

Having It All

LESSON 1

LIVE the LIFE of YOUR DREAMS

Lesson Preview:

1. Oxygen Thinking, Optimum Living
 2. Get in the Game
 3. You Can Be Different
 4. Are You Planning for Success?
 5. What are my Accomplishments?
 6. What are my Strengths?
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OXYGEN THINKING, OPTIMUM LIVING

All the written plans in the world, all the inscribed goals, dreams and desires won't even make good wallpaper if the first action isn't taken.

Instead of putting off doing what you know you must, dedicate each day to working your plan to get better and to move closer to your goals. Some time ago, I started calling this kind of focus "oxygen-thinking only," which means that you do only what's absolutely required to get the result.

Think Apollo 13, where the astronauts were running out of oxygen and there was no time to waste. All you have is one second to do something to move yourself closer to home. In business, that's exactly how I operate: oxygen-thinking only. Whatever must be done next gets done, and anything else is just a distraction that gets put off to another day. In this way, you can actually make procrastination work for instead of against you.

GET IN THE GAME

There are so many brilliant people out there who analyze and plan and never get to first base because they don't get out and "do." Have you ever been so afraid of making mistakes that you were paralyzed into observation instead of action? Don't let this stop you ever again. The worst thing that could happen is being wrong. Big deal! You'll try something different. Once a plan has been researched and thought through, it's time to get in the game.

You'll have the most fun when you're actually on the playing field. Every professional sports team starts the year focusing on winning the championship. They practice every day with winning in mind. Some days are better than others. They never allow one bad practice or one bad day to deter them from the end result.

I suggest you apply this kind of focus and commitment. If your goal is to get in better shape, for example, then if you miss a planned workout or eat a few cookies, don't let that derail you. Or if you are building a business and you have a sales dip for a day or even a week, don't let that deflate your discipline for the rest of the month. Don't give up, thinking one misstep means the whole plan is out the window. Success is the accumulation of many small steps in the right direction; just one out of line does not need to take you entirely off course. Recognize the deviation and get yourself back on route to your dreams.

Keeping your eye on the mark is the only way to hit it. You cannot hit a target you aren't focused on except by accident.

Don't trust your success to accidents. Trust your success to yourself and your actions.

YOU CAN BE DIFFERENT

Of course, action is pointless without planning and purpose. Yet most people just don't want to give planning the time it deserves. Choose a destination before you head out to sea; otherwise, you'll find yourself in the middle of the ocean with your sails being battered around, and you'll be going nowhere. If you take a look at why businesses fail, or why a certain area in a person's life isn't working, it's usually because they haven't put much thought into it. They haven't taken the time to simply ask, "Where do I want to go? What am I trying to do? What are my options?"

You can be different. You can take the time to plan so you're laser-focused on your outcome. Then you're poised for oxygen-thinking only-you're poised to take action on creating the life of your dreams.

Tips for Having it All

ARE YOU PLANNING FOR SUCCESS?

A great design for your life is more than just a list of New Year's resolutions. It requires serious reflection and assessment. You can start today with an exercise I call "True North"--which is detailed in my book, "Having it All: Achieving Your Life's Goals and Dreams"--then proceed to create a vision for your life and specific goals, breaking them down into long-range, one-year, and ninety-day objectives. Out of that, you can make a daily plan of action. Later chapters will walk you through all of these steps. For now though, start by asking . . .

WHAT ARE MY ACCOMPLISHMENTS?

First, list all your wonderful accomplishments in life so far. Some examples:

- Blissfully married for five years
- Graduated from school of culinary arts
- Opened own restaurant to rave reviews
- Business in the black three years in a row
- Purchased home of our own

Consider everything you've done in your life that warrants celebrating or recognition from you:

- Fulfilling relationships,
- School or intellectual achievements,
- Family accomplishments,
- Financial milestones
- Anything at all you are proud of or honored to have achieved.

Once this list is complete, ask yourself . . .

WHAT ARE MY STRENGTHS?

Now take a look at the areas of your life in which you know you are strong. What are your natural and developed strengths?

Some examples:

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- **Accounting background:** I understand how to prepare accurate financial statements and interpret the numbers from statements prepared by others.
- **Conflict resolution:** I'm trained in helping people navigate tricky disputes and come to mutually beneficial solutions.
- **Curiosity:** I'm willing to learn just about anything. Sense of humor: I tell great jokes.
- **Dedication:** I am absolutely committed to creating the life of my dreams.

What skills and talents do you possess? What experience do you have? What resources can you access?

Complete these two simple lists between now and next week, and then we'll build on them to create your full True North Assessment.

LESSON 2

Use Every Experience to Propel You to the Life of Your Dreams

Lesson Preview:

7. Move Forward
 8. Learn from Life
 9. You're the Expert – Empower Yourself
 10. How to Look at Yourself
 11. Find Your True North
 12. Reality Check, What are my Perceived Weaknesses?
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MOVE FORWARD

After last week, you should have a pretty good idea as to what your strengths are. Way to go! I hope you're feeling good about yourself and have become aware of just how special you are.

But we can't stop there. Creating the life of your dreams requires you be totally honest with yourself so you can move forward in your life.

Everyone has made mistakes. Everyone. And all of us have areas in life where we know we are not as strong as we'd like to be. We all know that no one is perfect, but we still may beat ourselves up over these perceived weaknesses.

We can obsess about choices we've made that turned out to be “bad,” and we can bemoan our

shortcomings, but this will hold us back. What we need to do is acknowledge them, come up with a strategy for managing them, then MOVE ON.

LEARN FROM LIFE

What if, instead of beating yourself up about the bad choices you have made in the past, you thought about what that mistake taught you? If you looked at every error in judgment as a learning experience, you would feel so much better about yourself and your past actions. You could say, “Okay, I learned something valuable from that mistake, and I know not to make this same choice again.” And, most importantly, you would be able to move on with your life and not dwell on the past anymore. If you are always looking backward at your past, you cannot look forward to your future.

Consider your own life: Have there been relationships that ended? Business that went belly up? Or other, ongoing challenges, such as not producing enough cash flow to cover expenses? Not making your family a priority?

Examine these situations and consider what they have to teach you: what changes you should make in your life, what strategies you should adopt, what you should delegate, what you should just let go.

YOU'RE the EXPERT – Empower Yourself

Imagine a person who can never remember where he put his keys. Sometimes they're in the office, sometimes on the coat rack, sometimes in his pocket. This person is constantly looking for them and holding you up. After a while, you might get pretty frustrated with him. Perhaps you would even say, “Look, you're really irritating everyone around you. Pick a spot where you will always put your keys-put a hook on the wall or something-and always hang them there, okay?”

Because you were being affected by the person's forgetfulness, it was easy for you to identify the problem and come up with a quick solution to make the problem go away. What if you could get a little distance from your own foibles? Would that give you a new perspective that would empower you to find solutions?

HOW TO LOOK AT YOURSELF

The new you, the one who has learned so much by experience, can now look honestly in the mirror. You can look at your past without being held hostage by your mistakes or any patterns of behavior you might have. You are in the process of finding your “True North” so you can make a new path toward the life of your dreams. To do that, you need to look very hard at yourself and see what areas you need to improve.

Tips for Having it All

FIND YOUR TRUE NORTH (CONTINUED)

We're going on with the process of serious reflection and assessment you started last week. You listed your accomplishments and strengths: the first step on the road to finding your “True North,” which is detailed in my book, “Having it All: Achieving Your Life’s Goals and Dreams.” Later chapters will walk you through all of the steps to creating your dream life. All to come! For this week, ask yourself . . .

REALITY CHECK - WHAT ARE MY PERCEIVED WEAKNESSES?

You will need to be extremely honest and open with yourself. I know this may be a sensitive subject, but this is a critical reality check. You already know in what ways you are excellent: by also knowing in what ways you are “not” excellent, you can manage your weaknesses better. This exercise is called “Perceived Weaknesses” for a reason: these are not absolute. You are just listing areas that you have observed as needing

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improvement.

Some examples:

I can be forgetful/thoughtless about things not important to me. I lie about my feelings when the truth will lead to a disagreement. I'm sloppy with details. My writing skills are rusty/grammer and spelling not good. I'm impatient and childish if I don't get what I want "now."

Complete this simple exercise, and you're one step closer to your dreams! Next week, we'll continue finding your True North by completing some easy but in-depth evaluations of key areas in your life: mental and physical health, spirituality, relationships, finances, and career/business.

LESSON 3

BELIEVE IN YOUR DREAMS

Lesson Preview:

- 13. The Effects of Your Beliefs
 - 14. Break Free From Your Past
 - 15. Find Your True North (cont.)
 - 16. True North: Mental Health
 - 17. Keep it Together
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THE EFFECTS OF YOUR BELIEFS

You have thousands of beliefs, both positive and negative, that cause you to perceive and act a certain way. The effects of your beliefs are not as abstract as you might think. You and I act in absolute accordance

with what our internal beliefs are and not with what we may want. We can override our beliefs temporarily using our will power, but I assure you that over the long haul the 'internal' image we have of our self will always win.

Let's say you're looking at a restaurant menu. You'll make a decision and take action by ordering and eating the food that aligns with your beliefs about health and nutrition. The result of that decision will determine whether or not you'll have an abundance of energy. It will determine, over a period of time, your external appearance. It will also determine your internal health.

As you can see, one small decision affects a whole range of things. Choosing improperly for long periods is a sure-fire route to a mediocre life. What you must consider is whether or not your beliefs can get you to the destination of your dreams. It is critical to evaluate the results in your life and to understand the true underlying cause that is creating those results.

BREAK FREE FROM YOUR PAST

Perhaps you've heard about how elephants are trained to stand tied to a tiny stake in the ground, which they could easily pull up simply by using their considerable strength against the restraint. When an elephant is young, the trainer uses a heavy chain with a shackle around the calf's ankle, which causes painful sores when the baby elephant tries to move. Within a short period of time, the animal is conditioned that pulling equals pain. As the elephant matures, the trainer can use a weaker and weaker tether because the elephant won't test it, until a simple rope tied to a tent stake will keep this five-ton animal from roaming.

It's likely that many of the beliefs you have today are acting like that weak rope, perhaps holding you in place and preventing you from going where you want to be. That's why people stay in relationships that aren't working, keep a job they don't like, continue neglecting their health, and so on. The good news is you can change. You can break free. You can choose your beliefs and therefore change your results.

“Consciously choosing what to believe, whether it's about health, God, marriage, children, career, other people, or anything else gives those beliefs more weight, more meaning in your life.” I chose to hold onto some of the beliefs I adopted on the street—being a risk-taker, trusting my instincts, believing in myself as a manager and even a visionary—and, of course, I decided to jettison those beliefs that were holding me back. Thinking I was not smart enough, that people didn't like me, and that I couldn't trust anyone else were definitely not going to get me where I wanted to go. I realized, through the help of many mentors, that for anything in my life to change, I had to change. It works from the inside out, not from the outside in.

Ask yourself whether your most dearly held beliefs are serving you or not. Do they help you create the life of your dreams? Or do they limit you and the people you love? Remember that beliefs are like blinders for humans. They can be so powerful that they cause you to see only what's in line with them. Yet they are not the Truth. They are just your perception of the truth, based on your past teachings, experiences, and evaluations. You can choose to change any belief that is not helping you create the life you really want, and in the upcoming issues, we'll continue to explore how to change the beliefs you have that aren't serving you.

Tips for Having it All

FIND YOUR TRUE NORTH (CONTINUED)

Setting yourself up to achieve your dreams is not a one-day, one-week, or even a one-month event. Congratulations on recognizing that it is ongoing, and your dreams deserve more attention than jotting a list of resolutions on New Year's Day. You are now engaged in a process called the Life Design Matrix, which is detailed in my book, “Having It All: Achieving Your Life’s Goals and Dreams” This week, we're still

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focusing on a part of the Matrix called 'True North.' Now that you've completed your initial assessment as part of this process -- listing your accomplishments, strengths, and perceived weaknesses -- the next step is to evaluate key areas of your life: mental and physical health, spirituality, relationships, finances, and career/business. Today, you'll focus on mental health.

TRUE NORTH: MENTAL HEALTH

Write the date at the top of a piece of paper (or of a word processing document) and title it 'My Mental Health.' Rate your mental health on a scale of 1 to 10, where 1 equals 'I need help,' and 10 equals 'I couldn't be better!' Then describe yourself. Start your sentence, 'My current mental health is...' Then finish it, writing up to a paragraph or two expressing your current state of mental health.

Next, detail the habits and beliefs that have created the results you're experiencing. Start your sentence, 'For this result to be present, my past programming or belief was ...' then finish it, again writing about a paragraph or two. Here's an example:

January 20, 2008 My Mental Health

Rating: 6 (Okay)

My current Mental Health is ... I'm doing pretty well. I have my days, but by and large my spirits are up and I'm an enjoyable person for others to be around. The one thing keeping me from feeling really excellent is that my grief over my father's death last year persists. I have a recurring dream where he is just out of my reach, and he can't hear or see me, but I can see him. The loss I feel over this is pervading the rest of my life to the point where, when I see my own children having fun with my husband, it is bittersweet. This keeps me from fully enjoying moments that should be wonderful for all of us -- sometimes I tear up and have to turn away -- and I think it's confusing for the kids.

For this result to be present, my past programming or belief was: My father is gone and I'll never see him again. I won't ever be able to tell him I love him again. My children won't know their grandfather because he was taken from them so early in their lives, and I don't want to get all emotional in front of them because they're too young to understand what I'm going through.

KEEP IT TOGETHER

What are you supposed to do with these exercises you're completing? Don't just do them then throw them away. I suggest you keep them in a notebook or journal of some kind. It's up to you what form they take; the objective is both to have an easy reference as you work through the exercises I provide each week and also to have a record of your progress. If you keep at it, you'll be amazed!

LESSON 4

Create a Healthy Mind & Body

Lesson Preview:

- 18. Fire Up Your Engines
 - 19. Prepare for a Mission
 - 20. Gain Control
 - 21. Find your True North: Physical Health
 - 22. Smart Quote of the Week
 - 23. Reader's Question of the Week
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FIRE UP YOUR ENGINES

Your body is a marvel that functions like no machine ever created by man. Too many people neglect their only "vehicle" as if they could get another one when this one is used up. Well, this is it -- the only body you'll ever have, so you'd better make the most of it.

I like to compare my mind-body system to an F-16 fighter jet. The more I know about how it functions, the easier it is to fly. Many people don't have a clue about their bodies and the gifts they are blessed to have. Think about the training a fighter pilot receives to learn how to handle a fighter jet. We need that kind of training: It is imperative to understand exactly how your body and your mind operate.

PREPARE FOR A MISSION

If you owned a jet, you would only put the highest grade of fuel in it and keep the parts well-oiled. If you're like me, you wouldn't let maintenance slide, much less let it rust out and fall apart.

Well, your body is your jet. How often do you get it out of the hangar and take it for a spin? Do you pollute it for short-term gratification, or do you think about what will improve its long-term performance? We know that human beings are living for longer and longer periods of time, but are you taking steps to ensure that your body is in the best condition possible to combat age and disease?

GAIN CONTROL

I know about combating disease from personal experience. My condition wasn't life-threatening, but it was certainly lifestyle-threatening. In my early twenties, I was diagnosed with ulcerative colitis, which involves the large intestine developing ulcers, causing a host of unpleasant effects, the worst being explosive diarrhea. On one occasion (and there were others) I made a mess of myself while wearing an expensive Italian suit and tried to clean up in a gas station bathroom while an important client waited impatiently in my car. After thirty minutes, he finally came into the bathroom and found me washing my pants in the sink, naked from the waist down. I confessed my difficulty to him and he was very understanding, but I realized I couldn't continue to let this disease control my life.

I decided to change things. I became a student of the illness, learning everything I could about it, and set out to heal myself. By using visualization techniques, proper eating, exercise, positive affirmations, and writing (later lessons will explain each of these methods), I was able to control and eventually eliminate this disease's hold on my body so I could live my life the way I wanted to.

Tips for Having it All

FIND YOUR TRUE NORTH (CONTINUED)

Perhaps the single greatest determiner of our quality of life is our physical health. I don't know

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anyone who has lost their vitality and wouldn't give anything to have it back. One of the keys to protecting this critical aspect of your life is recognizing your patterns and results, changing those that don't support you, and celebrating those that do. To assist you with this, you're continuing to find your True North, focusing this week on physical health.

TRUE NORTH: PHYSICAL HEALTH

Write the date at the top of a piece of paper (or of a word processing document) and title it "My Physical Health." Rate your physical health on a scale of 1 to 10, where 1 equals "I need help" and 10 equals "I couldn't be better!" Then describe yourself. Start your sentence, "My current physical health is ..." then finish it, writing up to a paragraph or two expressing your current state of physical health.

Next, detail the habits and beliefs that have created the results you're experiencing. Start your sentence, "For this result to be present, my past programming or belief was ..." then finish it, again writing about a paragraph or two. Here's an example:

January 29, 2003

My Physical Health

Rating: 8 (Very Pleased-Excellent)

My current Physical Health is ... Really good. I'm exercising regularly, lifting weights, and swimming several times a week, eating right, and taking my supplements. The best part is that I'm in better shape now than I was in my thirties. Look out fifty!

For this result to be present, my past programming or belief was: I can be fit at any age. I love to eat healthfully and work out. I feel confident and sexy when I take care of my body. (I'm pretty happy with my 8, though I wouldn't mind kicking it up a notch.)

SMART QUOTE OF THE WEEK

"The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind." --William James

Reader's Question of the Week:

Q: What did you learn from your time in the gang that you were able to apply to business?

A: There was plenty I learned in the gang that should never be applied to business, but there were some gems. The gang taught me about loyalty, taking risks, negotiating, reinvesting in my business and, maybe most important, trusting my gut -- my intuition. Intuition is a powerful tool in business. On the streets, where I had to have my antennae up all the time to avoid danger and capitalize on opportunity, my intuition saved my hide and kept me out of jail more times than I can count. And because I had learned to trust my gut, I followed my hunch that real estate was the right career for me when that opportunity presented itself. When my gut told me it was time to travel the world, I went. My intuition told me when to get into a major Internet deal in 1999, and it also told me when to get out, which was just before the market totally crashed.

Unfortunately, I didn't fully trust my intuition that time -- it took me five months to be sure -- and I didn't make as many millions as I would of if I had followed my gut feeling and gotten out immediately. But being in the gang taught me to listen to my intuition, and every time I have trusted my intuition -- every single time -- I have been led to something great.

LESSON 5

Is Your Personal Genie Working for You?

Lesson Preview:

- 24. Find Your Real Power Source
 - 25. Get With the Program
 - 26. Rewire Your Thinking
 - 27. Find Your True North: Spirituality
 - 28. Smart Quote of the Week
 - 29. Reader's Question
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FIND YOUR REAL POWER SOURCE

Some of your body's functions are controlled by the conscious mind, like what you choose to eat. The rest of your bodily functions—the ones you don't think about—are controlled by the subconscious mind (sometimes called the unconscious, spiritual self, higher self, and so on). I want you to discover this aspect of yourself so you can become more and create wonders with your life and individual talents.

Your subconscious keeps you alive and operates all of your vital bodily functions: regulating your heart, digesting your food, and keeping your body's temperature just perfect. You could never consciously keep track of everything your subconscious does every second to keep you alive. It is a power source you cannot see, yet it is working absolute miracles with every breath you take. What if you could tap into that power source and have it do much more for you?

GET WITH THE PROGRAM

The subconscious isn't all about your organs. Its other function—and this is where it gets really interesting—is to store all the experiences, habits, and beliefs you have ever developed. The subconscious automatically regulates every habit you have, and once a habit is fixed in your subconscious, it's on autopilot just like all the other programs you've created in your life. Your subconscious makes absolutely certain that the “program” is “running” without you having to worry about it.

Having It All

This system can act as your greatest friend or worst enemy if the wrong programs get started -- once they get going, they're not easy to stop. Consider some common habits, such as fingernail biting or using the words "um" or "like" all the time, or eating more than you now you should. Have you ever tried to break yourself of one of these habits? Then you know how persistent they can be. Wouldn't it be great to have this power working with you instead of against you?

REWIRE YOUR THINKING

The subconscious does not do the thinking, just as the operating system of a computer can't think. It simply carries out the orders that the conscious, thinking mind gives it. Once you have altered your conscious beliefs and learn how to reprogram yourself, your subconscious will act as your personal genie, serving you twenty-four hours a day, seven days a week: on duty even when you are asleep, busy changing your habits and your world.

Tips for Having it All

FIND YOUR TRUE NORTH (CONTINUED)

Before you can change the beliefs that are holding you back, you need to know what they are, and that is what the Finding Your True North process is all about. Once you know what your beliefs are, you can change them by using the same visualization and affirmation techniques that have worked wonders for me, then sit back and let your unconscious mind "run the program." These lessons will walk you through the process, step by step.

TRUE NORTH: SPIRITUALITY

Write the date at the top of a piece of paper (or of a word processing document) and title it "My Spirituality." Rate your spirituality on a scale of 1 to 10, where 1 equals "I need help" and 10 equals "I couldn't be better!" Then describe yourself. Start your sentence, "My current spirituality is ..." then finish it, writing up to a paragraph or two expressing your current state of your spirituality.

Next, detail the habits and beliefs that have created the results you're experiencing. Start your sentence, "For this result to be present, my past programming or belief was ..." then finish it, again writing about a paragraph or two. Here's an example:

February 10, 2003

My Spirituality

Rating: 5 (Just Okay)

My current Spirituality is ... Okay. I'm not very involved with religion but I feel the need for spiritual practice. My wife attends a church, but it's not a good match for me. It just feels like a social function more than a way to connect with God. So I get my connection with Spirit through nature, surfing specifically. That word "awesome" didn't come out of beach culture for nothing -- the waves inspire me in ways that organized religion does not. But I don't have a lot of time for surfing, and I'd like it if our family was more connected spiritually. I'd like it if I was more connected

spiritually.

For this to be present, my past programming or belief was:

I don't have the time to spend on this area of my life. Other things are always more pressing and important.

SMART QUOTE OF THE WEEK

“We are what we repeatedly do. Excellence, then, is not an act, but a habit.”

--Aristotle

Reader's Question of the Week

Q: I'm really having problems finding someone to share my life with. I've been on so many dates in the last couple of years, but I can't find anybody I really click with. I'm even letting my friends set me up on blind dates and still haven't met anybody who I feel is special. What's your advice?

A: There's a natural law called the Law of Attraction that I will discuss at length in a future lesson, and that you can read about in my book "Having It All: Achieving Your Life's Goals and Dreams." For now, though, I'll summarize it as "like attracts like." When you work in concert with this law, you can attract things to you that you want in your life -- money, happiness and, of course, love.

After I divorced for the second time, I decided to put the law of attraction to work for me. (Although I had successfully applied it in business and other areas of my life, it was the first time I had thought to apply it to relationships, which is kind of slow, isn't it?) I wrote down, in detail, what I imagined my ideal partner to be like, and tucked it away for safekeeping. I had poured out my heart's desire: to meet and love a person who wanted to have fun with me, was attractive and spontaneous, family-centered, and I included details about our emotional and physical intimacy.

I then decided to take things slowly (keep things casual and be up front about it) with whomever I dated. I figured that I had put in my order with the universe, and if the right woman showed up, I'd know it, but there was no reason to rush things, either.

My girlfriend Maria and I met at our gym and dated casually, getting to know each other. For the first three years, we made no commitments beyond enjoying one another's company, then decided to make ours a monogamous relationship. It wasn't long before I showed Maria the description I'd written of my ideal woman. I had described her to a tee, and it was hard for her to believe how precisely the details fit her. As for me, I couldn't stop grinning: Here was the woman I had wanted right before my eyes, and here was attraction operating precisely according to its law.

I suggest you do the same, and describe your ideal woman in detail. I suggest you mentally experience and visualize the relationship you want as often as you can. You may also ask yourself, in order for me to find and be with this person, what qualities do I need to develop? Then enjoy the process of dating, and don't think about finding the "right one," which puts a lot of pressure on a new relationship. Believe me, when it's the right time and the right person, you'll know it.

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LESSON 6

Succeed in Everyway Possible

Lesson Preview:

- 30. Who You Really Are
 - 31. Find Your True North: Romantic Relationship
 - 32. Smart Quote of the Week
 - 33. Reader's Question
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-

WHO YOU REALLY ARE

Who are you? Society often defines us by our parents (you're so-and-so's child), our spouses (you're so-and-so's husband), our kids (you're so-and-so's mother), or our jobs (you're a pilot). But that's just a tiny portion of who you are. What do you answer when someone asks you this question? Your name? You are so much more than a name that was given to you at birth—you had no control over that. You could use an infinite number of words to describe your self, your actions, your feelings, your likes or dislikes, your beliefs—and never be done, because you are always growing and expanding.

As you continue to explore your current state of being in the “True North” process, you will come to a better sense of who you are in many areas of your life. Once you understand who you are right now, you can decide what you really want and who you are moving towards becoming! Now go for it!

Tips for Having it All

FIND YOUR TRUE NORTH (CONTINUED)

Our lives revolve around our many different relationships. Whether with our romantic interests, family, friends, or colleagues, each relationship in our lives is unique and complex, and deserves careful examination. This week's focus is on your relationship with a significant other as you work more on the “True North” process offered in my book, “Having It All: Achieving Your Lifes Goals and Dreams.” You'll be exploring the other relationships in your life in the weeks to come.

TRUE NORTH: ROMANTIC RELATIONSHIP

Write the date at the top of a piece of paper (or of a word processing document) and title it “My Romantic Relationship.” Rate it on a scale of 1 to 10, where 1 equals “I need help” and 10 equals “I couldn't be better!” Then describe yourself. Start your sentence, “My current relationship is ...” then finish it, writing up to a paragraph or two.

Next, detail the habits and beliefs that have created the results you're experiencing. Start your sentence, “For this result to be present, my past programming or belief was ...” then finish it, again writing about a paragraph or two. Here's an example:

March 4, 2001

My Romantic Relationship

Rating: 2 (I need help)

***My current relationship is ...** Nonexistent. I want to date someone special, but I'm not meeting anyone who sends up*

the sparks.

For this to be present, my past programming or belief was:

I need immediate chemistry with someone or a relationship is not worth pursuing. I don't really have time for this right now, anyway.

SMART QUOTE OF THE WEEK

“The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind.”

--William James

Reader's Question of the Week:

Q: Does visualization really work?

A: You bet! Let me tell you a story: In 1995, I started to visualize on a regular basis. I had read about how athletes and successful entrepreneurs do it, so I figured, why not? I posted a visualization board in my home office where I stuck photos and clippings of anything and everything materialistic that I desired. Trips, cars, houses, you name it. It was all up there like so much fantasy wallpaper, and I used it to keep everything I wanted “before my eyes” even before it literally was so. Fast forward to May of 2000, when I was sitting in my new home office with my son, Keenan. He had come in and sat on a couple of boxes I'd just pulled out of storage, and he wanted to know what was in them. I tried to explain that my vision boards were in there, but you can imagine what my five-year-old son thought about that: “Dad's vision-what's?” So I opened one of the boxes, and on the first board I pulled out was a photo of a Mercedes sports car and a watch and some other things I'd already acquired. I was telling him about how I make these vision boards to help me think about what I want, and that helps my dreams come true. Then I pulled out the second board -- and I started to cry. “Are you upset, Dad?” Keenan asked, a little alarmed. “Look, honey,” I told him as I pointed. “It's our house.” You see, on that board was a picture I'd cut out of a magazine several years before, and we had just moved into that house! Not a house like it. THE house. Yes, I “know” visualization works. And so does Keenan.

Want to learn more about “how” to visualize? Check out my book, “Having it All: Achieving Your Lifes Goals and Dreams,” chapter 10: “Visualize and Meditate Your Way to Success.”

Having It All

LESSON 7

How Well Do You Know Your Mind?

Lesson Preview:

- 34. Know Yourself, Challenge Yourself
 - 35. Find Your True North: Immediate Family Relationships
 - 36. Smart Quote of the Week
 - 37. Reader's Question of the Week
-
-

KNOW YOURSELF, CHALLENGE YOURSELF

The conscious part of your mind has six intellectual functions: the first of these functions is “reason,” your ability to evaluate what you want and feel. That’s why, if you don’t like the results in your life, you need to use reason to consciously make different choices. And if you’re not so good at this—if you struggle to understand your own “reasons” for making decisions about your life—ask a friend or mentor to help you when you need to make an important decision. (I talk more about mentors in later chapters.)

Your second intellectual function is “will”. Your results in life are determined by the greatness of your will. Without will, or mental toughness, you can’t have a life of abundance. Your will keeps you going even when your body or mind want to quit. Don’t have a strong will? You can change that. Find your passion: the more driven you are by something, the more will you’ll have for it. It develops like a muscle—the more you use it, the stronger it gets. Find something big and challenging and take it on! Choosing a big goal that you really want to accomplish is scary and requires mental will to achieve. Don’t settle for being comfortable, challenge yourself to be scared and really go for something worth being scared about!

Tips for Having it All

FIND YOUR TRUE NORTH (CONTINUED)

As you continue to discover the subconscious beliefs that are holding you back, think about how your will and your reason can work for you to enrich and empower your life. Be sure to evaluate yourself carefully and honestly so you can discover which of your beliefs need alteration. The True North exercise helps you see where you are and where you’ve been; your conscious mind, including your will and reason, will be responsible for reprogramming your unconscious mind and thus taking you to the next level.

TRUE NORTH: IMMEDIATE FAMILY RELATIONSHIPS

Write the date at the top of a piece of paper (or of a word processing document) and title it “My Relationships with Immediate Family.” Rate your relationships on a scale of 1 to 10, where 1 equals “I need help” and 10 equals “I couldn’t be better!” Then describe yourself. Start your sentence, “My current relationship with my immediate family members is ...” then finish it, writing up to a paragraph or two expressing your current state of each of your relationships. Describe each of your most important relationships individually.

Next, detail the habits and beliefs that have created the results you’re experiencing. Start your

sentence, “For this result to be present, my past programming or belief was ...” then finish it, again writing about a paragraph or two. Here’s an example:

February 10, 2003

My Relationships with Immediate Family

Rating: 6 (Okay)

My current relationship with immediate family members is ...

Kids: The arrangement we have for seeing each other stinks. I have to drive two hours to pick them up and then get to see them for only two days at a time. Their mom doesn’t want to bend on the visitation arrangement. Given all that, we still have a great time together, and I feel like I’m able to contribute significantly to their parenting. They know how much I love them, and I know they love me, too.

For this to be present, my past programming or belief was:

There’s nothing I can do about the arrangement with the kids, I simply have to suck it up and deal with whatever life hands me. I’m not inclined to go out on a limb to help people who are trying to be difficult.

SMART QUOTE OF THE WEEK

“You can chain me, you can torture me, you can even destroy this body, but you will never imprison my mind.”

—Mahatma Gandhi

Reader’s Question of the Week

Q: What are some of the beliefs you had in your subconscious that you had to change? I’m assuming you were able to change those beliefs.

A: The biggest belief that was holding me back was my belief that I was not smart enough. And I know where it came from—when my parents and I first moved here, I didn’t speak much English, so I didn’t do well when I started school. And if you don’t do well in school, regardless of what the reason is, you develop a negative self-image. Even if you have the most phenomenal potential, if you’re a kid who can’t understand the language and what the teachers and other kids are saying, you’re going to think, “I must not be smart.” And that belief lodged in my subconscious and stayed with me until I was about 20, and then I realized I “was” smart. But I still had to reprogram myself—and yes, it did work: I was able to change that belief in my subconscious and thus change my life experience.

Having It All

LESSON 8

Remember the Possibilities

Lesson Preview:

- 38. Open Your Mind
 - 39. Find Your True North: Extended Family Relationships
 - 40. Smart Quote of the Week
 - 41. Reader's Question of the Week
-
-

OPEN YOUR MIND

Last week you discovered the first two parts of the conscious mind, reason and will, which control your ability to make decisions and your power of endurance. The third intellectual function is “memory.” Remember last week I said your will develops like a muscle—the more you use it, the stronger it gets—and the same applies to your memory. Barring medical problems and psychological disturbances, anyone can have a great memory. Learn techniques for recalling what your brain stores and practice them often. For example, play a memory-enhancing game like “concentration,” where you lay a deck of cards face down and collect suits or numbers by turning over one card at a time and remembering where matching ones are. The method doesn't really matter, though; just start exercising your memory!

The fourth intellectual function is “perception,” which is a wild card. Everyone in the world sees everything through their own unique filter, based on beliefs, habits and conditioning. Humans label and place meaning on every event in life. How do you know that your interpretation of an action or statement is really the way the person doing or making it meant it to be interpreted? Observe without judgement. Yes, this is difficult—it's an art, because you must understand that your point of view is only one possibility in an endless realm of possibilities. Be flexible with your perceptions, and be open to another's point of view or belief. This is one of the main reasons for wars, fights, and arguments. If we just accepted the viewpoint of another person as their perception and not right or wrong, we would get along much better and we wouldn't stress out so much.

Tips for Having it All

FIND YOUR TRUE NORTH (CONTINUED)

TRUE NORTH: EXTENDED FAMILY RELATIONSHIPS

Write the date at the top of a piece of paper (or of a word processing document) and title it “My Relationships with Extended Family.” Rate your relationships on a scale of 1 to 10, where 1 equals “I need help” and 10 equals “I couldn't be better!” Then describe yourself. Start your sentence, “My current relationship with my extended family members is ...” then finish it, writing up to a paragraph or two expressing your current state of each of your relationships. Describe each relationship individually.

Next, detail the habits and beliefs that have created the results you're experiencing. Start your sentence, “For this result to be present, my past programming or belief was ...” then finish it, again writing about a paragraph or two. Here's an example:

February 10, 2003

My Relationships with Extended Family

Rating: 7 (Pretty Good)

My current relationship with extended family members is ...

Very good, except I feel guilty about my Great-Aunt Emily. I know she's lonely since Uncle Harold died last year, but I haven't talked to her in years and would feel weird calling her out of the blue. She could tell me so much about my grandparents and parents when they were young, and when I was a kid I loved spending time with her. I always feel so guilty every time I think of her—she's getting so elderly now.

For this to be present, my past programming or belief was:

She doesn't want to hear from me after all this time. She probably doesn't even remember me. I don't have time to make calls to her—she might expect me to do something for her, or keep me on the phone for hours.

SMART QUOTE OF THE WEEK

“You can't depend on your judgment when your imagination is out of focus.”

—Mark Twain

Reader's Question of the Week

Q: My spouse and I are separated but really starting to lean toward staying together. I'm just not sure that our marriage will work after growing this far apart. Do you think it's possible for a separated couple to successfully get back together?

A: First, let me acknowledge that this is not something I have personal experience with. I've been divorced twice, so I'm still learning about this myself. However, I have maintained a great relationship with my kids' mom, and I have tried to learn from my friends' marriages, too. That said, here's my opinion: If both you and your partner decide to stay in the marriage, your separation can result in a powerful realization. When a marriage is tested, and you come back together, your commitment can be deeper and more meaningful. Why? Because you both realize that Every day, every minute, every second together is a choice. Both partners are consciously choosing one another all the time instead of just going along with the program. Most couples aren't thinking about the fact that they don't have to be married; choosing one another with this awareness is a far greater act of love and adds richness to your relationship. It is also critical to understand who the other person REALLY is and to decide if you are both prepared to be very ok with that person. Settling because of fear of not finding someone else or worse yet out of a feeling of obligation is a recipe for failure over the long term. Choose the person because you love them just the way they are, not the way you hope they become.

Having It All

LESSON 9

Just Imagine

Lesson Preview:

- 42. Trust Your Gut
 - 43. Find Your True North: Friendships
 - 44. Smart Quote of the Week
 - 45. Reader's Question of the Week
-
-

TRUST YOUR GUT

The last two weeks we have explored four of our intellectual functions: our reason, will, memory and perception. The fifth part of your conscious mind is your “imagination.” Where would humans be without it? There would be no great books, movies, plays, music, art ... even our meals would be boring. And each human-made wonder started with a person imagining an idea, exploring the possibility and finally bringing it into physical existence. Every single human creation began in someone's head. What have you been imagining lately? Whatever you can imagine, you can create.

The sixth function is “intuition.” I can't tell you how many times my intuition has saved me in one way or another. My gut told me when a deal was bad as a kid, that real estate was my calling, when it was time to travel the world, when to get into a major Internet deal, and when to get out. Your intuition is one of the most powerful tools at your disposal. It's that feeling you get about someone or something, when you sense danger or opportunity. You must relearn to trust your intuition and follow it. Like your will and your memory, the more you use it, the stronger it gets. Your intuition is really your awareness of the vibration you are feeling. Positive or negative, you must learn to trust this implicitly!

So how is your memory? ;-) Remember to keep track of the six intellectual functions of your conscious mind: your reason, will, memory, perception, imagination and intuition. Each of these functions will need to be reprogrammed for you to be your best—are you ready?

Tips for Having it All

FIND YOUR TRUE NORTH (CONTINUED)

TRUE NORTH: FRIENDSHIPS

Write the date at the top of a piece of paper (or of a word processing document) and title it “My Friendships.” Rate your friendships on a scale of 1 to 10, where 1 equals “I need help” and 10 equals “I couldn't be better!” Then describe yourself. Start your sentence, “My current friendships are ...” then finish it, writing up to a paragraph or two expressing your current state of each of your friendships . Describe each friendship individually.

Next, detail the habits and beliefs that have created the results you're experiencing. Start your sentence, "For this result to be present, my past programming or belief was ..." then finish it, again writing about a paragraph or two. Here's an example:

February 10, 2003
My Friendships

Rating: 7 (Very Pleased)

My current friendships are...

Sara: I enjoy her company, but she's always asking me to do errands for her and never does any in return. I guess I should just be grateful that she spends time with me—she's so outgoing, and everybody likes her. I know she's in high demand but I feel like she talks about herself and her problems and never wants to hear about me. None of my other friends are like this.

For this to be present, my past programming or belief was:

She's much more interesting than I am, and I don't have that much to offer to our friendship. By doing lots of favors for her, I guess I'm making up for my lack of other things to offer. I'm scared she won't like me if I ask for anything in return.

SMART QUOTE OF THE WEEK

"The problems of the world cannot possibly be solved by skeptics or cynics whose horizons are limited by the obvious realities. We need men who can dream of things that never were."

—John F. Kennedy

Reader's Question of the Week

Q: You said you always trust your intuition. Mine is long gone, and I can't remember the last time I even felt it. How can I get it back?

A: Your intuition is something that never goes away—you just can't hear it anymore. When your "gut" tries to communicate with you, your head starts to process that feeling by filtering it through all your beliefs and conditioning. Develop your intuition by paying attention, slowing down, and becoming more aware of what's going on inside you, rather than outside. Listen to your feelings without judging or dismissing them. In order to listen to your feelings, you have to be calm and quiet enough for those subtle feelings to get through to you. Meditation can be very helpful for recentering yourself. See my book, "Having it All: Achieving Your Lifes Goals and Dreams," chapter 10, for ideas about meditation, or keep reading these lessons—we'll be covering it in detail in later chapters.

Having It All

LESSON 10

Laws and Order to Live By

Lesson Preview:

- 46. Everything is Relative
 - 47. Find Your True North: Relationships with Colleagues
 - 48. Smart Quote of the Week
 - 49. Reader's Question of the Week
-
-

EVERYTHING IS RELATIVE

There are natural laws working on us every day, affecting our lives in a multitude of ways. Just as you can use your intellectual functions to really propel your life forward, you will learn to use the seven natural laws of the universe to govern you and your mind.

Remember, these natural laws are as precise as gravity, I wonder who or what created these exact laws?

The Law of Relativity probably sounds familiar to you. If you were asked, "Do you make a lot of money?" what would your answer be? If you compared your salary to Bill Gates' salary, the answer would be no, but if you compared your income with that of your average third world citizen, the answer would be an emphatic yes. Are you fat or skinny? Are you healthy or unhealthy? Is this lesson long or short? Until you compare what is in question to something else, you can't answer the question.

A two-door car may feel small to someone used to riding in limousines, but to someone who has never had a car, it feels great. Your past experiences influence your evaluations. In reality, it's just a two-door car—not large or small. It just is, but is perceived by different people in different ways. This law can be useful when evaluating a situation or event. Don't get into trouble thinking someone else has more or can do more than you. Look at things as just "being," without measuring or judging them, and you'll prevent feeling like you're not enough or that you don't have enough.

Tips for Having it All

FIND YOUR TRUE NORTH (CONTINUED)

TRUE NORTH: RELATIONSHIPS WITH COLLEAGUES

Write the date at the top of a piece of paper (or of a word processing document) and title it "My Relationships with Colleagues." Rate your relationships on a scale of 1 to 10, where 1 equals "I need help" and 10 equals "I couldn't be better!" Then describe yourself. Start your sentence, "My current relationships with colleagues are ..." then finish it, writing up to a paragraph or two expressing your current state of each of your friendships. Describe each relationship individually.

Next, detail the habits and beliefs that have created the results you're experiencing. Start your sentence, "For this result to be present, my past programming or belief was ..." then finish it, again writing about a paragraph or two. Here's an example:

February 10, 2003

My Relationships with Colleagues

Rating: 4 (Getting By)

My current relationships with colleagues are...

All right. At work, Mark seems to feel threatened by anything I do with the boss that doesn't include him. A five-minute meeting with the boss the other day and he didn't speak to me for hours. It's so hard to work with him when he gets all petty and jealous. I keep hoping he'll get fired, but the boss never seems to notice his behavior.

For this to be present, my past programming or belief was:

If he's going to be like that, then I'm not going to suggest that we include him or even update him on my own after our meetings. He can find out for himself what we talked about. I don't have time or energy to deal with him and his issues.

SMART QUOTE OF THE WEEK

“Nothing puzzles me more than time and space, and yet nothing troubles me less.” —Charles Lamb

Reader's Question of the Week

Q: I have a friend who bitches and moans all the time and it's driving me nuts! I didn't realize how much this was bothering me until I did last week's Friendship Evaluation. She complains about the tiniest little mishap as if it's the end of the world. When she gets in that mode, it really brings me down and I don't want to spend time with her, but I value her friendship overall. What can I do?

A: Tell her about the Law of Relativity. Every time she brings up something trivial, remind her that everything's relative. If she has car trouble, remind her that some people have no car and will never have a car. Others may have a car and not be able to afford repairs. If you are constant in your rebuffs to her complaints, she will either get the message that you don't like her complaints or she might actually change her perception. Maybe she should read these lessons!

At the same time, remember it's not your job to "fix" anyone else's "problems." (Those are terms based on perception, right?) So you can also remember that you have choices: You can decide that this is not someone you want to spend much time with, and pull back from the friendship. You can also decide that the friendship is valuable despite this one "flaw," so practice patience and offer any advice with a light heart. Also keep in mind that this WILL NOT change. It is her subconscious programming that runs the show, she is not even really aware of this behavior. She's on autopilot just like you and me most of the time

Having It All

LESSON 11

Cause Great Effects in Your Life

Lesson Preview:

- 50. Order in the Universe!
 - 51. Find Your True North: Financial Evaluation
 - 52. Quote of the Week
 - 53. Reader's Question of the Week
-
-

ORDER IN THE UNIVERSE!

So many of us are striving to be “go-getters” in the world. But how about trying something different? How about becoming “go-givers”? This is a strategy I’m teaching my kids, and it’s based on one of the seven natural laws you’re learning in this lesson, the Law of Cause and Effect, which states that for every cause there is an effect, and for every effect there is a cause.

In other words, for every action you take, there is an effect. According to this natural law, whatever you send out or give comes right back in the same or different energy form. Love, money, kind thoughts—whatever energy you put out there returns in some form. It doesn’t make any difference if it is a negative thought or action. Energy is energy and we know from research, that whatever energy is put out, the same amount must be taken on.

So with Keenan and Noah, I’m teaching them how this works. This Past Thanksgiving, for example, I encouraged them to stay behind and help clean up even though all the other kids had bolted to go play. When they were done, they came back to me, beaming. They had put out a little bit of helpful energy, and it was returned to them in a new form: cash. Someone had given them each a dollar.

Their allowance is \$2 a week, so the 15 minutes of work really paid off in their eyes! Incidentally, their “financial plan” allows them to put 75 cents in the bank, spend 75 cents, and donate 50 cents each week. Not a bad ratio for most adults to emulate.

Tips for Having it All

FIND YOUR TRUE NORTH (CONTINUED)

TRUE NORTH: FINANCIAL EVALUATION

Write the date at the top of a piece of paper (or of a word processing document) and title it “My Financial Evaluation.” Rate your finances on a scale of 1 to 10, where 1 equals “I need help” and 10 equals “I couldn’t be better!” Then describe yourself. Start your sentence, “My current finances are ...” then finish it, writing up to a paragraph or two expressing the current state of your finances. Describe each area individually.

Next, detail the habits and beliefs that have created the results you’re experiencing. Start your sentence, “For this result to be present, my past programming or belief was ...” then finish it, again writing about a paragraph or two. Here’s an example:

March 10, 2003
My Finances

Rating: 3 (Getting By)

My current yearly income is \$ _____

My current overall financial picture is:

I am in over my head with unsecured debt. We live a little above our means, which results in a pretty nice lifestyle, but lots of stress in trying to keep up with the bills every month. My income is decent, yet I think an increase would help relieve some of the pressure. Debt is the enemy of our future. It robs us of the ability to invest, and continuing offers of credit lure us into believing we can afford a lifestyle that is actually beyond our means right now. We need to STOP now and eliminate our debt so we can think farther ahead than just this month's bills. An increase in income won't make a dent unless we also alter our habits. When I get the raise I'm seeking, I want it to mean something!

For this to be present, my past programming or belief was:

It's okay to accrue debt so long as I can foresee paying it off within three to five years. As long as we're able to meet our expenses every month, things are okay.

SMART QUOTE OF THE WEEK

**“If you add a little to a little, and then do it again,
soon that little shall be much.” —Hesiod**

Reader's Question of the Week

Q: While you were in the gang, you stole things and sold drugs. You must have gotten a lot of money from that—is that how you first got rich?

A: Very few people who earn money through illegal activities ever save much. The mentality is that you'll always just get more. You can't keep the money and you can't buy anything tangible, or parents would notice. We'd spend our money on buying more drugs so we could sell more drugs. We went to the amusement park all the time, and we would buy food, alcohol, and gifts for friends. And with thousands of dollars flowing into our pockets, we had nothing to show for it. We were earning to spend, not to accumulate wealth. I liked what the money bought me, but I was never rich. I eventually realized that this lifestyle cost me far more than it ever made for me. I may have had money in my pocket but nothing in my emotional bank

Having It All

LESSON 12

Live in Rhythm

Lesson Preview:

- 54. Go with the Flow
 - 55. Find Your True North: Career/Business Evaluation
 - 56. Smart Quote of the Week
 - 57. Reader's Question of the Week
-
-

GO WITH THE FLOW

The law of Rhythm

Have you ever been caught in an undertow? Tried to walk into a strong wind? Skied uphill? If you have, then you know what it's like to fight currents, velocity, or gravity. It can be exhausting, can't it?

Like the other laws you're learning in these lessons, the Law of Rhythm has its natural counterparts. The ocean is probably the best one to focus on this week: Imagine how the tide flows in, then out. If you stand with your feet planted firmly in the wet sand, the waves' undertow will knock you over. If, on the other hand, you readjust yourself to accommodate the natural flow of the ocean, you'll remain standing and enjoy yourself.

The Law of Rhythm states that everything is moving in perfect rhythm and at perfect speed. For example, both business and personal relationships go through periods of being in sync—and then falling out of sync. You can't force them back. When things seem out of rhythm to you, or just in a rhythm that's making you uncomfortable, you must simply stay focused on your vision. Don't resist—go with the flow. When you resist you set up a counter resistance from the opposite force. It is just natural to push back and fight or try harder. Trying harder is not the answer. Surrendering is. Be patient and observe the emotions and go with the flow. Experience a different approach and you will see that there is no need to force anything. There is no difference between how our lives work and what we see in nature. We are all one and the same.

Tips for Having it All

FIND YOUR TRUE NORTH (CONTINUED)

TRUE NORTH: CAREER/BUSINESS EVALUATION

Write the date at the top of a piece of paper (or of a word processing document) and title it "My Career/Business Evaluation." Rate your finances on a scale of 1 to 10, where 1 equals "I need help" and 10 equals "I couldn't be better!" Then describe yourself. Start your sentence, "The current results in my Career/Business are ..." then finish it, writing up to a paragraph or two expressing the current state of your career or business.

Next, detail the habits and beliefs that have created the results you're experiencing. Start your sentence, "For this result to be present, my past programming or belief was ..." then finish it, again writing about a paragraph or two. Here's an example:

March 10, 2003

My Career/Business

Rating: 7 (*Very Pleased*)

The current results in my Career/Business are ...

We're making a reasonable profit for our fifth year in business, though I'd like to see more "big fish" type of clients come through our doors. Medical consulting as a field is still strong despite the economic downturn. Doctors always need help with the business side of their practices. I still enjoy the work I do and am getting more and more confident making pitches to the bigger medical groups. My partners are enthusiastic and make valuable contributions to the growth of the business, although they're a little less interested in making the company start generating revenues that aren't directly dependent upon them.

For this to be present, my past programming or belief was:

1) I need the full support of my partners to initiate new ideas in the company, because if the idea flops, I want it to have been with everyone's agreement so I don't get blamed. 2) I have to work harder to make more money. (Intellectually, I know this isn't true, but I behave as if it is, so I guess it's part of my programming.)

SMART QUOTE OF THE WEEK

“Your life and my life flow into each other as wave flows into wave, and unless there is peace and joy and freedom for you, there can be no real peace or joy or freedom for me. To see reality—not as we expect it to be, but as it is—is to see that unless we live for each other and in and through each other, we do not really live very satisfactorily; that there can really be life only where there really is, in just this sense, love.”

—Fredrick Buechner

Reader's Question of the Week

Q: When you were a kid working at the community center, listening to those businessmen in the sauna, is there a story one of them told that stands out?

A: Not a story, but the collective discussion of possibility. Each one of these men had come to Canada from different countries and had created, or was in the process of creating, wonderful lives for themselves and their families. It wasn't all about money. They would discuss their children and grandchildren. They would also talk about the trials and tribulations they were going through in their businesses. When things weren't going the way they wanted, that was just part of the business. They took it in stride. And it was the same with their families: if something wasn't going the way they wanted, that was just part of life, too. This doesn't mean they didn't care or didn't do anything about it—far from it—but that they were willing to deal with whatever life handed them with flexibility and a sense of humor. Another thing I enjoyed was the friendship and warmth they displayed. They were all aware that life had ups and downs and they helped each other.

Having It All

LESSON 13

Acknowledge What You've Learned So Far

Lesson Preview:

- 58. First Quarter in Review
 - 59. Finish Finding Your True North
 - 60. Smart Quote of the Week
 - 61. Reader's Question of the Week
-
-

FIRST QUARTER IN REVIEW

Congratulations! You've just completed your first quarter with "Having it All!" If you've kept up with the exercises, you have finished the entire True North assessment process and laid the foundation for the rest of the year—a year that promises to be a knockout simply because you are committed to making it so.

So far, you've also learned about the power of beliefs (and will be making some key decisions about your own beliefs in the coming weeks); discovered the functions of both the subconscious and conscious mind (reason, will, memory, perception, imagination, and intuition)—and how simple it is to increase your abilities in each of these areas; and begun to learn the seven natural laws that will change your life forever, starting with the laws of Relativity, Cause and Effect, and Rhythm.

You are getting "Street Smart!"

Tips for Having it All

FIND YOUR TRUE NORTH (FINISH!)

If you haven't already, please complete all of the True North assessments. (If you have finished them, take a few days off and reward yourself. Do something fun, nurturing, or stimulating—your choice!) Every step from here forward will build on those assessments, and here's your chance to catch up if you need it.

- Listing your accomplishments and strengths (Lesson 1)
- Listing your perceived weaknesses (Lesson 2)
- Mental Health evaluation (Lesson 3)
- Physical Health evaluation (Lesson 4)
- Spirituality evaluation (Lesson 5)
- Relationship with Significant Other evaluation (Lesson 6)
- Relationships with Immediate Family evaluation (Lesson 7)
- Relationships with Extended Family evaluation (Lesson 8)
- Relationships with Friends evaluation (Lesson 9)
- Relationships with Colleagues evaluation (Lesson 10)
- Financial evaluation (Lesson 11)
- Career/Business evaluation (Lesson 12)

SMART QUOTE OF THE WEEK

"Destiny is not a matter of chance, but a matter of choice. It is not a thing to be waited for; it is a thing

to be achieved.” —William Jennings Bryant

Reader's Question of the Week

Q: You been writing about “laws,” and I’m wondering if you think there’s any randomness.

A: No, I don't. I do believe this universe operates by exact law. Here's when I will believe there's randomness: When the sun doesn't come up tomorrow. And then comes up the next four or five days, and the next one it doesn't again. But the sun always comes up, doesn't it? The tide always goes out, and the tide always comes back in again. Always. Why? Because the universe operates by precise laws. And if you don't know the laws, it's a bummer, but it doesn't change the fact that they are in operation. It's no different from having a baby on the fifth floor of a building and hanging it over the balcony. If you drop that baby and the baby dies, you don't bring the baby back to life by pleading ignorance of the law of gravity. It's sad when people ignore or don't know the laws of the universe, because the universe is pretty unforgiving about it. Play by the rules or else. The good news is that if you “do” learn the laws, the universe is incredibly supportive. Use the laws to guide your decisions and behavior in life, and you are rewarded in unexpected and wonderful ways. As a final thought, why do you think we can predict with exact precision where a star or comet will appear in 1000 years?

Having It All

LESSON 14

Choose Your Thoughts, Change Your Life

Lesson Preview:

- 62. Become What You Want
 - 63. What Do You Want to Attract?
 - 64. Smart Quote of the Week
 - 65. Reader's Question of the Week
-
-

BECOME WHAT YOU WANT

Thoughts are just things in a different vibration. It doesn't matter if it's a new car, new body, or new lover you want—it all works the same way. Once you align your habits and beliefs with what you want, your subconscious moves your “vibration” immediately in harmony with whatever you need to create the physical equivalent of your thought. This is why you must choose your thoughts wisely. You get and become exactly what you think about most.

This is the Law of Vibration and Attraction, which states that everything in our universe constantly vibrates and moves. Another way of phrasing this law is “like attracts like,” meaning that people will attract energies like them.

Your brain is the most powerful electromagnetic processing tool ever created, and if you use it wisely to choose positive thoughts, everything you desire will start to move your way until it materializes in physical form. The more you focus and concentrate, the faster and more potent the magnetism gets. Use the exercises in these lessons to help you create an irresistible magnetic force to attract everything you want in life!

Tips for Having it All

WHAT DO YOU WANT TO ATTRACT?

In previous weeks, you've been evaluating your current results—the physical and mental health, spirituality, relationships, finances, and career that your thoughts, beliefs, and ensuing behaviors have produced until now. Yes, until now. Today, you begin to think in a new way. Today, you begin to make new choices.

Consider how the beliefs you identified in your True North evaluations actually created the results you reported. It can look as if it occurred the other way around—“my boyfriend left me so I decided all men are jerks”—but consider how a belief can turn a one-time event into a lifetime pattern . . . If you believe all men are jerks, then jerky men will be attracted to you and your belief will be further supported. You won't even notice the good guys.

Take a few minutes to review your notes in your True North evaluations and choose one of the areas you'd like to focus on first: physical or mental health, spirituality, relationships, finances, or career. Then examine the beliefs. What are some new beliefs you can adopt to create new results? For our “men are jerks” example, the new belief could be “I attract men who are sensitive and sweet, and they know just how to make me feel loved.” It doesn't matter if you “buy it” yet—just choose the belief, and in future chapters, this lesson will guide you in installing it. Also keep in mind that your past beliefs are not the truth but your “old Perception” of the truth. We only support our beliefs to feel sane.

SMART QUOTE OF THE WEEK

**“We are what we repeatedly do. Excellence, then,
is not an act, but a habit.”**

—Aristotle

Reader’s Question of the Week

Q: What’s one of the beliefs that you’ve changed? How did it happen for you?

A: As a kid, I felt I wasn’t smart enough. We’d moved to Canada from Israel, and there was the whole language barrier to deal with. At six years old, I was just starting to go to school, and I didn’t do very well at first because it was difficult to communicate. So I gathered a lot of “evidence” that I wasn’t smart right off the bat, and it took some work to disassemble that. I reprogrammed it as an adult by just repeating to myself, “I’m an intelligent business person. I’m very, very smart.” And I backed it up with a lot of reading and listening to tapes, sort of demonstrating to myself that I was smart in some of the traditional ways, too. So it was a combination of self-talk and gathering new evidence, what personal performance expert Anthony Robbins has called “putting new legs under the tabletop” of belief. I also learned that there are various forms of intelligence and that being “book smart” is only one way of measuring one’s intelligence. Unfortunately, when I went to school, it seemed that was the way to move ahead.

Having It All

LESSON 15

Determine Your Own Destiny

Lesson Preview:

- 66. Look for the Silver Lining
 - 67. Install Your New Beliefs
 - 68. Smart Quote of the Week
 - 69. Reader's Question of the Week
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LOOK FOR THE SILVER LINING

The yin and yang symbol seems to be everywhere—t-shirts, bumper stickers, jewelry—and, after you've read this lesson, it should be a constant reminder for you of the Law of Polarity. This universal law is quite simple: everything in the universe has an equal and exact opposite. For example, if something is cold, there exists a polar opposite that must be, by law, equally hot.

How does this help us? When facing a challenge, we perceive the negative in the situation, but according to the Law of Polarity, there is an equally positive opportunity present—we just have to look for it. Instead of immediately judging an event as bad, keep in mind that it's only our perception of an event that makes us deem it positive or negative: in reality, it just "is."

Even the most difficult circumstances in your life can yield the seed of opportunity. Remember that every cloud has a silver lining—remember to look for it!

One of the greatest inventions ever was Albert Einstein's. It was also the catalyst for the nuclear bomb!

Tips for Having it All

You've already started thinking in a new way and making new choices for your life by identifying the area from the True North exercise that is the most important to you and thinking about beliefs you want to change in that area.

Now select two beliefs from that area that you feel need to be changed and write them down. Underneath each old belief, write the new beliefs you want to adopt.

One example would be, "My body is strong enough and flexible enough to carry me wherever I want to go in life; I wear a size 8." Avoid vague affirmations like "I am thinner." Be specific! Also remember to center the affirmation around yourself: "I attract loving, giving women" rather than "women find me attractive."

The two affirmations you created will be your focus for the next month. They can now be put into an installation process, where they slowly become part of your unconscious mind. There are three different installation processes you can follow—do one, two or all of them, just do what works the best for you.

INSTALL YOUR NEW BELIEFS

The first belief installation method involves listening. Record yourself repeating your affirmations, alternating them, for at least two minutes. Put some instrumental music on in the background if you want. Listen to this audiotape as soon as you wake up in the morning and before you go to sleep at night. Each session should last at least two to five minutes. (In later chapters we'll expand on how to use audiotape for effortless reprogramming.)

The second method uses writing, which engages both your visual (you see it on the paper) and auditory (you sub vocalize as you're writing) senses. Write your affirmations, alternating them, for at least two minutes upon waking and before going to sleep. You can post copies of your affirmations in places highly visible to you: over a bathroom mirror, inside your desk drawer at work, even as a screen saver on your computer.

The third method is visual: Make a collage of images that represent the results you want. Cut images from magazines or newspapers and attach them to a piece of sturdy paper or poster board. For example, if you were working on a physical collage, you'd include images of bodies doing what you want to do—hiking, bicycling, riding a horse—and paste a photo of your own head on top of the body.

Choose a method or methods: Ask yourself, do I respond more to what I see or what I hear? Would I benefit from more than one type of sensory stimulation? The tape is auditory, the collage is visual, and writing is both. Remember that when you add emotion to this, you activate your cells and they “memorize” the feeling with the thought.

SMART QUOTE OF THE WEEK

“While it is true that without a vision the people perish, it is doubly true that without action the people and their vision perish, as well.”

—Johnetta Betsch Cole

Reader's Question of the Week

Q: What's the hardest thing you've had to deal with as an adult?

A: My two divorces were incredibly difficult times in my life. There's a naughty joke I can't resist telling: “Why is divorce so expensive? Because it's worth it.” And it is—the financial and emotional pain of divorce has its flip side, usually freedom of some kind, which in retrospect almost always feels more important than those temporary pains. My divorces yielded powerful self-examination and growth. I learned to recognize and embrace the positive aspects, so although both divorces were really hard, I saw all the positive that came out of them—and it outweighs the negative. During the divorce I was emotionally spent going through the mental gyrations. It was only when I started to refocus on what I wanted and not what I was “losing” that everything started to feel and get better.

Having It All

LESSON 16

Have It All

Lesson Preview:

- 70. Imagine Your Future
 - 71. Complete the Life Design Matrix: Mental Health
 - 72. Smart Quote of the Week
 - 73. Reader's Question of the Week
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-

IMAGINE YOUR FUTURE

Just imagine . . . if you could have it all, what would you do and be in your life? What would you buy, and what would you give? Whose counsel would you seek? Where would you go, and what feats would you dare to accomplish? Just imagine your life, lived without limits.

Create your own vision, one that utilizes your own talents. Every person can create a masterpiece just being themselves. Most people just haven't tapped into their own greatness. They hate their jobs, don't get along with their spouse, but stay where they are. What if it didn't have to be that way? Would you like to wake up in the morning and feel like you "get to," instead of have to, go to work? What if you could have a great relationship? Would you like to have it all—money, health, spiritual connection, a job you love, and great relationships with everyone around you? And balance between each of those areas so you can really enjoy your life? Of course you would. So are you ready to create a vision of possibility for your own life? Then let's get to it!

Tips for Having it All

COMPLETE THE LIFE DESIGN MATRIX

You've already created at least two new beliefs to replace old ones and begun to install them. Keep affirming them—by whatever method you've chosen—as you continue over the next few weeks to delve deeper.

As you complete this exercise, remember not to focus on problems or challenges. Instead, describe your life as if you were waving a magic wand and it would instantly be the way you wanted it. The more specific you are the better. When you set the perfect life vision, everything must be clear and precise, exactly articulated—even the look and feel. The universe operates by exact and precise laws, as you now know, so there's no room for ambiguity. Don't shortchange yourself by writing only what you think you can become or have—the universe is infinite in supply, so stretch yourself and go for your heart's desire. Put your answers in the present tense, avoid any words of negativity, and concern yourself only with what you want, not how to get it. Refer to your True North answers as much as you need.

MY VISION FOR THE LIFE OF MY DREAMS: MENTAL HEALTH

Answer the following questions for yourself. Example answers are provided for your reference, but do your own thing!

How do I approach life?

I approach obstacles or challenges with openness and curiosity for what they might bring me. I am confident in my abilities and feel secure that I am a welcome addition to gatherings.

What are my dominant emotions?

Confidence, happiness, contentedness, security, and calm.

What kind of mental activities do I engage in?

I engage in visualization, life planning, reading meaningful books, and listening to classical music.

How do I describe my intellect, my memory, my perception?

I quickly grasp what mood people are in, I remain objective and open to other people's ideas and opinions, I remember people's names when I meet them, I recall birthdays and favorite things, my mind is always expanding with new knowledge and I am continually discovering and pursuing new interests.

My new belief that is now created to achieve my optimal mental health is:

I am open and curious, and I am fascinated by all that is around me.

(If one of your affirmations already addresses this area, compare your affirmation with the belief you created for this worksheet. If you feel your affirmation needs to be revised or refined, go for it!)

SMART QUOTE OF THE WEEK

'And now here is my secret, a very simple secret: It is only with the heart that one can see rightly; what is essential is invisible to the eye.'

—Antoine de Saint-Exupéry

Reader's Question of the Week**Q: What do you feel money's role in our lives should be?**

A: When I first started out in business, I thought money could buy happiness, and I pursued it with a vengeance. But I discovered that happiness is a personal choice—not the product of anything external. Now I realize that we didn't invent money to make us happy (that's nuts: 'Let's print up paper and make coins so we'll feel good'), but instead to make our lives more comfortable and to give us options. Ever heard, 'It's better to be miserable and rich than miserable and poor'? Money gives you the ability to assure or provide a sense of security about your comfort and independence. I recently went with my sons up into the mountains. We went tobogganing and snow-mobiling, and they were smiling and laughing. Money created the opportunity for that joy—but it didn't actually create the joy. We could have whooped it up at home, but it was "fun" to go somewhere new! Money helps us create comfort and variety, and it gives us a fun way to give to other people.

Having It All

LESSON 17

Chart the Course of Your Life

Lesson Preview:

- 74. Captain the Ship of Your Life
 - 75. Complete the Life Design Matrix: Physical Health
 - 76. Quote of the Week
 - 77. Reader's Question of the Week
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CAPTAIN THE SHIP OF YOUR LIFE

If you think a perfect life will come to you by lucky accident, you're making a grave error. To really enjoy your life to the fullest and have the type of life you deeply desire, you must first decide that you are ready to choose your life, and then define exactly what you want. Think of yourself as the captain of a ship: It's time to set the course for your future destination. There are several ports of call where you need to stop on the way to the final destination, so you need a map to chart the course and set realistic timelines to reach each port.

Before you can set sail, you need to design the life of your dreams so you know where you're heading. Once you've created your life design matrix, you'll have a road map and a mental picture of your destination. The journey becomes much easier once the destination is decided. Remember to allow for possible storms and a host of other things that can, and probably will, take your ship off course once you set sail.

Tips for Having it All

COMPLETE THE LIFE DESIGN MATRIX (CONTINUED)

Have you continued your affirmations every morning and every night? Do you feel comfortable with the installation method(s) you chose? You can always use another one or a combination of methods. Your affirmations can also be revised or refined as you progress further with the Life Design Matrix.

As you complete the exercise for this week, remember...

- Don't focus on problems or challenges: Describe your life in positive terms.
- Be very specific, clear, precise, and articulate your desires exactly, in great detail.
- Keep in mind that the universe is infinite in supply—go for your heart's desire.
- Put your answers in the present tense, as if you've already achieved it.
- Concern yourself only with what you want, not how to get it.
- Refer to the True North worksheets as much as you need.

Again, examples are provided for each of this week's questions, but use your own unique vision to complete the Life Design Matrix.

MY VISION FOR THE LIFE OF MY DREAMS: PHYSICAL HEALTH

How active am I?

I'm exercising at least 30 minutes every day. Bicycling mostly: my favorite.

How do I feel?

Vibrant and energetic like I can take on the world!

How much do I weigh?

165 pounds.

What is my body fat percentage?

18%

How do I see and feel about myself?

I'm fit and attractive, confident, proud, and loving it.

My new belief that is now created to achieve my optimal physical health is:

I'm vibrant and feel that I'm in great shape. I'm working out regularly and also taking time for relaxation, so I have abundant energy every day! I love the way my body feels when I'm bicycling by the lake—my muscles all working together, my breathing deep and steady; it's so peaceful yet exhilarating; I'm fit and confident, and I'm so proud of myself.

(If one of your affirmations already addresses this area, compare your affirmation with the belief you created for this worksheet. If you feel your affirmation needs to be revised or refined, go for it!)

SMART QUOTE OF THE WEEK

“Obstacles cannot crush me. Every obstacle yields to stern resolve.

He who is fixed to a star does not change his mind.”

—Leonardo da Vinci

Reader's Question of the Week

Q: I'm in a relationship with a wonderful woman, yet I keep doubting it and my ability to keep things as they are, and it's driving both of us up the wall. Why am I always ruining my own relationships, and how can I stop?

A: Self-sabotaging behavior is a result of your old program, your old beliefs, driving your behavior. Your mind wants your self-image and your beliefs to correlate. When you're in a wonderful relationship but you don't believe that you deserve it, your mind doesn't want you to be wrong, so it gets rid of the relationship as quickly as it can. Your system is working perfectly: just the way it has been programmed to. If you reprogram your beliefs so that you “know” you are entitled to a wonderful relationship, then your unconscious mind will do whatever it can to prove you right—and you'll stop sabotaging the relationship you value. As long as you are aware of what's going on and want to stop it, then you're heading in the right direction. Now all you need to do is reprogram your unconscious mind. Write down your old beliefs, create an affirmation containing a new belief that is exactly the opposite of your old belief, and use an installation method twice a day—and your self-sabotaging should end. Hang in there!

Having It All

LESSON 18

Get Past Your Fear

Lesson Preview:

- 78. Steering Through Uncharted Waters
 - 79. Complete the Life Design Matrix: Immediate Family Relationships
 - 80. Smart Quote of the Week
 - 81. Reader's Question of the Week
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STEERING THROUGH UNCHARTED WATERS

Long ago I read about a study on goal setting, which revealed the number one reason most people don't write down their goals is fear of not achieving them. The best acronym I've ever heard for fear is (F)alse (E)motions (A)ppearing (R)eal.

Don't let fear take you off course before you've even left the harbor!

It's very easy—and normal—for a captain to get scared when entering uncharted waters. But this is your life—your ship—and if you want to get to your destination, you must sail on. When we're caught in life's storm, fear sets in if we don't know how to handle inclement weather. Great captains learn to chart their course and prepare as best as they can for the storms. They learn to use the wind to fill the sails, not destroy them. You can learn to be a great captain of yourself. It will take time and effort, but, honestly, no more time and effort than living a mediocre life. *It's up to you.*

For you to make headway in your journey, you must be totally honest about where you are today. That's why you completed the True North exercise. It serves no purpose to lie to yourself about where you currently are. You must understand that where you are now is only the result of past thinking and planning (or lack of either or both).

The Life Design Matrix creates a new plan for you—and new results that will be carefully thought through and monitored so your outcome is consistent with your desires and dreams. So what are you waiting for—anchors aweigh!

Tips for Having it All

COMPLETING THE LIFE DESIGN MATRIX (CONTINUED)

As you complete this week's exercise, be sure to use words that make you feel good. Employ your imagination—that's what visioning is about. Haven't spoken to your parents in years? Create a vision of that relationship just as you imagine it could be. No matter what your current circumstances, if you can imagine something better for yourself, you can create it. No skepticism allowed! Also keep in mind that you have to 'do' as well as visualize.

Answer these questions for each of your immediate family members. Sample answers are provided.

MY VISION FOR THE LIFE OF MY DREAMS: IMMEDIATE FAMILY RELATIONSHIPS

How do I interact with this member of my family?

We make each other laugh, and we comfort one another when things are rough. We talk openly about our lives. We are able to 'fight fair' when we have differences; in other words, we respect one another.

How do I feel when I'm around this person?

I feel as if I've 'come home.' I feel love for Dad, and I can feel his love, too.

What do I give to this person?

Gratitude, love, respect, friendship, jokes, new things to think about, help when he needs it.

What does this person give to me?

Advice, unconditional love, caring, friendship, history.

My new belief that is now created to achieve my optimal relationship with this family member is:

I feel loved and respected in my relationship with Dad. He is my rock, and I am his.

(If one of your affirmations already addresses this area, compare your affirmation with the belief you created for this worksheet. If you feel your affirmation needs to be revised or refined, go for it!)

SMART QUOTE OF THE WEEK

'One of the greatest discoveries a man makes, one of his great surprises, is to find he can do what he was afraid he couldn't do.'

—Henry Ford

Reader's Question of the Week

Q: I'm not happy with my life the way it is, but I keep getting cold feet when it comes to making changes. Why am I so scared of changing, and how can I change that fear?

A: If you feel uncomfortable with change, it's because the new idea or thought or experience you're trying to embrace isn't the 'vibration' you're used to. So you revert to fear: False Emotions Appearing Real. When you feel that, your fight or flight mechanism is turned on—the same nervous response you get when you put your finger on a hot stove. Your brain sends a 'This is dangerous—RUN!' message, so you pull your finger off the stove. So how can people walk on hot coals? They override the belief system that says, 'Hot coals burn feet.' And that's what we must do—consciously override our belief system by reprogramming it. Include, 'I choose to embrace and enjoy the changes that make my life better' in one of your affirmations until you no longer feel uncomfortable or scared by it. See and feel the greatness the changes bring on the screen of your mind. Add as much power to them by emotionally experiencing you enjoying all the benefits of the new you.

Having It All

LESSON 19

Fuel Your Dreams

Lesson Preview:

- 82. Visualize Vividly
 - 83. Visualizing 101
 - 84. Smart Quote of the Week
 - 85. Reader's Question of the Week
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VISUALIZE VIVIDLY

Did you enjoy your week off? (Or your week of catching up?) I hope so, because we are ready to send you to the next level with one of the most powerful tools for having it all that I've ever learned: visualization. Most people who achieve their dreams realize that this is one of the key factors of success. You may be familiar with how Jim Carey, the actor, wrote himself a check for twenty million dollars long before he ever became a success in Hollywood. He visualized himself receiving that amount for a movie—and sure enough, his vision came true.

One of the most important elements of creation is the ability to see yourself already in possession of the materialistic or physical state you're creating—prior to its actual creation. Visualization is the art and discipline of being able to see that which you seek or desire, using mental images that you conjure up. These lessons have already taught you several tools for visualization: describing what you're creating in detail, putting it in writing, and recording it so you can play the recording for yourself while you picture it all in your mind's eye.

Tips for Having it All

VISUALIZING 101

In Robert McKim's book, *Experiences in Visual Thinking*, the author offers many exercises for the "inner eye." One of the most powerful is to simply close your eyes and summon the image of something into your mind. Once the image is fixed, start adding detail until that thing becomes incredibly vivid. This is called sensing with your mind's eye.

The best way to become good at visualization is by practicing. It doesn't come easily to everyone, so don't feel put off if it's not a snap the first time you do it. Once you've practiced enough, however, it will become a habit just like anything else. Take your time and visualize—see, touch, hear, taste, smell with your imagination—the following.

- Your childhood bedroom
- A familiar face
- A galloping horse
- A rosebud
- A light bulb
- The feel of soft fur
- The voice of a teacher
- An itch
- Kicking a can
- A potato chip
- Toothpaste

We'll move on to more complex visualization exercises in the next issue. Practice these until you are satisfied with their vividness.

Smart Quote of the Week

**If the doors of perception were cleansed,
everything would appear as it is, infinite.**

-- William Blake

Reader's Question of the Week

Q: So how do we know that all this energy of the universe is there, just waiting to help us out?

A: There are so many things around us that we can't see but that we know are there. If I turned a stereo on right now, I could channel surf from classical to jazz to country—any kind of music I wanted. The stereo's transistor, just like our brains, can tune into something we can't see and give it to us in a way that we cannot see. The exact same thing happens when you create an image in your head. It's like tuning into some invisible station out there. You're using your creative force, your imagination, to create an image. Most people just channel surf in their heads: "I want this. Well, maybe I want this instead." And that's why they get results all over the map—they don't have the clarity and focus that they need to create in order to achieve the desired outcome. Get absolutely crystal clear about exactly how you want your life to look, and do what you can from a physical perspective to move in that direction.

Having It All

LESSON 20

Focus Your Thoughts

Lesson Preview:

- 86. Vibrate in Harmony
 - 87. Visualizing 201
 - 88. Smart Quote of the Week
 - 89. Reader's Question of the Week
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-

VIBRATE IN HARMONY

Why does visualization work? There are two factors in action when you start to visualize. “The first is that you create “cells” of recognition in your brain that, through repetition, become fixed in your psyche.” Once those cells are fixed in your mind, your subconscious automatically goes to work on manifesting what you desire.

Remember, when you focus on anything, your vibration is automatically seeking everything else that is in harmony with that vibration—immediately moving toward it. But you must actively put yourself in that vibration to create your desired outcome.

“Second, focus is power.” Just as you use a magnifying glass to harness the sun’s rays and create a fire, you can use visualization to harness the energy you need to create your dreams. For some people, it’s incredibly difficult to focus on one thing. It’s said we have forty to fifty thousand thoughts per day, most of which serve no purpose. Visualization is an excellent way to get control of your mind and focus on what you want.

Tips for Having it All

VISUALIZING 201

If you practiced the simple visualization exercise from the last issue enough, the images you conjured in your mind should have become vivid, engaging all your senses. You should be ready to move on to this next level of visualization. Remember to use all of your senses—see, touch, hear, taste, and smell with your imagination—the following. Maybe start off with a few of the simple images from the last chapter and then move on to these increasingly complex images.

- Perspiration
- Hunger
- Washing your hair
- A cough
- Drawing a circle on a piece of paper
- A stone dropped into a quiet pond with concentric ripples forming and expanding outward
- These words flying away, high into the blue sky, finally disappearing
- Your shoe coming apart in slow motion and each piece drifting away into space
- Cutting an orange into five pieces, putting one in your mouth, and arranging the slices on a yellow plate
- Choose an object and stare at it for about thirty seconds. Then close your eyes and see it on the screen of your mind. Try to explore by moving it around, making it bigger or smaller. What does it feel like?

Once you've mastered these images, you can start to visualize things that you want to create, like a sculptor who must first see her "end result" before she begins to sculpt. "You clearly see your end result before it will appear."

You're dealing with infinite source and supply. Don't sell yourself short by visualizing what you think you "can" have or create. Just be very specific and precise about what you want. Take your time—think it through.

There are powerful forces that can accommodate the grandest of ideas and dreams. Just look around you. Everything you see started with someone saying, "Hey, I wonder if I can do that or have that."

You can!

Smart Quote of the Week

**Miracles do not happen in contradiction with nature,
but in contradiction with what we know about nature.**

-- Saint Augustine

Reader's Question of the Week

Q: Did you have any education beyond high school?

A: No further formal education, no. But my informal education has been priceless! I've learned about what's most important to me, and I wouldn't trade it for all the diplomas and robes and pomp and circumstance in the world. I suppose education is in the eye of the beholder. I've noticed that there are a lot of people out there with great educations and degrees, Ph.D.s, who don't have great relationships or wealth. But then you've got immigrants who come to this country with no education and nothing in their pockets, and they have great relationships and wealth. Why? Because they have a dream—the American Dream—and they take action to make those dreams come true. They work their butts off. They aren't suffering from paralysis through analysis. It's not what you know, but what you "do." And you can have that kind of success too, with or without a degree.

Having It All

LESSON 21

Stay On Course

Lesson Preview:

- 90. Bombard Your Subconscious
 - 91. Scripting Your Audiotape
 - 92. Smart Quote of the Week
 - 93. Reader's Question of the Week
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BOMBARD YOUR SUBCONSCIOUS

If you were a computer programmer, and the program you created wasn't doing what you wanted it to do, what would you do? You'd rewrite it, wouldn't you? Your own "programs" should be no different. You've already identified the areas you need to change and created a plan to change them. Now all you need to do is rewrite that program—by bombarding your subconscious.

You already know how to implant new beliefs, and you should be integrating at least one new belief right now. What method of "reprogramming" are you using? Do you write your new beliefs down? Do you look at a collage? Do you listen to a tape? Have you added visualization to your routine, seeing yourself living the life of your dreams? No matter which methods you use, you are bombarding your subconscious with that new belief, and it will have no choice but to give in.

Tips for Having it All

SCRIPTING YOUR AUDIOTAPE

As you already know, making a tape of yourself talking about your new belief, then listening to that tape twice or more a day can be extremely beneficial. This method of reprogramming is effective for all kinds of beliefs, ranging from health to wealth, from business success to charitable contribution, from relationships to spirituality, from productivity to creativity. Your main time investment will be up front in making the tape, which can be as simple (just your recorded voice) or as elaborate (including music, sound effects, and so on), as short (just five minutes) or as long (half an hour) as you like. After your tape is complete, you can listen to it while driving, as you go to sleep, as your "alarm" to wake you up in the morning. Be creative!

Creating a tape can help you reach your goals. To write the script:

1. Imagine what your life will be like as a result of achieving your goal, and
2. Describe it all in the present tense.

"Describe everything as if it's already happening." A script to be used for the goal of running the half marathon might start like this:

I love how it feels to run because my body is in such great condition. I can feel my heart working, and my breath is strong and even. My quadriceps and calves are tested but don't burn out. I am a healthy, vibrant person who respects the body as the amazing vessel it is: home to my soul. I am in the zone and running better than I ever have before. I am getting faster and stronger every day . . .

As you reprogram yourself and listen to your audiotape, you can also add the visualization techniques you learned in the last two issues. Top athletes visualize religiously, because they know it unlocks potential at a level that analysis and even physical practice don't reach. By repeatedly visualizing the outcome you want, you create new cells of recognition in your subconscious. This way, your body gets used to that behavior and then expects it. To use your audiotape to help you visualize, instead of just listening passively to the recording, close your eyes and picture everything happening exactly as you hear yourself describe it. (Not a good idea while running or driving, but you can do this at other times.) It's as if you've created a "movie" you can play over and over in your mind. Try it!

By the way, you need to choose a new affirmation! Are you ready to install your seventh new belief? Either continue with the belief installation method you've been using or try a new process: whatever works best for your subconscious mind. Congratulations on the six new beliefs you've already installed!

Smart Quote of the Week

This world is but canvas to our imaginations.

--Henry David Thoreau

Reader's Question of the Week

Q: What's your personal visualization process?

A: I used to have a little recorder, and I would tape myself saying my new belief and play it over and over. Then I would write out my new belief and read it over and over. Now, I visualize that I'm already there. I'm going to my computer hardware (my subconscious) and I'm taking out the old disk (belief) and putting in the new disk (belief), and it's replacing the old one. I just keep seeing this over and over again. I visualize that all the programs in my head are disks. And I get to the point where that image is in my head all the time—it has become a habit. Which is perfect, because your subconscious rests as much as your heart or your blood—never! The method I use changes—because I'm constantly changing. If I feel a method isn't working for me any more, I change it. There are plenty of methods to choose from!

Having It All

LESSON 22

Try Something new

Lesson Preview:

- 94. Moving Toward Our Dreams
 - 95. Visualizing With Your Audiotape
 - 96. Smart Quote of the Week
 - 97. Reader's Question of the Week
-
-

MOVING TOWARD OUR DREAMS

You now know that neither your self-image nor your beliefs are fixed: you can decide to change them at any time. We had no choice about the beliefs that were instilled in us by our teachers, parents, and other authority figures when we were young. However, we can choose our beliefs now that we're "consciously incompetent" adults trying to at least become consciously competent (and working toward unconscious competence). All we have to do is make sure we are selecting beliefs that will move us in the direction of our dreams, and install them. Are you ready to bombard your subconscious some more?

Tips for Having it All

VISUALIZING WITH YOUR AUDIOTAPE

Have you been listening to the audiotape you created last week? Are you ready to make the transition from simply hearing your new belief to both hearing and seeing it in action? You're not "required" to use a tape to visualize, but it certainly makes the task easier. It helps you create a new idea or belief through mentally painting a new scenario, and adding color, sound, and smells gradually.

Someone hoping to start their own business might "see" a busy office with enthusiastic staff, envelopes full of checks pouring in, or satisfied customers gushing about the business. A more advanced technique involves visualizing the old behavior or belief, and then mentally covering it with the new behavior or belief. Personal development expert Anthony Robbins calls this the "swoosh" pattern—say "Whoosh!" to yourself as you mentally use the new pattern to whisk away the old one.

Smart Quote of the Week

Things do not change; we change.

--Henry David Thoreau

Reader's Question of the Week

Q: I recently lost a lot of money, and it was my own fault, and now I feel so incredibly guilty about it because of my family. How can I stop feeling this way?

A: There's a great story of an executive who lost \$2.5 million dollars for his company because of a

decision he made. So his boss comes into his office, and of course he thinks he's going to be fired, so he says, "I guess you want me to get out." His boss says, "No—I just spent \$2.5 million dollars on your education. I can't afford to let you go now. Just don't make the same mistake again, or I will fire you, because that means you're not capable of learning from your mistakes."

You've got to look at every mistake you make as an education. You can say to yourself, "I just bought myself a heck of a lesson." It will make you smarter, stronger, and a lot wiser for the next time. What have you been saying while kicking yourself for that mistake? It probably isn't anything that's going to benefit you. Stop kicking yourself, and start congratulating yourself on having learned so much. You have the ability to learn from your mistakes—and to stop thinking of them as mistakes, but as opportunities for meaningful growth.

Having It All

LESSON 23

Move from Imagination to Reality

Lesson Preview:

- 98. Picture This
 - 99. Create Your Vision Board
 - 100. Smart Quote of the Week
 - 101. Reader's Question of the Week
-
-

PICTURE THIS

In 1995, I began visualizing on a regular basis, and included vision boards in my process, hanging them on my home office wall. In May of 2000, I was sitting in my office at 7:30 a.m. My family and I had recently moved into a new home, and my son Keenan came in and sat on a box—still taped up—that had been in storage for four years. When he asked me what was in the box, I tried to explain to him about my vision boards. Only five at the time, he was a bit confused, so I decided that a picture was worth a thousand words and unsealed the box.

On the first board, I pulled out a photo of a Mercedes sports car and a watch (both of which I had already acquired). When I pulled the second board from the box, I started to cry: There on the board was a picture of the house we were standing in. The exact house. I had seen a photo of it in “Dream Homes” magazine—it sits on five and a half acres of orange trees, with spectacular views—and I had bought that house only four years later.

I am excited for you to have this same kind of experience—not necessarily of living in a house like mine, but of having your desires manifest into reality, of having what you know intellectually become a visceral encounter with the creative power inside each and every one of us.

Tips for Having it All

CREATE YOUR VISION BOARD

There's nothing quite like seeing an actual picture of something you want to motivate you to do what it takes to acquire that something. Get a piece of posterboard and some glue or photo corners at a craft store and title it something like “My Vision Board” or “What I Want” or “My Life in Five Years.” Then keep your eyes open. Any time you see a materialistic thing you want or a trip you want to take or a result you want to achieve, attach the image to the board.

Then focus your emotions on the desire inside you—how much do you want to be in that picture yourself? (Visualization is easier when you have the image right in front of you!) Feel your motivation growing. See yourself already enjoying the object or situation you want—and soon, you will be!

Post your vision board somewhere you can see it regularly. Whether in your private bedroom or in your public office, the board should be readily visible to remind you of what you're working for.

Smart Quote of the Week

Deferred joys purchased by sacrifice are always the sweetest.

--Bishop Fulton Sheen

Reader's Question of the Week

Q: Spirituality seems very important to you. Can you tell me a little bit about what you believe personally?

A: To me, spirit is nothing different from universal energy and the universal intelligence. It's just a different name that people came up with to explain or "physicalize" something they cannot see. Your spirit is your essence—it's who and what you are, your unconscious, your aspect of universal intelligence. I don't look at spirit as being something outside of myself. For me, it's very simple: there's one source of supply, the universal intelligence, and it's always a part of me and available to me. Learning to access that supply and harness it...wow! I've had such amazing results in my life from that.

Having It All

LESSON 24

Attract Abundance into Your Life

Lesson Preview:

- 102. Good Vibrations
 - 103. Scripting an Audiotape for Your Second Goal
 - 104. Smart Quote of the Week
 - 105. Reader's Question of the Week
-
-

GOOD VIBRATIONS

Just imagine something for a moment: Imagine you have an extra hundred thousand dollars—and you can do anything you want with it. What are you doing? Let yourself soar. Explore that image of yourself doing whatever you want—how do you feel? Pay attention to the vibration of your body, of how you physically feel, of the mental uplift you are experiencing, of the emotions you are feeling. You are vibrating on a “positive frequency,” aren't you?

Imagining all that goodness creates a positive vibration that is sent out into the universe. When you regularly use your imagination to recreate that positive vibration, repeating the same thought and the same feeling over and over, you create a “conditioned program” that will keep you in that frequency at a subconscious level. When you are regularly sending out good vibrations, the universe responds by sending an abundance of whatever it is you want back to you. Your positive vibrations attract your goals and dreams into your life, so start vibrating!

Tips for Having it All

SCRIPTING AN AUDIOTAPE FOR YOUR SECOND GOAL

You've already created an audiotape for your first goal and incorporated it into your daily routine for success. Now it's time to create an audiotape for your second goal.

Remember, your tape can be simple (just your recorded voice) or elaborate (including music, sound effects, and so on); short (just five minutes) or long (half an hour)—it's up to you. When writing your script, remember to imagine what your life will be like as a result of achieving your goal. Describe everything in the present tense—as if it's already happening. A script to be used for the goal of running the half marathon might start like this:

I love how it feels to run because my body is in such great condition. I can feel my heart working, and my breath is strong and even. My quadriceps and calves are tested but don't burn out. I am a healthy, vibrant person who respects the body as the amazing vessel it is: home to my soul. I am in the zone and running better than I ever have before. I am getting faster and stronger every day . . .

What small potatoes we all are, compared with what we might be!

--Charles Dudley Warner

Reader's Question of the Week

Q: I've been trying to stop giving out negative vibrations, and am quite satisfied with my new, positive attitude, but what can I do about other people being negative to me? I unfortunately must work with a very negative person who constantly criticizes me.

A: Remember this great story about the Buddha. He was traveling with a man for a while, and this man kept insulting the Buddha, but Buddha never responded. This frustrated the man so much that he finally asked, "Why don't you answer my insults?" Buddha replied, "If somebody offers you a gift, and you do not accept that gift, to whom does that gift belong?" (A child's version of this is the rhyme, "I am like rubber, you are like glue. What you say bounces off me and sticks to you.")

An insult is negative energy, and when you refuse to accept or internalize that insult, it doesn't affect you and the negative energy doesn't become a part of your energy. Just observe the insult—and realize that the person criticizing or insulting you will receive a lot of negative energy from how much they are sending out. It might not return to them in the form of an insult from somebody else, but that energy will come back to haunt them. Just observe the insult—refuse to accept their "gift" and it remains theirs.

Having It All

LESSON 25

Persist in Your Endeavors

Lesson Preview:

- 106. Enjoy the Journey
 - 107. Visualizing with Your Second Audiotape
 - 108. Smart Quote of the Week
 - 109. Reader's Question of the Week
-
-

ENJOY THE JOURNEY

You already know that persistence is one of the seven power factors, yet you may not realize the value of persistence is not so much the great things we can accomplish with it, but rather the experiences we gather on the way to our goals. The ups and downs, the trial and error, who we become as a result—those are the real gifts of persistence. After all, what's more desirable—having someone give you a million dollars, or knowing that you've earned it for yourself? The character you create by earning that money would be the greater gift—yes, even greater than the million bucks. Just as a parent's joy doesn't come from the “finished product” of the adult, but from raising, developing, loving, and shaping the child, your joy should come from your journey.

Tips for Having it All

VISUALIZING WITH YOUR SECOND AUDIOTAPE

When you listen to the audiotape you created for your second goal, begin to concentrate on visualizing at the same time. Use color, sound, and smells to create an intensely real image of what your voice is describing to you on the tape.

Perhaps you want to try the advanced technique of picturing the old behavior or belief, then mentally covering it with the new behavior or belief.

And speaking of new beliefs, you need to choose a new affirmation! Are you ready to install your eighth new belief? Either continue with the belief installation method you've been using or try a new process: whatever works best for your subconscious mind. Congratulations on the seven new beliefs you've already installed!

Smart Quote of the Week

**Greatness, after all, in spite of its name, appears to be
not so much a certain size as a certain quality in human lives.**

--Phillips Brooks

Reader's Question of the Week

Q: My yearly and quarterly plans went fine, but now that I'm getting into specifics, I keep coming across obstacles. My mentor was able to help me with the general stuff, but the obstacles are so specific to the variation I'm making on her technique that she can't help me. Any advice?

A: First, realize that obstacles just happen. Understand that—and release it. That’s how the universe works. When I am confronted with an obstacle or challenge, I ask myself, “What’s the bigger picture in all this?” And I remind myself that when you get on an airplane in cloudy, rainy, storming weather, as soon as you’re off the ground and up to a certain height, it’s sunny again, and you’re above the clouds. If I focused on the clouds, it would ruin my day, but I know that if I move in a certain direction, the clouds will just disappear. I always know that things are going to get better. Adopt the attitude, “This is just the way it’s supposed to be.” Go with it—don’t fight it, because you’ll waste all your energy and tire yourself out, when you can’t win against the universe. Go with the flow instead, and find a way to go around, above, or under the storm—and you’ll get through and come out on the other side.

Having It All

LESSON 26

Become Aware of your Thoughts

Lesson Preview:

- 110. Listen to Yourself
 - 111. Create Your Second Vision Board
 - 112. Smart Quote of the Week
 - 113. Reader's Question of the Week
-
-

LISTEN TO YOURSELF

What do you say to yourself on a daily basis? If you're not sure, you need to create an awareness of your self-talk.

Are you living in the past or in the future? Do you repeat negative things that have happened to you over and over again in your mind? If so, you certainly are not attracting positive energy to yourself when those thoughts are present.

Decide to have the intention to pay attention to what you say to yourself. Each thought is accompanied by a corresponding feeling. Pay attention to your feelings—then you can identify the thought that created that specific feeling. If the feeling was unpleasant, you can decide to replace that negative thought with one that creates a pleasant feeling—and a positive vibration—instead.

When you catch yourself having a negative thought, move on. Say to yourself, “That thought's not going to serve me,” and replace it with one that will serve you. Eventually, when you want to feel good, you can simply create a positive thought and move yourself into a positive vibration—on command.

Tips for Having it All

CREATE YOUR SECOND VISION BOARD

To propel yourself toward your second goal, make it even more compelling by creating a vision board for it. You can set up a separate area for its display, or you can post it right next to the one for your first goal. Heck, a whole bunch of vision boards might make great wallpaper for a home office!

When looking at your board, focus your emotions on the desire inside yourself—how much do you want to be in that picture? (Visualization is easier when you have the image right in front of you!) Feel your motivation growing. See yourself already enjoying the object or situation you want—and soon, you will be!

Post your vision board somewhere you can see it regularly. Whether in your private bedroom or in your public office, the board should be readily visible to remind you of what you're working for.

Smart Quote of the Week

He does not believe that does not live according to his belief.

--Thomas Fuller, M.D.

Reader's Question of the Week

Q: I've read your book and lessons, followed your methods, and I have started to experience

some wonderful events in my life that seemed to come from nowhere. Several colleagues at work say they know all about methods like yours, and say it's just coincidence that these great things happened after I began using your methods. I can't believe that—so much has happened, and so quickly—but I can't help wondering if you ever have doubts about whether it's really your method that's working or if it's just fate?

A: I know from my heart, from my core, that these methods are true, that they are responsible. Your colleagues have probably read about the law of attraction and so they say, "Oh, I know about that." But they don't know. They're just exercising their memory skills. You are the person who knows—when you apply the information you've read, and then receive a result, that is really knowing. Not just reading about it, but applying it. Until they apply the methods and experience the results for themselves, they don't know—they can't know—what it's all about.

Having It All

LESSON 27

Reconnect with the Source

Lesson Preview:

- 114. You Are Not Who You Think You Are
 - 115. Methodless Meditation
 - 116. Smart Quote of the Week
 - 117. Reader's Question of the Week
-
-

YOU ARE NOT WHO YOU THINK YOU ARE

If I asked you who you are, would you point at yourself? That's not who you are—that's just your body, a physical manifestation. Would you tell me your name? That was given to you after you were born—after you already existed. Think about what it took to create you—billions of years of evolution, then two cells coming together to generate a body and brain—and more. You are not just your body and brain, although they are both part of you. I believe in order for all this to happen, for the world and universe around us to exist as it does, that you are made up of and directly connected to the Infinite Intelligence that created you. We are all energy, in a certain and orderly state of vibration.

How can we tap back into the source of all supply and creation from whence we all came? Through meditation. When you meditate, you feel the power of being connected to the spiritual essence of our universe. Most of the time, you may feel separated from your source because of being caught up in the illusion of having a body: in reality, you're like a wave in the ocean. You may be eight feet taller than the rest of the water, but you're still a part of the whole—only your perception of separation deludes you.

Tips for Having it All

METHODLESS MEDITATION

For your first meditation, there is no method to learn. Sit comfortably in a quiet room, and close your eyes. Simply attend to your breath. There are no mantras to chant. Put all of your awareness on your breathing, and start with a deep and slow breath. Inhale to your diaphragm, feeling your belly expand, then let the air out slowly. Continue by breathing normally, but stay focused on your breathing. Follow each breath without thoughts. If a thought intrudes, let it pass and bring your attention back to your breathing.

Your first session might last about thirty seconds, but you should emerge feeling refreshed and alert. (If thirty seconds without thought doesn't happen, next time try for ten seconds, then extend the time more and more to build longer meditation sessions.) Do this once a day for a week.

Smart Quote of the Week

We live at a time when man believes himself fabulously capable of creation, but he does not know what to create.
--Jose Ortega y Gasset

Reader's Question of the Week

Q: I just realized that you're the only CEO I've ever heard of to write a book strictly about personal development stuff—why did you?

A: Because it worked so well for me and for the people who worked with me, and because I think there are so many people out there who deserve as much from their lives as I have experienced in mine. I have lived in the real world, and I've helped thousands of real estate agents and independent business owners take their incomes through the roof—while achieving balance with their family and the rest of their lives. I strongly feel that anyone who wants more for themselves can have it, and I wanted to share the tools for this with you and other people who know in their hearts they deserve it.

Having It All

LESSON 28

Create a Time of Peace

Lesson Preview:

- 118. Experience a New Dimension
 - 119. Listening Meditation
 - 120. Smart Quote of the Week
 - 121. Reader's Question of the Week
-
-

EXPERIENCE A NEW DIMENSION

Meditation, practiced in the East for eons, has only become mainstream in the West over the last fifteen years. More than five million people worldwide practice meditation daily. Scientific studies (five hundred of them) report a reduction of stress and an increase in creativity and awareness among those who meditate.

My own experience with meditation has yielded a supreme feeling of timelessness and tranquility. If I meditate for an hour, it feels like only three minutes. During meditation, you enter another dimension—a dimension where there's no time as we know it. There's a sense of total connection and oneness to the omnipotent source of all that is.

People who are able to heal themselves without traditional medical intervention are those who can fall into what Chopra calls "the Gap." Meditation is the best route I know of that leads to this Gap, where you dip directly into the source of all that is. Everything in the universe is connected: when you meditate, you change the vibration of your body, which allows you to experience a new dimension of the universe—and become one with the universe.

Tips for Having it All

LISTENING MEDITATION

For your second meditation, sit quietly in a chair or other space where you are sitting upright, with a straight spine. Close your eyes, and start by simply listening. Hear your breath, the sounds in the house, perhaps some noise outside.

Don't "try" to listen, or think about the sounds, or even interpret sounds. Just listen—to the silence if there's no noise at all. The point of this meditation is to be receptive to sound as you shut down the chatter in your mind.

When your mind is quiet, move on to the next phase. When you take a breath in, make a quiet mental note of "In." When you exhale, make a quiet mental note of "Out." Buddhists, upon breathing out, let a soft smile come to their face.

If your mind starts to wander, go back to just listening. If you feel sleepy, open your eyes and look at a place on the floor just in front of where you are sitting. Keep your eyes soft, gazing downward.

Your first session might be short, and that's fine. Gradually increase the time until you can meditate for ten minutes, and meditate every day for a week.

Smart Quote of the Week

The most imaginative people are the most credulous,

for to them everything is possible.

--Alexander Chase

Reader's Question of the Week

Q: You're such a strong advocate of finding a mentor, and I know you have had several mentors, but are you anybody's mentor?

A: First, let me just say that it amazes me how many people are afraid to ask for help from somebody who has achieved a level of success in an area they're interested in. They'll ask for a little bit of advice, but they won't say, "Will you take me under your wing and mentor me?" They think they're imposing, and they're afraid to hear "No."

I take it as a compliment that somebody wants my help. I always give my time to people. Always, always, always. I'll say "I'll meet you for an hour, come up to the house." I make sure they have respect for me and I have respect for them, and that we both respect our relationship.

I've got four interns from a university right now—they're enthusiastic and energetic and help me, and I pay them as well as teaching them how to build a company. They are witnessing the process and are a part of the process and so they'll know how to start their own business. It's a win-win situation.

Having It All

LESSON 29

Find the Time for Truth

Lesson Preview:

- 122. The Power of the Source
 - 123. Candle Meditation
 - 124. Smart Quote of the Week
 - 125. Reader's Question of the Week
-
-

THE POWER OF THE SOURCE

When you take the time to quiet your mind and not allow anything to intrude on your peace, there is stillness in time. You feel suspended in an ocean of tranquility, and all truth seems to stem from this place of inner understanding. When you meditate, you'll find yourself in a place of calm, love, and peacefulness—a place where time is of no consequence and truth is imminent. This place is the exact opposite of where we live most of our lives. Our world is rushed and busy, and we allow it to control us and stress us out.

Meditation is the way to calm your vibration to the frequency of Creation and Infinite Intelligence. Everything you want in your life comes from this frequency. From this place of infinite intelligence and knowing, everything is created—and everything is possible. All the answers are there—and meditation is the path to get there.

Tips for Having it All

CANDLE MEDITATION

As with the last meditation, find a quiet room and sit with your spine held straight. Light a candle at eye level at whatever distance away you feel comfortable with. While breathing deeply and evenly, concentrate on the flickering flame of the candle. Remove all thoughts from your mind—if a thought slips back in, gently make it fade away and focus again on the flame. Allow your mind to become completely silent, quiet, and still.

It's that time again—you need to choose a new affirmation! Are you ready to install your ninth new belief? Either continue with the belief installation method you've been using or try a new process: whatever works best for your subconscious mind. Congratulations on the eight new beliefs you've already installed!

Smart Quote of the Week

The most gifted members of the human species are at their creative best when they cannot have their way.

--Eric Hoffer

Reader's Question of the Week

Q: My spouse and I have been married for twelve years. The first ten years were wonderfully romantic, but now things are different. That romance is gone. How can we get that romance back? What beliefs should we change?

A: You've both probably been pouting about how it's not the same as it used to be, and you've forgotten about the Law of Rhythm. Everything in life happens in flows, like the tide. You've got high tide and low tide—and your relationship is at low tide right now. But the tide has to get high again—it's part of a cycle, part of a rhythm. You have to react differently to the changes in your relationship. Ask your spouse if he or she also feels your relationship is evolving. Talk about the gifts you were blessed with in the first ten years, and explore the gifts you've been blessed with in these last two years. Yes, they'll be different gifts, but they're still gifts. Change is the only constant in life—you have to go with it. If you think something's wrong, it will mentally and physically exhaust you. Focus on what you can do to still enjoy some of that romance. When you really understand the laws and can apply that knowledge, your life will just flow.

Having It All

LESSON 30

Release Your Mind

Lesson Preview:

- 126. Create Time and Space
 - 127. Choose-Your-Own Meditation
 - 128. Smart Quote of the Week
 - 129. Reader's Question of the Week
-
-

CREATE TIME AND SPACE

It can sometimes be difficult to find time for meditation. In my own life, I had to make meditation my first priority in the morning in order to work it into my schedule. As soon as I wake up, I pile pillows in back of myself in bed and meditate right there—that way, I always have time for it. I can't imagine starting a day without it.

Some people are quite creative in working meditation into their lives. Creating a quiet space can sometimes be as much of a hurdle as creating time. You could reserve a corner in a room, and make sure that it remains clean and uncluttered so that it is always ready for you. A closet large enough to sit in could become a peaceful meditation hideaway for you, complete with comfortable pillow and decorations. A secluded corner of a garden would also work. Many of those who meditate like to have their personal sacred objects around them—a beloved picture, a favorite candle, a beautiful rug. No matter what appeals to you, you must decide to make room for meditation, every day.

Tips for Having it All

CHOOSE-YOUR-OWN MEDITATION

In the past few weeks, I've given you three types of meditation, but there are many more methods available to you! Explore all the possibilities and you're sure to find one that works for you. Every meditation's objective is to go into the silence. Multiple resources exist—you could consult magazines, books, web sites, religious organizations, seminars, workshops, and meditation/yoga centers. You could also try instructional videos or CDs, which provide guided meditations. Following is a short list of several methods of meditation: Some may surprise you, but meditation is more a matter of what you bring to the practice—patience and a desire to silence the mind—than of what the practice entails.

- Focus on the petals of a flower
- Drink a cup of tea on your patio or in your garden
- Walk
- Do yoga
- Wax your car

A meditation can be anything which takes you into silence, both inner and outer, and clears your mind of all thoughts. Try as many methods as you need until you find one—or more—that work for you, and proceed on your journey to the life of your dreams.

Smart Quote of the Week

Believe that life “is” worth living, and your belief will help create the fact.

--William James

Reader’s Question of the Week

Q: A close friend of mine is in an abusive relationship. I don’t understand why she doesn’t leave. What kind of beliefs does she have that keep her there, and how can I help her change those beliefs?

A: Some beliefs are so powerful that they cause us to only see what is in line with them. They have blinders on. Your friend may believe, “This is what a relationship is” She may have learned from childhood on that this is how relationships work, this is what relationships include, that it just is. In her mind, she’s not “allowing” it to happen—it’s just what happens in relationships. Maybe her belief is so strong that it wouldn’t even occur to her to say, “This is not okay.”

If she will do the True North exercise and look at the results—which are always an effect of the cause—perhaps she might change some of her beliefs. Maybe she will realize that more is out there, that she deserves more out of life than an abusive relationship, and that she can have the life of her dreams, too.

Having It All

LESSON 31

Continue Your Success

Lesson Preview:

- 130. Final Review
 - 131. Stay on Track
 - 132. Smart Quote of the Week
 - 133. Reader's Question of the Week
-
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FINAL REVIEW

We've come through an extensive series of lessons for the "Having it All" program together, and have learned and accomplished so much! Think back to where you were in your life and how you felt when you first read my book and began readings and applying these lessons. You've come a long way, haven't you? Over our time together, you learned about the six intellectual functions, the seven natural laws, the seven power factors, and how they affect your life. You also assessed your True North, completed your Life Design Matrix, signed a Binding Agreement with yourself and got a mentor or coach. You then created two goals and set plans to reach those goals, visualizing, creating audiotapes and vision boards, and meditating to move toward the life of your dreams.

You have absorbed a lot of life-altering information. As your knowledge expands, so does your capacity for success, and for living the life of your dreams. I am so honored that you chose to take this journey with me, and I sincerely hope we'll meet in person some day. Feel free to email me with questions or news of your success. This is just the beginning!

Tips for Having it All

STAY ON TRACK

If you are really serious about creating the life of your dreams, you must continue to follow the methods I've shared with you. Don't be afraid to reevaluate yourself and your goals periodically. Go through the True North exercise as often as you need to, and create new Dream Visions in the Life Design Matrix. Set new goals for yourself, and new plans to achieve those goals. Continue with your visualization: the vision boards, audiotapes, and meditations are invaluable tools for the rest of your life. Make it the best of your life!

The Visualization Process:

- Simple Visualization exercise (Lesson 19)
- Complex Visualization exercise (Lesson 20)
- Create a Script for an audiotape around goal one (Lesson 21)
- Record an audiotape around goal one (Lesson 22)
- Create a Vision Board around goal one (Lesson 23)
- Create a Script for an audiotape around goal two (Lesson 24)
- Record an audiotape around goal two (Lesson 25)
- Create a vision board around goal two (Lesson 26)
- Methodless Meditation (Lesson 27)
- Listening Meditation (Lesson 28)
- Candle Meditation (Lesson 29)

--Choose-Your-Own Meditation (Lesson 30)

--Final Review (Lesson 31)

Smart Quote of the Week

Our life is what our thoughts make it.

--Marcus Aurelius

Reader's Question of the Week

Q: Are you sure you are never tempted to revert to your ways as a Street Kid?

A: Yes, I'm sure. I'm also laughing—I can't imagine going back to being a punk again. And I'll bet they wouldn't have me. I don't even remember how to be blasé or cynical or snide. I can't really say, "I'm not that person anymore," because my entire past has contributed significantly to who I am today. But going backward is just not an option. Today, I want to be involved only in pure, total integrity and honesty, and I expect that of my business team, my family, and my friends as well. And that much positive energy can't help but come back to my business team, my family, and my friends—and the world becomes that much better of a place as a result. Try it in your own world, and see what happens for you! I haven't been wrong so far, have I?

Having It All

