by the beauty of the ocean and the excitement of an invigorating swim. A little way out, the *waves start breaking on you*, repeatedly nudging you back toward shore... *Sometimes with such force* that they knock you right off your feet. You might want to give in and just let the waves carry you back. It's hard work getting through the

rough surf. But when you plunge forward and keep swimming, soon enough, the waves are breaking behind you.

### **And a crystal blue infinity lies before you.**

Whenever we move off in a new direction, we predictably are beset by waves of *doubt, insecurity, worry, and uncertainty*. It feels as if it will be much better — definitely much easier — to head for shore and back to the way things were. *We long for the familiar* and put off charging forward because, in that moment, going forward is unknown. *It can feel scary and unsafe as we leave our comfort zone*, as we start to plunge into the surf.

### **If you are not growing...you are dying**

Yet we need to remember that the comfort zone is the most dangerous place to be. If we're not plunging forward, we're not growing. And in this world, if we're not growing, we're dying.

Everything, from the lowliest plant and plankton to every person on this planet, is blossoming, unfolding, blooming, or growing in some way, or it's withering and dying away. This is simply a natural principle in the world.

### **Realize all goals are spiritual goals.**

Humans are both biological and spiritual beings. The spirit desires expansion — that's where we get the idea to attain a goal in the first place. Our biology, however, dictates that we seek security and safety — that's why we feel resistance to anything unfamiliar. So the *spiritual impulse is to grow*, and the biological impulse is to keep things as they are.

Desire and aspiration are spiritual impulses; safety and comfort are biological ones. Is there some way to honor both? In reaching for a goal, perhaps not. But eventually, the bio-self can be convinced that even the *spirit's flights of fancy sometimes bring more comfort and safety*. Leaving a job you hate may mean a temporary interruption in income, but could bring you a whole new career with better income potential, or better longevity because you love it, or improved skills that can lead to even more exciting professional opportunities.

Carefully saving money and investing it wisely can bring plenty of the physical comforts life has to offer. Honestly dealing with issues in relationships often leads to greater trust and security within the relationship, whether it's with a child, a friend, a parent, or a romantic partner.

Imagine that your comfort zone encircles your reality. You have a circle around you, which outlines your life, defines your limits. When you start pushing at that circle, the whole thing starts shaking. When you break through to a new level, let's say in the area of relationships, the circle doesn't crumble or warp; the circumference expands to encompass a whole new realm of possibilities and capabilities in other areas, too.

## And what if things don't turn out as you'd planned?

Was it all for nothing? No, simply engaging in *the process of pursuing a goal has its own rewards* — even if you don't reach the goal. Helen Keller once said, "Any time a door closes, a new door opens." Unfortunately, most people spend so much energy griping about the closed door that they don't see all the other open doors around them.

Realize that pursuit of any worthy goal creates leaps in understanding and an increase in consciousness, and this is the end your true self seeks. To the degree that people can expand and grow, they are able to experience life at a different level and be more productive, effective and, most important, happy and at peace.

## Make your efforts mean something.

Regularly lifting *greater and greater weight is what builds muscle*, not lifting a light weight whenever we feel like it. Likewise, personal strength comes from continually meeting the next challenge, putting in a little more effort, overcoming obstacles again and again.

You can choose to *enjoy the breakthroughs*, to see your resistance as a signal that great things are yet to come. The next time you're facing this, remember the following story of two great entertainers.

According to singer/songwriter **Carly Simon**, when she is backstage just before a live concert, her heart starts beating rapidly, her palms get clammy, she paces back and forth, and sweat beads on her brow. She has said that, in this moment, she just knows she can't go on stage, she's terrified.

Yet she does it anyway. Similarly, as **Bruce Springsteen** paces backstage, his heart beats rapidly, his palms get clammy, sweat trickles from his hairline. But in his experience, this tells The Boss he's "ready to rock." And he leaps onstage and has the time of his life.

## One person's debilitating fear becomes another person's motivating fuel.

You have a choice. You can see these brushes with the terror barrier as attacks of stage fright that have to be conquered, or you can use them to get you ready to rock. Either way, know that you can overcome these hurdles, and you must.

## Here's how:

1. Start by clearly defining exactly where you are going and what you choose to create.
2. Remember, the physiological experience/emotion of fear is similar if not identical to "fuel" — decide to be The Boss.
3. Continually focus on where you desire to go. Your mindset and focus determine your actions, your experience, and your results.

In [The Power to Win Weekend](#), which I conduct personally in cities across the U.S., participants learn to break out of their comfort zones and blast past the terror barrier with many powerful experiences and metaphors, including *breaking through a one-inch slab of pine with their bare hands*.

Together, we discover how fears and negative beliefs can keep us chained within the narrow circumference of our comfort zones; and experience the joy, excitement, and true liberation that is created when we break free and step into an expanded vision of ourselves and what we're capable of.

**And that's just the first day...**

The rest of the time is spent learning how to create the mindset and focus that will propel you toward the winning life you have always wanted. The combination of blasting past the terror barrier, then creating a clear and powerful vision for the future makes [The Power to Win Weekend](#) a *truly transformational weekend*.

If you're interested in a firsthand experience of your own remarkable ability to attain massive Harmonic Wealth™, join me at an upcoming [Power to Win Weekend](#) by [clicking here](#).

Whether you are *crystal clear on your direction and are in hot pursuit of your goals*, or you're still standing on the beach wondering if it's safe to put a toe in the water, you'll find help in the next six e-mail editions of this series, including [step-by-step guides so you can](#):

- Stop making excuses and start getting what you want.
- Break through the unconscious chains of old beliefs and habits.
- Go beyond goals and create a vision-then make your vision come true.
- Discover the universal laws of true Harmonic Wealth™.
- Learn to manifest not just money, but true abundance.
- Ignite your entrepreneurial spirit to accelerate your spiritual and business growth.

## ***Step 2: If You Win the Rat Race, You're Still a Rat***

**"The rate of change today is staggering."**

"We have an *accelerated pace unprecedented* in the human race." "The amount of information we have available to us is *doubling every year*."

**Sound familiar?**

It should. These ideas have been so hammered into our collective consciousness that they hardly make an impact any more.

### Frankly, I'm sick of hearing about it...

About how things aren't the same as they used to be — but they are going really fast. And I don't like how it makes us react: It influences us to think that things outside of us are moving so quickly that we have to *race like rats* in a maze to keep up.

### How fast is fast enough?

The truth is that we have complete control over our own internal rate. Yes, we have to stay abreast of technology if we want to capitalize upon it, and yes, we must keep *challenging ourselves to our own personal best*. But we don't have to feel as if we're on some treadmill and the dreaded finger of time keeps pressing the "increase speed" button.

### The comfort zone is the most dangerous place to be...

In the first e-mail lesson you received, I encouraged you to get out of your comfort zone, and even went so far as to say that it's the most dangerous place to be. You have to swim past the crashing waves trying to pull you back to shore, I wrote. This metaphorical treadmill is just like those waves. We need to move beyond it. Mentally, we need to step off and onto our own path.

### The Path of Power is a Warrior's path...

In [The Power to Win Weekend](#), I call this "The Path of Power," where we can stride forward with courage into the unknown, seeking our own *personal potential*. I refer to people who are on The Path of Power as "Warriors." In this case, I'm using the word not to refer to those who attempt to conquer others, but instead to those who take on the task of mastering themselves...

### The most difficult battle you will ever fight...

...challenging themselves to live well and achieve great things despite the cultural conditioning. Each of us can be Warriors who face our fears and go forward despite them.

As this kind of Warrior, the most difficult battle you ever fight is the battle to be unique in a world that will marshal its every force to keep you the same. I hope to arm you for this battle both in these e-lessons and in the future should you choose to join me at a live event.

### "One more thing" is never enough...

One of the most seductive ideas is that we can "acquire" happiness through something here on the physical plane. Advertising and our *social culture* reinforce the idea that our lives are about *getting a new car*, or an impressive title at work, or making six figures, or having a million-dollar home. There's nothing wrong with pursuing or having those things, but we must

realize that they are empty if we don't build our lives on something more grounded and eternal.

### **The ego will never allow you to be wealthy....**

We have to silence that craven voice that nags us, "If I get just this one more thing, then I'll be successful and happy." We all know intellectually that this is false, but most of us still behave as if it's true. We run around *pursuing that "one thing" and wonder why we don't feel complete when we get it*. Or feel frustrated when it doesn't come to us quickly.

Instead of working on things from the outside in — striving to get that "one thing" to make us feel good inside — we need to work for *goodness from the inside out*, to know that the source of everything that is good in our lives does not come from somewhere outside ourselves, but instead from within.

### **If you sit around long enough there will be nothing to sit on...**

"Now wait a minute, James," you may be thinking as you read this. "I am not going to sit around and contemplate my navel, believing that good stuff will come my way just because I'm a good person." And you are right. But the distinction is that, ultimately, *"good stuff" comes from you* — not from the world in which we live.

Our accomplishments are hugely important, and they are gratifying only if we understand that it's not the "thing" itself that is gratifying, but who we became in the process to acquire or achieve it.

### **Live every day for its own sake.**

If you can immerse yourself in living, then you *can detach while you are still fully engaged*. Sound contradictory? It's not.

You can set goals and work to achieve great things in your life. At the same time, you can *live each day for its own sake* rather than some future return. You can stop living as if every experience is a means to an end and see that every experience is an end in itself.

### **Most people live everywhere but the present.**

Some of us dwell in the past, reliving good memories or trying to change bad ones. Many more are on that treadmill, running to get to somewhere else. But this kind of living brings limited power and limited joy when compared to what you have when you are fully engaged in what you're doing and being right now.

### **Hurry is fear.**

This racing around to get somewhere else is defended by many as enthusiasm or drive. But

hurry is merely fear disguised as passion. *Impatience is just the ego struggling for control.* Once you recognize and accept this, you can start to change it. Doesn't it feel great when you are inspired and excited about your life and your achievements rather than pressured by your own or others' expectations? It comes down to a basic temporal shift: bringing your focus back to the here and now.

**When you start to feel frantic, take a moment to ask yourself...**

Am I having fun? Does what I am doing right now bring me joy? Is this an adventure? *Am I following my love* or my destiny? Am I grateful for the opportunity to do what I am doing now?

If you find yourself answering "no," then you know you are back on the treadmill. Mentally hit the pause button. Step off the treadmill. Consider how you can bring yourself back to the present and enjoy what you are doing.

- **First:**  
Observe that you are not totally focused on the task at hand. Observing your lack of "present-ness" (awareness of the present) automatically brings you back.
- **Next:**  
Close your eyes and focus on your breath. Simply tuning in to your breathing will lead you back into the present moment.
- **Now:**  
Shift your *focus to your whole body*. Don't think about it, though. Feel it. Notice the sensation in your entire body, a part at a time. By bringing your awareness to your body, you can take it away from the future and past, which exist only in the head.
- **Ask yourself:**  
How can I place my full attention on right now and enjoy what I am doing for its own sake?

**Get out of the rut...**

One of the best ways I've found to step off the treadmill is to do something completely different from your usual routine. That's what a vacation is supposed to do, and, in a way, that's what attending [The Power to Win Weekend](#) will do as well. You'll return to your daily life a very different person, refreshed, revitalized, recommitted to *living at your fullest in every moment* and following the destiny of your dreams. And pursuing a destiny you love is nothing like a rat race — instead, it's the most enjoyable journey you could take.

## ***Step 3: When a Good Story is No Good***

No doubt you've heard the idea that there are *two types of people* in this world: dreamers and achievers. Dreamers want to talk about big ideas, while achievers put them into action.

## Do you tell good stories or take action?

In truth, all of us have the potential to be either one, and most of us have spent some time in both camps. The fact that you're receiving these e-mail lessons leads me to believe you are already on the way to becoming an achiever. Yet if you are struggling to make positive things happen in your life, you may temporarily be in dreamer mode, wanting something new but coming up with a lot of reasonable sounding excuses about why it's hard or even impossible. These are what I call "good stories."

## There can always be a story...

Not long ago, I made a presentation for Canada's Century 21 agents, which reinforced something I discovered a while back: People are *a lot better at creating excuses than they are at creating results*.

I had been there, speaking to most of the same people, several years ago when many people had explained their lack of Harmonic Wealth™ this way: "The market is so slow, there's too much inventory, and too many choices. People can't make decisions, so we can't sell anything."

If that were true, wouldn't you think that when it's become a seller's market, the results would be different? But in a sellers market the same people were saying, "There's not enough inventory and not enough choices for people, so we can't sell anything."

## The story has changed, but the results are exactly the same.

Hmmm. It seems to me that we can *always make up a good story* no matter what's going on in our lives. In [The Power to Win Weekend](#), I ask people to think of a situation in which they are very successful in getting results. Then I ask them, if they were so inclined as to come up with some excuses for why they couldn't have performed well in this area, could they do it?

## The excuses are amazing...

And of course they could. You can always come up with truly excellent reasons for failure. But the fact remains: Good stories don't make up for lack of results. Put another way, success does not equal failure plus a good story. A friend of mine loves to relate how a mentor of his used to set up "accountability worksheets" with checkboxes labeled "yes" and "no" for each result he had promised to produce. "You know why there's just checkboxes on this sheet?" the mentor would ask.

"Because this way there's no room for excuses. You can't fit your story into that little box. *All I want to know is if you did it or not.*"

## You either have results...or you don't...



In the last e-mail lesson I sent you, I urged you to "enjoy the journey," to make the most of the here and now instead of pinning all your hopes and dreams on the someday or something you may have been deluded into thinking would bring you happiness. Today, I'm going to ask you to do something that may seem like a 180-degree turnaround: Measure your wealth by your results, rather than by your activities.

**But I'm not actually asking you to do anything contradictory. You can do both.**

Consider the story of **John Wooden**, dubbed the "winningest" coach in college basketball history. Coach Wooden led the UCLA Bruins to an unprecedented *ten NCAA championships* and is one of only two individuals inducted into the Basketball Hall of Fame as both a player and a coach. Yet one of the hallmarks of his coaching techniques was never to focus his team on winning. Obviously, every team member knew that the object in a game was to outscore the opponents — everyone knew the goal. But when they were practicing and playing the game, they didn't focus on the score; *they focused on giving their best in every moment*. They focused on *maximizing every play*, every dribble. Coach Wooden would call this cornerstone of his coaching "industriousness."

**Are you giving 100% to what you do?**

Yet Coach Wooden knew the difference between industriousness that creates *results and mere busywork*. They didn't play to pass the time; they played to get better and better at the game. In the end, the results the Bruins created tell the tale of a talented team that knew how to win without obsessing over the score. That's not just a good story — that's a great story.

**Let's take a little trip...**

Here's another way to think about it. Let's say you're taking a trip from San Diego to Atlanta. From the minute you get in the car, you know that you want to ultimately end up in Georgia's capital, so you have a map and a route to follow. But do you drive with your eyes on the map or on the road? Clearly, you keep the end in mind but focus on the task at hand.

When you get to Roswell, just outside of Atlanta, you come to a detour. What do you do about it? Do you pull off to the side of the road and gripe about it? Turn around and drive for several days back to San Diego with this story about a detour and how you drove around for hours? No. *You regroup*. You check the map. Then you go forward. You get to Atlanta another way. And you go home with the great story of your visit to one of the best cities in the South.

**Activity does not equal accomplishment...**

Think of your life, are your results creating a great story? Do you know the difference between true industriousness and meaningless activities? Are you committed to reaching your destination despite any detours?

Now, let's apply this to you:

- Take a look *at an area in your life where you currently aren't getting the results you want*. Why do you think that's true? Write down your own "good stories." Are you willing to settle for less than your best in this area from this point forward?
- Choose another area where you are getting good results. Why? What are you doing, thinking and believing? Write down your "great story." *How can you apply these thoughts, beliefs, and actions to the area where you currently aren't getting results?* How will your results be different if you did?
- Are you following the Wooden principle of industriousness in your life, maximizing every action and every moment? How can you get even more from your efforts, including more enjoyment?

In over two decades of teaching thousands of people, I have noticed one big difference between those who achieve Harmonic Wealth™ and those who just talk about achieving.

The ones who just talk about it are *interested* in wealth.

The ones who achieve are committed to it. They follow Coach Wooden's principle of industriousness: they work to maximize the efforts and results they get from every moment.

That's why I see so many successful, committed people in [The Power to Win Weekend](#). The ones who attend are willing to put their time, money and effort on the line because they *want to make the most of their lives*.

They're not willing to settle for any less than their own best efforts, and they seek out the best coaching available to help them become more. They find that coaching and direction in [The Power to Win Weekend](#).

Are you ready to create your own great story?

If you want to know more, simply [click here](#). I hope you will make the commitment to creating the results of Harmonic Wealth™ in your life. I look forward to our next lesson, and perhaps to seeing you at our next [Power To Win Weekend](#).

## ***Step 4: Success is not About Skills***

Your knowledge is not impressive...

As a national sales and management trainer for AT&T, I used to pour my heart out giving people sales tools and techniques. Yet, only a small percentage of people would use them.

Keep doing the same old thing...

The majority would just keep doing what they'd always done. This taught me that success and achieving Harmonic Wealth™ is not about skills. Clearly, if know-how were all there was to

being successful, every salesperson that had attended my training sessions would have become a top producer.

### **It's not about hard work either...**

But, ultimately, achieving Harmonic Wealth™ is about something else entirely. What's the missing piece? You may be thinking it's just a matter of hard work, but that's not it, either. *There are plenty of people who work incredibly long and hard, yet they are barely making ends meet.*

### **Is it intelligence?**

*Many incredible scholars are flat broke!* If it were intelligence, then the PhDs would be extraordinarily happy with their lives and making all the money in the world, but I know plenty of scholars who are crusty old coots *who can't rub two nickels together.*

### **Your beliefs create the fact...**

Then what is the answer? The key ingredient is mindset, the combination of conscious and unconscious beliefs, your values, expectations, and experiences. I also call this the "Total Belief System," or TBS for short.

In the last e-mail lesson you received, you learned to recognize a "good story" as just that: a reasonable sounding excuse for lack of success, but an excuse nonetheless. This is a crucial first step to *uncovering any limiting beliefs that are hobbling your TBS* and, therefore, your success and wealth in life.

### **Change your beliefs... change your life...**

If you find yourself telling good stories, it's an excellent indicator that you need to change some underlying, unconscious beliefs if you hope to achieve wealth — however you may define it.

Refining and revitalizing the TBS creates the whole thrust of my curriculum in [The Power to Win Weekend](#). In this event, we work to create a great rapport between the conscious and unconscious mind so that we can produce the results we desire in the real world.

### **If you don't like the program, change the channel.**

You see, if the unconscious mind is calling all the shots, then we are left to our old "programming," the conditioning of our childhood. We are at the whim of our child's mind, which contains antiquated and often detrimental ideas about our abilities and possibilities in life.

### **What did your environment hand you?**

I believe we are born into greatness and conditioned into mediocrity. That conditioning comes from *good people who just don't know any better* and who do the best they can. Still, they're bound to tell us we're limited, and in so many ways they tell us what we can't do.

We're conditioned with that from the time we are born. And then we show up as adults, with those things *out of our conscious awareness*, and that conditioning still drives who we are and what we do and do not.

**To change results you must deal with the cause...**

Go straight to the source. Most people want to throw solutions at the effect (the lack of results), rather than at the cause (the mindset). In other words, they look at their lack of wealth in any area and ask: How can I get more skills? How can I learn more? How can I work harder? But by definition, the result is the effect, the manifestation of a greater cause. The cause is at the level of consciousness. So in [The Power to Win Weekend](#), we back up and ask: *How can we uncover limitations in the unconscious mind, clean those out and replace them with more empowering ideas and build communication between the conscious and unconscious so that the cause and, therefore, the effects are both changed?*

**You will never harvest corn if you have planted potatoes.**

Imagine the unconscious mind is the soil, and the results we experience in the physical world are the plant. If we have a weak plant (or weak results) the real solution is usually to amend the soil. That doesn't mean that conditions like the amount of sunshine and attacks from bugs are not factors, but they're not really the determining factor. Similarly, mindset or TBS is the determining factor in your Harmonic Wealth™, not the circumstances of your life.

Another analogy I use frequently is that of the movie theater. Most of us will sit through almost any film, good or bad. Instead of getting up and leaving the ones we think are horrible, we stay riveted to our seats and continue to view. How like life!

Those who are dissatisfied with their lives simply *continue to sit there and watch the results they don't like*. Why? Because they've paid for the ticket; they're invested in seeing how it all plays out. Some people will complain about the movie, or throw cans and bottles, but that doesn't get them anywhere; it doesn't change the film. Yet there are those unique few who go back to the ticket counter, ask for their money back and see a different movie. They realize that:

**The results on the screen don't change until they change the film.**

## **Step 5: Money is an Idea**

**If you think that money is green slips of paper...think again!**

It takes a bigger person to make \$20,000 in a month than it does to make \$20,000 in a year. Not a better person, but a bigger one: a bigger risk taker, a bigger thinker, someone with bigger willingness and creativity. In the same way that creating any kind of measurable success and Harmonic Wealth™ requires more from us — as in a long, happy

marriage or a satisfying and meaningful career or a fit and healthy body — earning the bigger dollar amount requires a bigger person.

## How big are your results?

Many of us want to be that bigger version of ourselves, to expand our consciousness to include all the riches life has to offer, including money. Yet many of us are held back.

## More money will only magnify your current situation

Before we go any further, let me be clear: I don't believe money solves all of life's woes. On the contrary, I see money as a magnifier, both in lack and abundance. Any time you move outside your comfort zones with money, it magnifies the circumstances of your life. If you have a great relationship, if you're spiritually connected and you're healthy, then an abundance or shortfall of money will make that seem even greater. (The high life with extra cash will be fun and joyful; the tough times will make you appreciate what you have in other areas of your life.)

## If you are sick and tired now...

If you're experiencing the converse, *money will magnify that*, as well. (Life will seem bleaker and more lonely at the top and more impossible and desperate at the bottom.)

In the last e-mail you received from me, I introduced you to the idea of a TBS (Total Belief System), a governing set of ideas and feelings stemming mostly from past experiences. Indeed, the TBS also gets magnified by money. Nowhere else is the TBS more blatantly at work than in the realm of our finances, either *restricting or expanding* our income potential and influencing our spending, saving, investing and planning habits.

## A Couple of Bad Ideas

In my events, I frequently meet people whose TBS puts undue limitations on their wealth. For most of us, our TBS has not set us up for monetary wealth. The most common problems in this area are two beliefs: *I'm not worthy*; and *Money is bad* (or will make me bad). People may not articulate those two beliefs so clearly, either to themselves or to others, but of the unconscious limitations that hold people back from the wealth they consciously desire, these two are the most likely psychological roadblocks.

## Where the heck do these ideas come from?

They are usually the result of *early conditioning*. "I'm not worthy" can stem from any number of childhood events or issues that wind up leaving us feeling as if we don't deserve more than anybody else. As an adult, it looks something like this: *"I'm not good enough to earn that much money,"* or *"I'm not any better than anyone else, so why should I expect to earn more money?"* But who among us would say to a friend, *"You know, you're smart enough. Stop learning because you're bound to make someone else feel*

*stupid," or "You're already very healthy. Don't you feel bad that you can bench press 220 pounds when there are those who can't do 40?" or "Your daughter is quite well adjusted. Maybe you should back off on encouraging her self-esteem or she will be more confident than her peers"?*

## **One down...one more to go**

The "I'm not worthy" idea about money is on pretty shaky ground when you put it in the context of other accomplishments, isn't it? How about the other one, *Money is bad*? More often than not, this equally insidious idea comes from a misinterpretation of religious principles about wealth. Although according to John 10:10, Jesus Christ announced he had come to earth to give us life more abundant, many of his followers today have somehow decided that lack was Christ's legacy, that abundance of any kind, and particularly monetary wealth, is sinful.

So many of the scriptures have been misquoted or taken out of context to support this idea. For example, "It is easier for a camel to go through the eye of a needle than for a rich man to enter into the kingdom of God" (Matthew 19:24). The point here was not that there's something wrong with being rich, as it's often interpreted. Instead, according to Paul Pilzer, economist, biblical scholar, and author of *God Wants You to Be Rich*, Jesus was explaining what God expects of us of where we are to experience heaven, and pointing out that for those of us who acquire material wealth are called to do even more.

## **But wait! I didn't mean to turn this into a Bible lesson...**

My point is simply that church leaders have abused sacred texts to make us feel bad about achieving economic success. Why? *So we feel compelled to give away much of what we earn.* (I'll let you figure out to whom.) Yet some religious groups have gotten it right. They encourage their followers to do well, and to continually put forth an equivalent amount of value to all those they meet. This is part of what Pilzer refers to when he says that more material wealth means a higher obligation, I think.

## **Balancing on the Teeter-Totter of Wealth**

We bump up against some interesting beliefs when we start talking about giving, too. What most of us need to remember is that giving is an integral part of receiving.

Wealth is something like a teeter-totter, requiring balance on many levels. One of those levels is giving-receiving. Many of us say, "Oh, I'll give money away when..." When we make "enough." Or when we make "extra." But giving is a habit that's easiest developed with less money instead of more. Do you think it's easier to give \$1 out of \$10, or \$100 out of \$1,000, or \$10,000 out of \$1 million?

Please don't misunderstand me. I'm not saying that by giving away money, you will earn more money, though there are those who do say that. My point is balance.

Notice I said wealth is a teeter-totter, not a train. There are several balancing elements that affect one another but don't necessarily precede or cause one another.

### There are two kinds of wealth...

A great example of this is income, which has two balancing elements: *psychic rewards* and *monetary rewards*. Monetary rewards are the paycheck; that's obvious. The psychic rewards come from doing something in alignment with your purpose, from doing something that has meaning for you.

In any profession or career, the ideal is to balance both types of rewards. If one is insufficient for you — either your pay is great, but the job stinks; or you love the job, but can barely cover the mortgage — then you will ultimately be unhappy in that role. The mistake most of us make is thinking that if we just hang on long enough, the income will balance itself: in time, the sacrifices we make will be noticed and compensated, or the money will come to be fulfilling in and of itself. Sorry, it just doesn't work that way.

Then how can we increase our income, both in terms of psychic and material rewards? It all comes down to mindset. Remember these keys:

### You are compensated based on three factors:

1. the *perceived* value,
2. the *actual* value you deliver, and
3. the *ease* with which you can be replaced.

### Improve one or all of these areas to increase your income.

It's noble to ask a fortune for your service or product, if you provide a fortune in value. If you don't feel comfortable asking for that fortune, you need to ask yourself:

- a. Am I providing enough value to earn what I want to earn, and
- b. Am I providing that value but afraid to ask for it because of my TBS?

([The Power to Win Weekend](#) addresses both of these issues in detail.)

Remember, money is a magnifier, both in your life in general and in the workplace in particular. What you do well will be magnified with an increase in pay, and what you need to improve will also come into sharper focus. Be the first one to notice and take action.

Because [The Power to Win Weekend](#) addresses the TBS (Total Belief Systems) that hold us back, many participants find they can *increase their incomes immediately* afterward. More important, they experience what I call **Harmonic Wealth™** — *greater abundance in almost every area of their lives — spiritually, emotionally, intellectually, as well as fiscally*.

I hope you're ready to make the decision to become the bigger version of "you" that you've perhaps dreamed of but never attained. And I look forward to seeing you as you discover and enjoy a more abundant life!

## Step 6: The Science of Success

According to ancient myths, our lives are played out at the whims of gods and goddesses rolling dice and amusing themselves with our fortunes and disasters. If we succeeded in this world, we were lucky, and if we failed, well, maybe Zeus was just having a bad hair day.

### Sounds a little ridiculous, doesn't it?

That's because all of us have had the experience of working diligently, maybe for years, to achieve a goal, and then others congratulate us on our *good luck* when we know full well that luck had nothing to do with it.

### Luck?! Yeah right...

Random good fortune is rare, gods or no gods. Personally, I have spent twenty years studying the top achievers in many fields, and it's obvious to me that luck is rarely a factor, unless we want to redefine it as L.U.C.K.: "living under correct knowledge."

The reason I titled my book *The Science of Success* is that I have learned success and true Harmonic Wealth™ can indeed be measured and duplicated, two criteria for scientific study. And the truth is that the internal game runs the external game: consciousness drives results, as you've been learning throughout this e-mail series. Most people tend to think the opposite, however; they believe they have to do something different to get different results, but the reality is that they have to be something different. *Being is consciousness.*

### Remember your school locker...

Truly, when you get the combination of how things work at a consciousness level, then you can open the door to success every single time. It's just like having the combination to a padlock. *If you don't have the combination*, then you may open it periodically (success may occur temporarily), and then you'll chalk it up to chance, but you'll also set yourself up for frustration and failure.

### Many people do this.

They have a *great month or quarter or year*, then it slips from their fingers and they don't know why. That's because they don't know consciously what is driving them



unconsciously — the TBS as you've learned in the previous e-mail lessons.

Creating a rapport between those two levels of consciousness is really what [The Power to Win Weekend](#) is all about: How do we consciously choose where we're going, what we're about, what we want to create in our lives, and then hand it over to the unconscious mind to move the body into action to create the result?

### **Like learning to ride a bike — or...**

It's like learning to drive a stick shift. At first, you have an awful lot to consciously control: the gears, the clutch, the steering wheel, the brake, the accelerator. Then, in time, it becomes automatic, unconscious.

### **How often do you drive totally unconscious...**

And we even develop the ability to drive from one place to another without thinking at all, to arrive at our destination and wonder, How did I get here? In fact, we might even go places we didn't plan to go, such as the office on a Saturday, *just because we're on autopilot*.

Life can be like that, too. But if we want to create a genuine rapport between the conscious and unconscious where we choose our destination and the unconscious supports us in getting there, we can use the Seven Laws of Harmonic Wealth™ from [The Power to Win Weekend](#), which was based on the work I did for my book, *The Science of Success*.

Each of these laws, which I called SuperLaws, were drawn from physics and applied to daily life. We have been studying these laws already in small pieces throughout the course of this e-mail series.

### **Laws, not Luck, is the name of the game...**

The first SuperLaw, "*The Law of Perpetual Transmutation of Energy*," overarches all the others. It states that energy is always moving and changing form; everything is energy, and energy is motion.

If you talked to a physicist and asked, "What creates our universe," he or she would answer, "Energy."

If you requested a description of energy, you would hear something like, "It's in and through everything, and all that ever was and shall be. It has always existed and it can never be created or destroyed. It's always coming into form, moving through form and out of form."

Then, if you went to a theologian and asked the same question, you would get a similar explanation:

"What creates our universe?"

"God."

"Would you describe God?"

"God is in and through everything, all that ever was and ever shall be..."

**Same thing. It's just a matter of terms.**

So clearly, whether you are partial to science or theology, energy/God is the source of everything; everything is comprised of energy. I once read that in our bodies, we each have enough energy to light up the whole North American continent for a week. Convert that to kilowatt hours, and it's *worth billions*. We are, just as everything else is, comprised of energy.

So our foremost task in following the laws of success, indeed the laws of the universe, is to use that energy wisely, which doesn't just mean to spend that energy, but also to collect, condense and escalate it. Who we are and the results we can produce are a direct reflection of the amount of energy we have within us.

There is a time and place for massive action, but there is also a time and place for no action. Clearly, to sit still even for a little while takes a lot of courage, since most members of our society don't buy into this idea. Instead, they're of the opinion that it's perfectly okay to go, go, go on the highway of life at 80 miles an hour and never stop for gas.

Extend the metaphor and it holds true: this is impossible to maintain, or the vehicles (we) break down. No gas, no go.

We see people for whom the go, go, go has paid off financially, yet their emotional lives run on empty. They've ego-powered themselves into certain monetary results, but *they haven't taken the time to fill up in a long, long time*.

Likewise, we know those who have admirable relationships but are financially broke, those who are devoted to spiritual practice but are also sick all the time, those who have great health but no real spiritual connection. All great teachers and sages have told us repeatedly that life is meant to be fulfilling and complete in all areas; we are meant to experience Harmonic Wealth™. Why is it, then, that so many of us lack vitality — positive energy — in one or more areas of our lives?

To the degree that we increase our personal velocity through the constant balance of yang (activity) and yin (inactivity/receptivity), we will find our environment and our world will change.

## **How can you put this to work in your life?**

1. If you passionately feel that something is right to do, do it passionately. If you are ambivalent or uncertain, wait. Take time each day to be alone and journey inside (yin).

2. Turn off "the plug-in drug" (a.k.a. the TV). This income and energy reducer transmits a constant stream of electrons right into your brain that can put you in a trance and dull your mind. Witness the most popular programs: nightly news, reality TV, Jerry Springer, WWF, organized sports — and then study history and the fall of great empires.
3. Stop listening to and reading the news. This can keep you in a constant state of fear and disempowerment. Doubt me? Prove me wrong! Everything we are told is murder, mayhem, and sensationalism. Everything communicated will ultimately dull the senses, limit creativity, and suggest that we are totally out of control and unable to do anything about the world in which we live.

We've explored only *one of the SuperLaws* in this lesson. But there are six more to help you create *as much success, balance, and happiness in your life as you could ever want*. And these are just a few of the vital life lessons you'll master during [The Power to Win Weekend](#).

In less than 72 hours, you'll be able to turn on a brand-new flow of energy in your life. You'll discover the truth of who you really are — the unique, timeless, universal soul who deserves the best life has to offer — and you'll leave the weekend with both the drive, the skills, and the mindset to create what you've always wanted.

### **Bold claims? Maybe...**

I realize these are big claims, and I do not make them lightly. But they are backed up by the results of thousands of people just like you who have learned how to supercharge their daily existence with the kind of success that creates not burnout but balance, not hardship but happiness. If you want to see some of their comments, [click here](#).

And if you already believe passionately that this weekend is right for you, [click here](#) and join me for the doorway to your new level of Harmonic Wealth™ — because you deserve [The Power to Win!](#)

## **Step 7: What about the Rest of Your Life?**

### **People live so much longer these days.**

Some scientists predict most of us will see our eightieth birthdays. Even more optimistic, Dr. Deepak Chopra says we're easily equipped to live to 120. Imagine hitting sixty and thinking, "Hello, middle age!"

Knowing it's possible you'll live to be much older than most people at any other time in history, you have to realize, even if you've already summited that proverbial hill, *you've got a whole life ahead of you*. Most of us haven't even hit our stride yet.

*What will you choose to create for the rest of your life?*

## **Know where you're going.**

That's a funny phrase: *the rest of your life*. Most of us don't envision swinging in a hammock for thirty to sixty years. Even though I'm years away from sixty, I certainly don't plan on lazing about for the entire remainder of my time here on earth. Yet if we can think of "the rest" as both purposeful activity and mindful inactivity, along with the absence of both busywork and exhaustion, then "the rest of our lives" can take on an entirely new meaning and meaningfulness.

Easier said than done, though, isn't it? To expend our energy on what's most important and to remember to slow down so we can rejuvenate takes conscious attention to a clear vision for our lives. We must know with *absolute clarity* what we choose to create. So many of us, though, find it much easier to define what we don't want: "*I don't want to be downsized out of a job,*" or "*I don't want to be fat any more,*" or "*I don't want to be alone.*"

## **Knowing these "don't-wants" is only half the equation.**

These are the conditions we want to move away from. *What are we moving toward?* To be successful for the long term, you must know both the moving away, which tends to compel you to action in the first place, and the moving toward that will keep you going even after you've reached a major milestone.

Let's consider the example of a goal to lose weight. A major factor in the yo-yo effect commonly associated with this goal is people being clear about what they *don't* want and not having a vision for what they do want. If the goal is to lose weight, what will they gain? Once the weight is lost, why continue to exercise and eat sensibly? The goal has been achieved, so there's nothing left to do but hope that some good habits got ingrained. But for most people, *that doesn't happen*. Ninety percent of people who lose weight in North America gain everything back within two years or less — plus two more pounds!

Once people who were overweight get far enough away from being fat, *the motivators are gone*, and they get sucked back into their old behaviors. A better strategy is to *acknowledge the moving away motivator*, but then to focus on the moving toward. For example, "*I will feel confident and strong in my body,*" or "*I will be able to enjoy any physical activity that interests me,*" or "*I will look irresistible in my jeans and a sweater.*"

## **It works something like a rocket going into space.**

*A tremendous amount of energy* and effort and force goes into moving that rocket away from the earth's gravity, but after that initial thrust, and once the ship gets out of the gravitational pull, it drops the booster and gets *a new burst of energy* to move toward its destination planet. Otherwise, the rocket would travel only halfway. Moving away from the earth was a critical first step, but to actually land on the moon, the rocket has to drop

the propellant to reach its target.

Likewise, a person who wants to get out of debt (move away), needs to come up with a vision to move toward. For example, *"I will have the freedom to travel anywhere in the world."* Someone who doesn't want to feel lonely any more (move away), needs to focus on what he or she chooses to create: *"I will reach out to my family and friends so I always feel connected."* We need to know where we're headed, not just what we're leaving behind.

### **Be specific, make it measurable and set a date.**

For best results, goals should meet three important criteria: They are specific, measurable and timed. In fact, in one of my seminars, I give participants a mnemonic for remembering the key criteria for goals.

### **The S.M.A.R.T. goal is one that is:**

- Specific
- Measurable
- Achievable
- Realistic
- Time-Sensitive

Instead of "I want to lose weight," make it specific and measurable: "I will be in excellent condition: My body will have 25 percent body fat, and I will be able enjoy jogging for 45 minutes."

Is this achievable? Certainly. Is it realistic? Careful, here. "Realism" can be a trap, mainly because for most of us, *realism is actually pessimism*. Dr. Martin Seligman, who wrote a book titled *Learned Optimism*, revealed that most achievers are optimists who, in pushing the limits of what is "reasonable" or "realistic," accomplish much greater things than those who are unwilling to test the boundaries (also known as pessimists). One great example he gives to illustrate the difference is that you can stand outside Disneyland and listen to the adults leaving the park, grumbling about how long the lines were, how expensive the food was, and how that stupid mouse got on their nerves. Yet the children — even if they're dragging out with droopy eyelids — are *still enthusiastic* about how fun the rides were, how they loved the cotton candy and Goofy and Small World and the pirates and the music and... and you get the picture. *The kids optimistically focus on what was great for them.*

### **Really go for it!**

My point is, that in setting "realistic" goals, to not allow that label limit you. Be an optimist. Set goals that will *challenge you*, goals that *give you butterflies*, goals that *put you right out on the edge* without one more step to take. Anything less challenging can bore you. Anything more challenging can break you. So search your heart. Set goals that

will, for you, really put you out there and motivate you to continue. In [The Power to Win Weekend](#), we spend a lot of the time working with you and encouraging you to stretch yourself to really go for it. You deserve nothing less. After all, *it's the rest of your life.*

## **It's hard for me to believe this series of lessons is at an end — or is it?**

That depends on you. You may have treated these as e-mails you read, saying to yourself, "Interesting!" and then deleting them from your inbox. I hope instead that you saved these lessons and mulled over the ideas I've tried to convey. You may have even tried a few of these concepts out and seen their effect in your life. But I have to be honest with you: 99 percent of people who read success literature or listen to personal-growth tapes *don't put what they've learned into practice.*

What's next if you are among the 1 percent who is truly committed to greatness? There is nothing like a time of concentrated learning and application in the company of other excited and dedicated people to propel you into a new level of life. That's what [The Power to Win Weekend](#) will give you — and much, much more.

There's a vast difference between saying to yourself, "I can do anything," even *believing that statement is true*, and backing up that assertion by breaking through a 1-inch pine board with your bare hands.

There's a difference between learning how to create Harmonic Wealth™ in your life, and going through a weekend that will show you how to achieve not just money, fame, power, influence (whatever success means to you) but health, balance, happiness and contribution along with it.

And there's a difference between reading e-mail lessons, no matter how valuable, and deciding to give the rocket ship of your life the fuel it needs to *blast off and reach the stars.*

This is my final, personal invitation — no, my plea — for you to join me at [The Power to Win Weekend](#). I believe you wouldn't have made it through all seven lessons unless you knew in your heart that you deserve the gifts [The Power to Win Weekend](#) has to offer. Getting information about my next program is as easy as [clicking here](#); and enrolling is as easy as [clicking here](#).

As with everything in your life, the decision is yours. No matter whether you choose to join me at [The Power to Win Weekend](#) or if I see you at other times or other places (perhaps through other e-mails?), I appreciate the gift of your time for these lessons. And I wish that you start living the next years of your life today with ever more joy, passion, and success.