

A close-up, low-angle shot of the head of the Statue of Liberty. The crown with its seven spikes is prominent, and the face is looking upwards and to the right. The lighting is dramatic, with a bright yellow glow behind the head, suggesting a sunrise or sunset. The background is a gradient of blue and yellow.

AMERICA'S

STAR ENTREPRENEURS

Building A Brighter Tomorrow

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CHANGE
YOU WISH TO SEE
IN THE WORLD**

~GANDHI

America's STAR Entrepreneurs | Building A Brighter Tomorrow

Biographies/Philosophy/Self Help/Success/Motivational & Inspirational

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“You can make positive deposits in your own economy every day by reading powerful, positive, life-changing content and by associating with encouraging and hope-building people.”
— Zig Ziglar

America’s STAR Entrepreneurs: *I am so grateful to this amazing group of kindred spirits who share their personal and professional experiences and philosophies for the good of all. You are my greatest teachers.*

Iliad Terra: *a man of many talents, deserves special thanks; despite a demanding schedule, gave his time, energy, and artistic talent to create the inspiring cover. I am tremendously grateful.*

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Tricia Walsh: *who found inner strength to survive great personal loss through empowering others with her natural gifts to inspire and compassionate heart.*

Lisa Sampson: *for her spiritual insights and her creative talent.*

Roy Perry, Jr.: *and his beautiful children, Tavious and Koyae.*

I would love to hear from ALL Americans of entrepreneurial spirit who live your dreams and whose success stories are yet to be told.

As always, my love to all people who have come into my life for a reason, a season, or a lifetime.



Making America GOOD Again™

**America's STAR
ENTREPRENEURS**

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Dedicated To My Beloved Grandson

RYAN NICHOLAS WALSH

**You inspired all who came across your path
and your legacy will forever be alive and vibrant
in the hearts and minds of the lives you touched**

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— Peter Drucker

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*"In everyone's life, at some time, our inner light goes out.
It is then burst into flame by an encounter with another human being.
We should all be thankful for those people who rekindle the inner spirit."*

— Albert Schweitzer

Ansel Adams

Michael Beckwith

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Gloria Vanderbilt

Ryan Nicholas Walsh

Sam Walton

Wallace D. Wattles

Andrew Weil, MD

Zig Ziglar

Mark Zuckerberg

LIBERTY is OUR BLESSING

*Greet your bright tomorrows with gratitude
that you live in America.*

*You walk through an open door free to follow the
dreams of your heart. Nothing is too much to put into
your thoughts, or hope to put into your day.
Whatever you strongly desire, you can create through
the Free Enterprise System.*

*This collection of wisdom, experiences, and guidance from
thinkers and doers, is an inspirational masterpiece.*

*Throughout its pages you will find stories, thoughts and
philosophies from some of America's most admired
personalities ~ many universally recognized ~
that speak to the strength of our diversity and to the
heart and soul of what America stands for.*

*These heart-dominant individuals have an optimism that is
the source of the energy and belief that turn dreams into reality.*

*Because they believe that great things can happen,
they pursue a more peaceful world by building bridges
instead of walls, and in the healing power of love.*

*You will, we hope, feel a connection to these leaders,
on a one-to-one basis, about things in life that matter most.*

*Look closely for messages that call out to you to enhance
the positive aspects of your own inner light so together
we stay focused, we stay aware, and we stay engaged
Building Brighter Tomorrows.*

A NATION OF IMMIGRANTS

WE ARE ALL IMMIGRANTS. We were strangers once, too. And whether our forebears were strangers who crossed the Atlantic, or the Pacific, or the Rio Grande. We are here only because this country welcomed them in, and taught them that to be an American is about something more than what we look like, or what our last names are, or how we worship. What makes us Americans is our shared commitment to an ideal – that all of us are created equal. And all of us have the choice to make of our lives what we will.

— Barack Obama, 44th President

As a Texan, I have known many immigrant families, mainly from Mexico, and I've seen what they add to our country. They bring to America the values of faith in God, love of family, hard work, and self-reliance; the values that made us a great nation to begin with.

— George W. Bush, 43rd President

In America, the beauty is in the mix. Immigration has always been a reinvigoration of our society and economy. Each wave of immigrants brings their hopes, aspirations, faith, and determination to succeed to our shores.

— Nancy Pelosi, Minority Leader, US House of Reps

We have to finally, once and for all, fix our immigration system, we cant wait any longer for a path to equal and full citizenship.

— Hillary Clinton, Former Secretary of State

I am the proud daughter of Indian immigrants who reminded my brothers, my sister and me every single day how blessed we were to live in this country. They loved the fact that only in America, we could be as successful as we wanted to be, and nothing would stand in our way.

— Nikki Haley, Secretary of State

We are a nation of immigrants. We are the children and grandchildren and great-grandchildren of the ones who wanted a better life, the driven ones, the ones who woke up at night hearing that voice telling them that life in that place called America could be better.

— Mitt Romney, Former Governor

As an immigrant, I chose to live in America because it is one of the freest and most vibrant nations in the world. And as an immigrant, I feel an obligation to speak up for immigration policies that will keep America the most economically robust, creative and freedom-loving nation in the world.

— Rupert Murdoch, Founder & Chairman, Fox News

I think it's an enormous blessing to be the child of an immigrant who fled oppression, because you realize how fragile liberty is and how easily it can be taken away.

— Ted Cruz, Senator

Immigrants are exactly what America needs. They're what we need economically, and I think they're what we need morally... "They" revitalize America and get it back to its sense of confidence. All of these immigrants that come here help us with the work they do, they challenge us with new ideas and new perspectives, and they give us perspective.

— Rudi Guiliani, Former NY Mayor

I've spoken of the shining city on the hill all my political life, but I don't know if I ever quite communicated what I saw when I said it. In my mind, it was a tall, proud city built on rocks stronger than oceans, windswept, God-blessed, and teeming with people of all kinds living in harmony and peace; a city with free ports that hummed with commerce and creativity. And if there had to be city walls, the walls had doors and the doors were open to anyone with the will and the heart to get here. That's how I saw it, and see it still.

— Ronald Reagan, 40th President

The young people covered by DACA are our friends and neighbors. They contribute to our communities and to the economy. I've gotten to know some Dreamers over the past few years, and I've always been impressed by their strength and sense of purpose. They don't deserve to live in fear.

— Mark Zuckerberg, Co-Founder/Facebook

They are called Dreamers because they are pursuing the great American dream: the chance to work hard, play by the rules, and build a better life for yourself and your children. Deporting them would deprive local communities of talented, hard-working and law-abiding young people, and deprive the country of the brains and brawn it needs to continue leading the world economy.

— Michael Bloomberg, Former Mayor of New York City

the ENTREPRENEURS

So, who in the heaven, are you?

YOU are the creators, builders of businesses, passionate advocates of positive thought. With heart and guts, you stand up in the light of your own individuality, believing whether life is beautiful or adverse, it has meaning and purpose. Your relationships are not all happy ones, nor all experiences successful ones, but the interesting thing is that the ones you remember are.

You know that the magic of believing is a far greater reality than the state of the economy. Preach to the contrary as they may, the fortunes of life appear to those who face the “bad” news every day, and keep believing; confident that if one thing doesn’t work, something else will. You avoid the plague of pessimists. You don’t sweat the small stuff.

You want material wealth, but know that the worst bankruptcy is the loss of enthusiasm. You need to find out what specifically motivates you. When motivated you can do just about anything. You will know exactly what you have to do with your life experiences. From the motivated state, you can take effective action.

The greatest gift to give yourself is to find kindred spirits who will never let you settle for less than who you are, knowing how great you can become. These confidants who encourage you during the “highs and lows” along your entrepreneurial journey isn’t just nice to have ~ they are essential ~ but it happens only if YOU make it happen.

You are capable of great wonders. Your potential is unlimited.

The light whose reflection lighted the way for your arrival will now become part of you and you can fulfill the highest and noblest aim of any human being ~

To Light The Way For Others!

TONJA DEMOFF



**AUTHOR, SPEAKER
CONSULTANT**

“The Entrepreneur’s Edge is the insider knowledge that enables you to sustain your business and be successful at a much deeper level.”

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TONJA DEMOFF IS A MULTI-PUBLISHED AUTHOR. Popular titles include *Entrepreneur's Edge*; *The Casual Millionaire: Wealth By Intention*; *Bubble Proof: Real Estate Strategies That Work in Any Market*; *Millionaire Mindset*; *Believe and Achieve*; *Commission Checks: How to Close More Deals & Deposit More Income*; *Twist & Trust*; *Fresh Start*. She is also a trainer, teacher, consultant, speaker, and real estate agent/investment guru. And animal lover.

Tonja knows the highs and lows of entrepreneurial life. She has tapped in to her own entrepreneur's edge to not only sustain success but achieve a life and business of her dreams. Tonja uses her hard-won knowledge and deep soul wisdom to help others develop their entrepreneur's edge to start their businesses and enjoy more lasting and sustaining highs all along the journey.

Tonja has decades of experience running businesses and incredibly popular seminars. She first parlayed her success in real estate to include teaching students how to make it that ever-changing world and now has expanded her outreach to clients who want to start or grow a business of any kind. The heart of the matter is operating from the Entrepreneur's Edge. Tonja's students learn business principles AND master their mindset – so they make money and keep it! Entrepreneurs in the field of real estate and ALL fields learn from her expertise and appreciate her candor, wit, and intelligence. They especially love making money!

The Entrepreneur's Edge is a favorite offering that Tonja created to serve her clients who want to succeed in business – any kind of business – for the long haul. Tonja loves to teach and connect and share the principles that lead to a life of prosperity and vitality.

Traveling the world for business (and pleasure), Tonja operates her companies out of California and Texas. She is also a member of the United States Air Force Reserves and going to law school.



THE ENTREPRENEUR'S EDGE

BEING SUCCESSFUL IN BUSINESS — A LASTING SUCCESS — MEANS YOU HAVE TO HAVE WHAT I CALL 'THE ENTREPRENEUR'S EDGE.'

If you have the dream to go into business for yourself, or have already launched, congratulations! This adventure will be the best ride of your life. You will learn more about business, people (and people skills), and yourself than you ever imagined. There may be bumps along the way, but it is absolutely worth it! *My role is to smooth out those bumps for you.*

Whether you are just getting started as an entrepreneur, or still at your job as an employee and deliberating if you have the guts to go for it ("it" being in business for yourself), or if you have been a business owner for a while and are looking for the knowledge to get you further ahead, you know you need more than boring didactic old school tutorials of "best business practices" or an overhyped attempt at marketing tactics for the 21st century.

You need real-world advice. The entrepreneur's edge is a combination of smarts, savvy, and sass. The right attitude can take you a long way. Realistic expectations will do the same.

Being in business is an odyssey. Having a 9 to 5 job is much easier than being an entrepreneur. If you want to make it in the 20% that succeeds (the stats say that 80% of new businesses fail. Don't worry! That's not you!), you need to pay attention to your EDGE. Whether you are a dog sitter, pipe fitter, or Hollywood go-getter, you need to exhibit EXCELLENCE in everything you do. That is the first part of realizing your edge.

E - EXCELLENCE

You have the expertise and experience. Own it. Express it. Exude it. You are continually evolving and always growing and learning. You know your stuff. Be that expert. Let no one have any doubt that you are the person they need for whatever service or product you offer. Be confident. Even in the early days when you are just starting out, never doubt your abilities and always deliver the best possible experience to your clients and customers.

You can charge what you are worth when you deliver excellence.

The next piece of your edge is DETERMINATION. Be excited for your dream. Stay tapped in to your passion and you will beat the odds and be one of those who succeed.

D - DETERMINATION

Consider yourself right now a long term success. No matter where you are on your path, think that you are already a long term success and hold no other vision for yourself. What does success look like for you? A house in the hills? Working a four-day week? Having the funds for the kids' braces and college educations? Keep those pictures in your mind of WHY you went into business for yourself and maintain your determination to achieve that picture of success. **Determination simply means firmness of purpose. If you have not already done so, identify your purpose and post it where you will see it every day. This kind of reminder keeps you on your edge and able to give your all even when you are feeling stressed.**

Combining determination and excellence means that you also have GUTS. Running your own business is not for sissies or the faint of heart.

G - GUTS

We all know that it takes guts to get what we want in life. That's why 80% don't succeed. They give up. They don't have the guts to go for their dreams. You are made of different stuff. You know that when the going gets tough, you can dig deep and find the stamina to keep going. Your vision for what you want for your life is bigger than the daily demands and will carry you through.

“Guts” refers to your personal courage and toughness of character. Guts also means trusting your guts, your instincts, to steer you. The inner voice never leads you astray.

That leads in to the final part of the 4-part acronym for EDGE: EDUCATION. To wield the entrepreneur’s edge, your education is the school of hard knocks.

E - EDUCATION

Maybe you have an Ivy League education. Maybe you never got past eighth grade. In the world of business, the real education is street smarts and wisdom. You have the education of what you do; know that you also have the education of running a business. Many top achievers did not graduate college so never fall in to the comparison trap. Your education comes tied in a different bow - knowledge and wisdom. They are slightly different and you need both. Knowledge is the basics of what it takes to run your business day in and day out. Knowledge is the nuts and bolts. Wisdom is the overall knowing that you have what it takes to succeed for the long haul because you operate from the core of you. You develop and listen to your inner guidance. Use your smarts and your “soul” together and you have the edge. **That is the education you need, and it never ends.**

When you have the EDGE:

- * **EXCELLENCE**
- * **DETERMINATION**
- * **GUTS**
- * **EDUCATION**

You have what it takes. The life of a business owner is a roller coaster. Some days you are on top of the world. Some days you will feel like you have just been run over. That is normal. If you ever feel a bit of a wobble in your confidence level, don’t worry. That is normal too and that is why you need to have the Edge. Then you are prepared for the twists and turns in the road ahead.

When you know that the life of an entrepreneur is varied like that, it makes it easier to weather the rough patches because they are then not unexpected. You can maintain a certain baseline of surety because you are not thrown completely into orbit when things go crazy. Perhaps a little bit of crazy is indeed the norm.

The edge is more than just an acronym.

It's a way of being. It's about knowing who you are and staying true to you. I've been through the ringer and come out on the other side. Along the way, I've been called many things. Some folks are big supporters and say that I'm warm and fuzzy with a heart as big as Texas. Having a big heart doesn't mean I teach fluff. My heart is full of passion but I am a straight shooter. I tell it like it like it is. Sugar coating doesn't help you at all.

The other side of the coin when you become successful is that people will take shots at you. Some may feel jealous of your success. I have no doubt that some people call me a b*tch. When you are a strong woman in business, it's going to happen. That really is a reflection of the other person's character when they resort to name calling. But it happens. And when you are unprepared, it can hurt.

That is my mission – to prepare my students for all the ups and downs of what really goes when you run your own business. It's not all sunshine and roses. But it's not all drudgery and working yourself to the bone either. **The Entrepreneur's Edge is all about knowing the key ingredients that enable you to sustain the bumps along the way and come through on the other side stronger and smarter.**

When you operate with integrity, it does not matter what people call you. The heart of the matter is that you know you have got what it takes to make yourself successful. There will be those who want to knock you down as you rise up to new levels. So be it. You face that hurdle like any other obstacle. You get over it.

Think about someone like Warren Buffet. He is not flashy or flamboyant or a braggart. Warren has operated with excellence, determination, guts and education. He has the EDGE. He is level-headed and pulls no punches. Warren Buffet does not care if you like him. He goes about his business in an even-keeled way. He knows about trust, and integrity, and character. He knows long term success.

Having the mindset that you are successful for the long haul will set you up for a better mentality when you hit a bump in the road. Knowing that you can handle yourself with grace under pressure means you won't explode on days that become worse than a pressure cooker.

Having the edge means mindset and resilience. That is what separates the wimps from the winners. In business, you constantly have to take action and the ego likes to play tricks and mind games with us. When you pay attention to your mindset from the beginning, you are setting yourself up for long lasting success and developing the resilience to handle the times when the excitement fades and you are left wondering if the whole idea is worth it. That is why you revisit the EDGE.

The last piece of advice for you to sharpen your edge is to become more of a skeptic. That word has a bad connotation in our society, but a healthy dose of skepticism is a good thing. You don't have to become a pessimist, but being a Pollyanna may not be the wisest course either. Balance is key.

A skeptic is someone who is inclined to question what is presented before them. That is wise. You would not want to blindly enter a marriage or a mortgage so why in the world should business decisions be any different?

It is good to doubt. It is good to question. It is good to pause before you pay, play, partner, whatever. Consider yourself an information-gatherer. Knowledge is, as they say, power. Be knowledgeable. Be smart. Be wise. **Be a successful business owner who has the entrepreneur's edge that others witness and want to emulate.**

There are many measures of success. Being clear-eyed and clear-headed are the surest ways for you to achieve what success means to you. Your success starts with you opening yourself up to see where you need to apply yourself. Be a good student. A student of life, a student of business, a student of yourself, a student of other people.

Commit to being a lifelong learner. Commit to your own success, that you will stick it out; that commitment alone can set you apart from others striking out on the entrepreneurial path. That commitment is part of your edge.

- * **EXCELLENCE**
- * **DETERMINATION**
- * **GUTS**
- * **EDUCATION**

The word edge has several definitions but the first dictionary meaning is “the outside limit, the border.” Imagine your invisible border, your protective edge, is your character. Riding the wave of the ups and downs in business, and life, is easier when you are equipped with the life ring we can call character. **That is the true heart of the matter for an entrepreneur’s edge – never sacrificing your own character.**

Always act with integrity. Your character is the core of your business. As an entrepreneur you will deal with a vast array of people. Treat everyone with respect and dignity. It is a reflection of you, not them. Let character be the compass that guides you. Integrity attracts integrity. **When you operate from your core character, and maintain your edge, you will be among the elite that makes it!**



LEADERSHIP

*Is not so much about technique
and methods as it is about
opening the mind.*

*Leadership is about inspiration –
of oneself and others.*

*Great Leadership is about human experiences,
not processes. Leadership is not a formula or
a program. It is a human activity that comes from
the heart and considers the hearts of others.*

It is an attitude, not a routine.

— Lance Secretan

CAROLYN R OWENS



**CERTIFIED CAREER STRATEGIST
EXECUTIVE AND LEADERSHIP COACH**

“The whole process of leadership starts inside the most mysterious and powerful place – your own mind!”

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CAROLYN R. OWENS IS A RETIRED UNITED STATES NAVY COMMANDER, AMAZON BEST SELLING AUTHOR, AND PRESIDENT/FOUNDER OF INFINITY COACHING, INC. A leading authority on leadership and professional development, Carolyn uses principles derived from the world's most respected military training programs to educate and train top leaders across the globe. She works with leaders to awaken self-awareness so they can achieve greater communication, interaction and engagement with their teams and customers/clients as well as in their personal relationships.

During her military career, she served as the Director of Human Capital Management for an organization of over 4,800 civilian, military and contract personnel. Her favorite assignment was when she served as a Professor in the Department of Command Leadership and Management at the United States Army War College. Upon retiring from the military, she decided to turn the part she loved most into a second career and Infinity Coaching, Inc. was born.

Carolyn served as the President of the Maryland Career Development Association and is the host of the radio show, "Let's Coach". She has been featured in Money Magazine, Fox News Magazine, Huffington Post, YourTango, Legacy in the Making Magazine, and many other publications. She serves as a guest speaker for conferences and seminars which has included the American Psychological Association (APA) Career Fair and the Maryland Counseling Association Conference. She is a frequent guest expert on local and national radio shows.

Having served in key leadership positions and as a successful business owner, Carolyn knows quite well some of the challenges one faces when pursuing the career and life of their dreams. The company she founded, Infinity Coaching, Inc., provides career, executive and leadership coaching that moves individuals forward, allowing them to take COMMAND of their lives.

To raise your awareness about your leadership skills visit <http://leadershipmasteryassessment.com/> for a free assessment. You will quickly discover areas you are performing well in as well as areas that may need additional attention.



WE ARE ALL LEADERS

DURING AN INTERVIEW WITH PAT SAMPSON, THE FORCE BEHIND THIS BOOK COLLABORATION, THE LATE DR. MAYA ANGELOU STATED, "WE ARE MORE ALIKE THAN WE ARE UNALIKE." Although her words were spoken over a decade ago, they stand firm - we are more alike than we are unlike. For many, the challenge becomes first acceptance. Accepting that we actually have many things in common. The second challenge involves us going even further to understand and accept the things that make us different. Being a leader is one of the things we have in common. How we lead is what makes us different. As you read through this chapter, you will begin to see yourself as the true leader you are and know you can have success on YOUR own terms.

Leadership means different things to different people. The definition of leadership I like to use is one by Bruce Schneider, founder of The Institute for Professional Excellence in Coaching (iPEC). "Leadership is how you interact with everyone, including yourself."

So many of us don't even look at ourselves as leaders. Vince Lombardi, American football player, coach, and executive in the National Football League, once said, "Leaders are made, they are not born. They are made by hard effort, which is the price which all of us must pay to achieve any goal that is worthwhile". To achieve the success you desire, you have to be a leader within your business, career, in all areas of your life. The difference becomes how we approach life and how we choose to build our leadership platform. You don't have to be leading an army or running a multi-billion dollar corporation to be considered a leader. We are all leaders.

We tend to only think of leaders in the traditional sense as those who are in companies, government, or heads of non-profits organizations. Leadership has changed from its early days when it largely mirrored the military model of leadership from the top down, with powerful individuals dominating large groups of less powerful people. Nowadays, leadership in business is far more knowledge-driven. An intern can aspire to someday lead a corporation through his or her hard work and innovative ideas. It doesn't happen overnight. You must have "hard effort", discipline and patience, but it can happen. We are all leaders.

Not everyone is meant to be a leader in a company or own a business, nor does everyone want to. Parents, therapists, teachers, solopreneurs, consultants, coaches, mentors, and others who interact with people on a regular basis are all leaders. To further expound in Bruce's own words, "Leading is the way we help move people, including ourselves into action."

There is always someone watching you. Your behavior, your actions, your conversation are all influencing someone. Think about media today and how a star or athlete can start a trend just by wearing an outfit or mentioning a particular product. That is leadership. This a true example of how you, just by your words or actions, are influencing someone else.

Each of us must learn our God given purpose in life and allow it to develop and blossom overtime. We must learn how to nurture the leadership qualities we possess and how we will use them. As Bruce Schneider further states, "The question is not whether we are leaders, but how we lead."

When I look back on my life, I can honestly say, for many years I never really saw myself as a leader. As a child I was quiet, timid and in fact once told I would never graduate from college, would never amount to anything. So I carried myself like that, just going through the motions accepting the path I was traveling on. In hindsight, the experiences I was going through, the challenges I endured, help to define the type of leader I would become.

We have decisions we have to make every day that require us to lead ourselves. We are making a decision to get out of bed every morning. This may seem to be a simple task, but put yourself in the shoes of someone who just lost their child or spouse to an unexpected tragedy. For them making the decision to get out of bed and move forward can impact what happens next in their lives. If they are not grounded in their faith and/or are unable to heal, they can easily choose a path that leads to a downward spiral. But, even then, they are making a choice on how they choose to lead their life.

We make decisions on how we choose to interact with others, if we want to go for the high-powered position, or if we want a simple artistic lifestyle. You see, with leadership comes responsibility. We must take responsibility for our own lives. Responsibility for our own thoughts, actions, and behaviors. I refer to it as Leadership Mastery.

Some of us don't want to step up to the plate and lead like we are supposed to. We don't want to live up to our full God given potential. We don't want to become the masters of our own lives. We prefer to be a victim. Not a victim in the traditional sense of someone who was hurt because of a crime or other event but a victim of our circumstances, just allowing life to happen to us. We surrender control of our lives to everything that is happening to us. We subsequently choose not to take responsibility for the roles we are to play. I do want you to clearly understand, it is a choice. Everyone has a role they are to play in life and everyone must decide in their role, how will they lead. This is where Leadership Mastery comes in.

Leadership Mastery is the secret to creating and attracting success in your life. Your awareness of yourself as a leader and the type of leader you are impacts your career, your business and your professional and personal relationships. When you begin to understand your gifts and talents and how you will share them with the world, you will begin your journey to Leadership Mastery.

It is okay to not to want a seat at the boardroom table. It is okay to not want to lead the corporation. It is okay if you decide you do not want to have children. It is okay if you truly enjoy being a receptionist for a company you love. Not everyone wants to be a CEO or a even an entrepreneur. Whatever level you decide to lead your life at, equip yourself with the skills for that level and platform you want to lead on. You see, you have to know how to lead the most important person and that is YOU.

With whatever path you choose, if you are not embracing your full ability as a leader, it will cost you. It can cost you in productivity, profits and fulfillment, but not just in your professional life, but also your personal life. How will you invest so that you can be the best leader you can be?

Okay so you saw the word invest and thought, now she is going to talk about money. Relax. What I want to share with you is how you can invest in YOU. How you can step into YOUR leadership role. One key thing to remember is, the whole process of leadership starts inside the most mysterious and powerful place – your own mind.

THAT IS WHAT YOU HAVE TO DEVELOP – YOUR MIND.

Take time to reflect on what you do want out of life. How do you want to live? What type of lifestyle do you want? You may have heard people refer to this as finding your purpose. You must take time to identify the role you want to play in life. Know that as life changes for you so does your role. When you get married, you no longer just have to think about yourself. What you valued in high school or college can change after you have been in the workforce for some time. If you find yourself getting stuck, there are Coaches, such as myself, that are trained to walk you through a process that assists you with finding your purpose and understanding your role. When you know what your purpose is, it provides a roadmap for you and provides clarity on the type of leader you want to be. You will also understand what you value in life and assess if you are living in alignment with those values.

Who are you surrounding yourself with? Just like you are influencing people around you, people around you are influencing you. If you are around people who are constantly knocking you down, telling you what you can't do it will impact your ability to lead. Over time you can develop low self-esteem, lack confidence and begin to question your decisions. To fully embrace your leadership, you may have to shift who you spend time with. Some people are meant to be in our life for a season, learn to identify when that season has come to an end.

Have the confidence and courage to lead. This is one of my favorite subjects to speak on. Leadership is about stepping out of our comfort zone, embracing who we are and living an authentic life. Too many of us are living a life someone else wanted us to live. Your father or mother may have picked out your major in college or told you, "Son, no you can't do that." So what do you do? You go through life just existing. You have spent so much time listening to everyone else that you even forgot what success looks like for you. Shall we mention how fear takes over and keeps you a prisoner to unachieved goals and dreams? By having the confidence and courage to lead, you can break the chains and set yourself free. I know, you are probably saying yeah, "but it isn't that easy". You're right! It's not! Start with one small step, one small action, and you will raise your self-awareness and begin to obtain Leadership Mastery.

We are all alike, yet we are different. With this understanding comes accepting and understanding the power of what makes us different. We live in a world with so much diversity from our race, gender, age, culture, how your parents did or didn't raise you and even the street you grew up on; I actually grew up on a little red brick street in Philadelphia, PA. You have your taste in music, your favorite books, your communication style, your style of dress, your career preferences. Everyone has their own unique way of living. Imagine a world where everyone was the same, how boring would that be.

We are all leaders but each and every one of us has our own unique way of leading. Embrace it, nurture it, and step in to your role boldly and confidently. Be it as a solo-preneur, stay at home mom or dad or leader in a fortune 500 company, whatever role you play in life, it is all about maintaining focus and creating positive outcomes. You get to decide what type of leader you want to be. How will you show up?

A fitting end to this chapter, is one of my favorite quotes by the late Dr. Martin Luther King, Jr. :

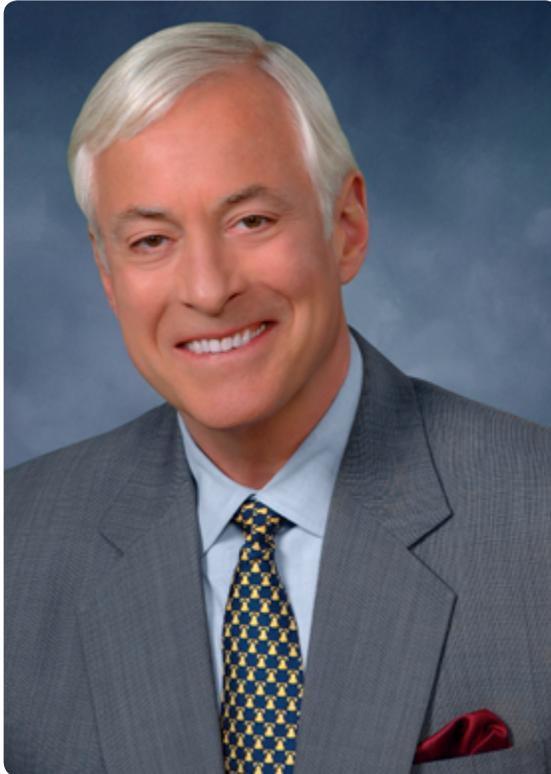
“If a man is called to be a street sweeper, he should sweep streets even as a Michelangelo painted, or Beethoven composed music or Shakespeare wrote poetry. He should sweep streets so well that all the hosts of heaven and earth will pause to say, ‘Here lived a great street sweeper who did his job well.’”

Know that whatever role you choose, whatever way you choose to lead, you are important, you are valued, you are loved... You can have success on YOUR own terms.

YOU ARE A LEADER!



BRIAN TRACY



SPEAKER, TRAINER, AUTHOR

*“Your ability to persuade and influence people
is one of the most important skills you can
develop for success in your personal and professional life.”*

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BRIAN TRACY IS CHAIRMAN AND CEO OF BRIAN TRACY INTERNATIONAL, a company specializing in the training and development of individuals, executives and organizations. He is among the top speakers, trainers, coaches and seminar leaders in the world today.

Brian Tracy has consulted for more than 1,000 companies and addressed more than 5,000,000 people in 5,000 talks and seminars throughout the U.S., Canada and 76 other countries worldwide. As a popular keynote speaker and seminar leader, he addresses more than 250,000 people each year.

He has studied, researched, written and spoken for 35 years in the fields of economics, history, business, philosophy and psychology. He is the top selling author of 80 books that have been translated into 42 languages.

Brian has written and produced more than 1000 audio and video learning programs, including the worldwide, best-selling Psychology of Achievement, which has been translated into 28 languages.

He speaks to corporate and public audiences on the subjects of Personal and Professional Development, including the executives and staff of many of America's and the world's largest corporations. His exciting talks and seminars on Leadership, Sales, Self-Esteem, Goals, Strategy, Creativity and Business Model Reinvention bring about immediate changes and long-term results. His "2-Day MBA" transforms business owners and companies.

Prior to founding his company, Brian Tracy International, Brian was the Chief Operating Officer of a \$265 million development company. He has had successful careers in sales and marketing, investments, real estate development and syndication, importation, distribution and management consulting. He has conducted high level consulting assignments with several billion-dollar corporations in strategic planning and organizational development.

He has traveled and worked in over 120 countries on six continents, and speaks four languages. Brian is happily married and has four children. He is active in community and national affairs, and is the President of three companies headquartered in San Diego, California.

Brian is the president of Brian Tracy International, and Business Growth Strategies, an internet based company that helps businesses of all sizes increase their sales and profitability by implementing the best practices of top businesses worldwide.



BECOMING A MASTER OF PERSUASION

PERSUASION POWER CAN HELP YOU GET MORE OF THE THINGS YOU WANT FASTER THAN ANYTHING ELSE YOU DO. It can mean the difference between success and failure. It can guarantee your progress and enable you to use all of your other skills and abilities at the very highest level. Your persuasion power will earn you the support and respect of your customers, bosses, coworkers, colleagues and friends. The ability to persuade others to do what you want them to do can make you one of the most important people in your community.

Fortunately, persuasion is a skill, like riding a bicycle, that you can learn through study and practice. Your job is to become absolutely excellent at motivating others to support and assist you in achieving your goals and solving your problems.

You **can** either persuade others to help you or be persuaded to help them. It is one or the other. Most people are not aware that every human interaction involves a complex process of persuasion and influence.

Persuasion Through Motivation

The key to persuasion is motivation. Every human action is motivated by something. Your job is to find out what motivates other people and then to provide that motivation. People have two major motivations: the desire for gain and the fear of loss.

The desire for gain motivates people to want more of the things they value in life. They want more money, more success, more health, more influence, more respect, more love and more happiness. Human wants are limited only by individual imagination. No matter how much a person has, he or she still wants more and more. When you can show people how they can get more of the things they want by helping you achieve your goals, you can motivate them to act in your behalf.

President Eisenhower once said, ***“Persuasion is the art of getting people to do what you want them to do, and to like it.”*** You always need to be thinking about how you can get people to want to do the things that you need them to do to attain your objectives.

People are also motivated to act by the fear of loss. This fear, in all its various forms, is often stronger than the desire for gain. People fear financial loss, loss of health, anger or disapproval of others, loss of love and the loss of anything they have worked hard to accomplish. They fear change, risk and uncertainty because these threaten them with potential losses.

Whenever you can show a person that they can avoid a loss of some kind, you can influence them to take a particular action. The very best appeals are those where you offer an opportunity to gain and an opportunity to avoid loss at the same time.

Getting What You Want

THERE ARE TWO WAYS TO GET THE THINGS YOU WANT IN LIFE.

First, you can work by yourself and for yourself in your own best interest. You can be a “Robinson Crusoe” of modern life, relying on yourself for the satisfaction of your needs. By doing this, you can accomplish a little, but not a lot. The person who looks to himself or herself completely is limited in his or her capacities. He or she will never be rich or successful.

The second way to get the things you want is by gaining and using leverage. Leverage allows you to multiply yourself and get far more out of the hours you put in rather than doing everything yourself.

There are three forms of leverage you must develop to fulfill your full potential in our society: other people’s efforts, other people’s knowledge, and other people’s financial support.

First, you leverage yourself by getting other people to work with you and for you in the accomplishment of your objectives. Sometimes you can ask them to help you voluntarily, although people won’t work for very long without some personal reward. At other times you can hire them to help you, thereby freeing you up to do higher-value work.

One of the most important laws of economics is called the Law of Comparative Advantage. This law states that when someone can accomplish a part of your task at a lower hourly rate than you would earn you should delegate or outsource that part of the task. This is one of the essential keys to getting the leverage you need to become one of the higher paid people in your profession.

Management can be defined as ***“getting things done through others.”*** To be a manager you must be an expert at persuading and influencing others to work in a common direction. This is why all excellent managers are also excellent low-pressure salespeople. They do not order people to do things; instead, they inspire them to accept certain responsibilities, with specific deadlines and agreed-upon standards of performance. When a person has been persuaded that he or she has a vested interest in doing a job well, he or she accepts ownership of the job and the result. Once a person accepts ownership and responsibility, the manager can step aside confidently, knowing the job will be done on schedule.

In every part of your life, you have a choice of either doing it yourself or delegating it to others. Your ability to get someone else to take on the job with the same enthusiasm that you would have is an exercise in personal persuasion. It may seem to take a little longer at the beginning, but it saves you an enormous amount of time completing the task.

The second form of leverage that you must develop for success is other people’s knowledge. You must be able to tap into the brain power of many other people if you want to accomplish worthwhile goals. Successful people are not those who know everything needed to accomplish a particular task, but more often than not, they are people who know how to find the knowledge they need.

What is the knowledge that you need to achieve your most important goals? Of the knowledge required, what knowledge must you have personally in order to control your situation, and what knowledge can you borrow, buy or rent from others?

It has been said that, in our information-based society, you are never more than one book or two phone calls away from any piece of knowledge in

the country. With online computer services that access huge data bases all over the country, you can usually get the precise information you require in a few minutes by using a computer. Whenever you need information and expertise from another person in order to achieve your goals, the very best way to persuade them to help you is to ask them for their assistance.

Almost everyone who is knowledgeable in a particular area is proud of their accomplishments. By asking a person for their expert advice, you compliment them and motivate them to want to help you. So don't be afraid to ask, even if you don't know the individual personally.

The third key to leverage, which is very much based on your persuasive abilities, is other people's financial support. Your ability to use other people's financial support and resources to leverage your talents is the key to financial success. Your ability to buy and defer payment; to sell and collect payment in advance; to borrow, rent or lease furniture, fixtures and machinery; and to borrow money from people to help you multiply your opportunities is one of the most important of all skills that you can develop. And these all depend on your ability to persuade others to cooperate with you financially so that you can develop the leverage you need to move onward and upward in your field.

The Four "P"s

There are four "P"s that will enhance your ability to persuade others in both your work and personal life. They are power, positioning, performance and politeness. And they are all based on perception.

The first "P" is power. The more power and influence that a person perceives you have, whether real or not, the more likely it is that that person will be persuaded by you assist you in doing the things you want to do. For example, if you appear to be a senior executive, or a wealthy person, people will be much more likely to help you than they would be if you were perceived to be a lower level employee.

The second "P" is positioning. This refers to the way that other people think about you and talk about you when you are not there. Your positioning in the mind and heart of other people largely determines how open they are to being influenced by you.

In everything you do involving other people, you are shaping and influencing their perceptions of you and your positioning in their minds. Think about how you could change the things you say and do so that people think about you in such a way that they are more open to your requests and to helping you achieve your goals

The third “P” is performance. This refers to your level of competence and expertise in your area. A person who is highly respected for his or her ability to get results is far more persuasive and influential than a person who only does an average job.

The perception that people have of your performance capabilities exerts an inordinate influence on how they think and feel about you. ***You should commit yourself to being the very best in your field.*** Sometimes, a reputation for being excellent at what you do can be so powerful that it alone can make you an extremely persuasive individual in all of your interactions with the people around you. They will accept your advice, be open to your influence and agree with your requests.

The fourth “P” of persuasion power is politeness. People do things for two reasons, because they want to and because they have to. When you treat people with kindness, courtesy and respect, you make them want to do things for you. They are motivated to go out of their way to help you solve your problems and accomplish your goals. Being nice to other people satisfies one of the deepest of all subconscious needs--the need to feel important and respected. Whenever you convey this to another person in your conversation, your attitude and your treatment of that person, he or she will be wide open to being persuaded and influenced by you in almost anything you need.

The perception of an individual is his or her reality. People act on the basis of their perceptions of you. If you change their perceptions, you change the way they think and feel about you, and you change the things that they will do for you. Your ability to communicate, persuade, negotiate, influence, delegate and interact effectively with other people will enable you to develop leverage to become one of the most powerful and influential people in your organization. It will open up doors for you in every area of your life.



JORY H. FISHER



CERTIFIED STARTUP EXPERT PROFESSIONAL CERTIFIED COACH

"To be successful business owners, we must develop relationships based on trust. We need to share who we are – our struggles, our challenges, our victories – with those we're meant to serve."

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JORY FISHER, NINE YEARS AGO, RESIGNED HER POSITION AS AN ASSISTANT PROFESSOR AND ASSOCIATE DEAN OF LIBERTY UNIVERSITY SCHOOL OF LAW, BECAME CERTIFIED AS A LIFE AND CAREER COACH, AND LAUNCHED HER CAREER AS A NOVICE ENTREPRENEUR. She's emerged as a passionate, committed coach and mentor to small business owners who are determined to stop struggling and start thriving so they can make a bigger, more meaningful difference in the world.

Jory offers business owners the support, guidance, and network they need to become Super Stars in their industry. She runs highly effective mastermind programs especially designed to help solopreneurs build 6-figure, service-based businesses—even those who have struggled in the past. She's the founder of two groups on LinkedIn: "Courageous Solopreneurs Called to Make a Difference" (Global and Baltimore) and the 6 Figure Success Club Meetup (Baltimore Metro).

Her Story:

"Transitioning from attorney to coach was exhilarating. I could work from home; I could attend more of my children's activities;

I could help clients without going to court. But the transition was also traumatic. Instead of earning a solid income, I continually wondered: Who are my ideal clients? How do I reach them? How much do I charge? What's the best use of my time and energy? How do I run a profitable business?

Though I honed my coaching skills and obtained several certifications, I struggled for the first few years of being a business owner. With the help of exceptional mentors, I finally discovered how entrepreneurs can build a meaningful, thriving business without spending a fortune!"

Jory's a Phi Beta Kappa, summa cum laude graduate of Southern Methodist University with a master's degree in Spanish from Middlebury College and a law degree from the University of Virginia. She and her husband Dave raised a blended family of seven children in Lynchburg, VA before moving to Bel Air, MD.

Visit JoryFisher.com for tips and inspiration and connect with her on LinkedIn.



10 “NOT-SO-SECRET” SECRETS OF ENTREPRENEURIAL SUCCESS

‘D ARRIVED! Or so I thought. After practicing law for nearly years in Virginia, I’d become a founding faculty member of Liberty University School of Law.

And it was good. Very, very good.

And then it wasn’t. Everything changed in a flash. Like many of my colleagues, overnight I was distressed and anxious about the future of the law school... about *my* future at the law school. I didn’t know what to do. My family depended on my salary, and I’d been counting on a long-term career in academia.

But then, life happened. Turned out those pesky heart palpitations I’d been having (for three years) were NOT stress-related as doctors had thought. Turned out, as per my cardiologist, I should have been dead. Turned out I had a “significant congenital heart defect’ that should have felled me years and years prior. Turned out it was a miracle I was alive.

News like that is bound to get your attention.

The doctor referred me at once to a pediatric cardiologist at the University of Virginia who, miracle of miracles, was able to repair my birth defect despite my advanced age of 55! My husband and I will never forget Dr. Lim’s words as he wheeled me into the operating room, “God has a plan for your life, Jory.”

Indeed He does!

I knew He had me in the palm of His Hand and that I would live a vibrant, purpose-guided life on earth until my mission was complete. So I have. And so I will.

I submitted my resignation to the dean of the law school, got my heart fixed and my body rehabilitated, then embarked on a brand new life as a solopreneur coach working from home.

Ahhh entrepreneurship. Little did I know what a challenging journey it would be. Little did I know what a *rewarding* journey it would be – spiritually, emotionally, financially, psychologically!

I've learned a few things along the way, which I enjoy sharing with those who long to start – or grow – a service-based business (e.g., therapists, coaches, consultants, accountants, attorneys, interior designers).

I'm often asked:

What does it take to be successful small business owner? A Firm Foundation!

First and foremost, becoming a successful entrepreneur requires **dedication**. Ask yourself how dedicated you are to fulfill your purpose through your business, to stay the course no matter what, attaining financial freedom and serving others deeply, to simply do the work.

Second, becoming a successful entrepreneur requires **discipline**. Do you take action when you don't feel like it? Do you say "No!" to distractions?

DO YOU COMPLETE WHAT YOU START? DO YOU TAKE TIME TO REFLECT AND RELAX? DO YOU FOLLOW ROUTINES?

Third, becoming a successful entrepreneur requires **dependence** on others – recognizing that no one can be successful on their own. Are you willing to reach out to others for spiritual, emotional and professional support?

Fourth, becoming a successful entrepreneur requires **development** of your skills, talents, and abilities to the max. You need to be crystal clear on whom you help and how you help. What results do you help your clients achieve? You need to surround yourself with other entrepreneurs who inspire, educate, and motivate you. You need to become skilled at marketing & selling your services with ease and grace.

Fifth, becoming a successful entrepreneur requires **determination** to make wise investments of your resources (clearly a biblical principle!).

"Suppose one of you wants to build a tower. Won't you first sit down and estimate the cost to see if you have enough money to complete it?" [Luke 14:28]

*"She considers a field and buys it; out of her earnings she plants a vineyard."
[Proverbs 31:16]*

If you're still set on starting and/or growing a successful, profitable service-based business, then read on!

10 "SECRETS" OF ENTREPRENEURIAL SUCCESS

Each of these **Success "Secrets"** plays a pivotal role in determining the short and long-term destiny of the small business owner and her service-based business.

Success Secret #1: Calling

You must be *grounded in purpose* to soar as an entrepreneur. Do you know your purpose in life? If not, I strongly suggest you discern your destiny (how you're meant to serve others here on earth) *before* starting your business.

Clarity of calling is required but still not enough. Do you believe you can fulfill your calling *best* by becoming a business owner?

Great! Now you're also going to need –

Success Secret #2: Commitment

It's not enough to know you're called to fulfill your divine purpose through the vehicle of entrepreneurship. *You have to be fully committed to doing so!* **With 100% commitment**, you'll have a shot at making it through the down times: the times when your expenses outweigh your income, and your loved ones wonder why you're working so hard, and you start to doubt your vision, and... and... and... **With 100% commitment**, you'll have a shot at joining the 10% who earn 6-figure revenues. How committed are *you*?

Success Secret #3: Conviction

Do you truly believe in what you're offering? If you're called to start a service-based business, most likely you've invested hours and hours (and probably a small fortune) in learning your trade. You must have **Conviction** that what you're offering is top quality! If you doubt your ability as a coach, as a therapist, as a graphic artist, you'll be hard-pressed to offer your services to prospective clients at a price that adequately reflects the value you've equipped yourself to bring.

Success Secret #4: Clarity

Can you describe *whom* you serve and *how* you serve with **Clarity**? Here's a helpful tip known as the "face test." When asked what you do for a living, can your answer bring to mind a *specific person who needs your help*? YOU MUST BE CRYSTAL CLEAR ON YOUR NICHE TO BE SUCCESSFUL AS AN ENTREPRENEUR!!! Answering "What do you do?" with "I'm a transformational coach" or "I help everybody with skin" is vague, broad, boring, and *not at all* client attractive.

Success Secret #5: Courage

Yes. Yes. Yes. It takes **Courage** to be a business owner. Lots of it. We have to put ourselves out there, make mistakes, check and adjust, and put ourselves out there again – and again – and again. We have to make decisions and make them *quickly*. We have to stretch beyond our perceived limitations.

WE HAVE TO 'GET OVER' OURSELVES AND LEAN INTO OUR DIVINE PURPOSE (SEE SUCCESS SECRETS #1-4!) WE HAVE TO BE WILLING TO TAKE SENSIBLE RISKS. WE HAVE TO BE WILLING TO FAIL IN ORDER TO SUCCEED. SOUND LIKE YOU?

Success Secret #6: Competence

As you develop the **Courage** you need to become a successful business owner, you'll become more and more competent. And... as you gain more and more **Competence**, you'll naturally acquire more and more **Courage**! Are you eager to become a courageous, competent business owner?

Success Secret #7: Connections

I'm blessed to come from a long line of "never met a stranger" kinsfolk. Thanks to my upbringing and my ENFJ personality type, I flat out enjoy connecting with people from all walks of life. But check this out:

Whether you enjoy connecting with others or not, you *must* put yourself out there to become a successful entrepreneur!

Are you willing to make **Connections** for yourself and others???

Success Secret #8: Community

Hear me loud and clear: “Do NOT do this alone!” Surround yourself with kindred spirits who support, love, and encourage you *and* hold you accountable. I’ve intentionally sought out both virtual and local communities to help me on my personal and professional journey because, well, I know I need it and I like to think that others benefit from my support, love, encouragement, and accountability-holding as well. Don’t isolate yourself at home all day. Get out from behind your computer and find a local **Community** you love!!!

Success Secret #9: Confidence

Here’s the good news. By the time you’ve mastered the above-mentioned **Success Secrets**, your **Confidence** will have reached a whole new level.

- You’ll have the support of at least one perfect-for-you **Community**.
- You’ll have certainty of **Calling**.
- You’ll have 100% **Commitment** to your business.
- You’ll have **Conviction** in your offering (i.e., what you offer is exactly what your tribe needs).
- You’ll have absolute **Clarity** on your niche.
- You’ll have a bevy of personal and professional **Connections**.

What more could you possibly need?

Success Secret #10: A Coach!

To build a purposeful, profitable business, you must partner with an experienced business coach who can help you master the factors above and guide you to success.

So there you go. **My 10 Not-So-Secret Secrets of Entrepreneurial Success**. How do you rate yourself on a scale of 1 to 10? If you’re not at *least* an 8, I respectfully predict you will not enjoy or even endure the journey.

HEART & SOUL REFLECTIONS

Way back in 2009, I aptly titled my internet radio show *Heart & Soul: Reflections on Purpose, Passion & Perseverance*. Little did I know at the time just how MUCH heart, soul, purpose, passion, and perseverance would be required to build a meaningful, profitable business. Launching a successful business may be easier for some folks. What they say about the Peace Corps and Parenthood, however, holds true for *my* startup endeavors: "It's the toughest job you'll ever love."

Through every step of my entrepreneurial journey, I've felt God's presence and guidance. He's kept me, as promised, in the palm of His Hand, gently guiding me in the direction I should go. When I was discouraged, God encouraged me. When I was uncertain, He made my path clear.

*Trust in the Lord with all thine heart and lean not unto
thine own understanding. In all thy ways, acknowledge Him,
and He shall direct thy paths.*

[Proverbs 3:5-6]

WHAT, THEN, IS THE ESSENTIAL INGREDIENT OF ENTREPRENEURIAL SUCCESS?

FAITH!

If you believe you're called by God to start your own business so you can make a bigger, more meaningful difference in the world, you *will* persevere!

And if you equip yourself with a **Firm Foundation** and the **10 Not-So-Secret Secrets** I've shared above, you *will* succeed. I wish you an abundance of love and joy in your journey.

Grace and peace to you!

Jory



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*“What you think about and thank about
you bring about.”*

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DR. JOHN DeMARTINI, WHOSE CLIENTS RANGE FROM WALL STREET FINANCIERS, FINANCIAL PLANNERS AND CORPORATE EXECUTIVES TO HEALTH CARE PROFESSIONALS, ACTORS AND SPORTS PERSONALITIES, has been a guest on over 400 radio and television talk shows including CBS *The Early Show*; PBS *This is America*; CNBC *Alive and Wellness*, *A Current Affair*, *Good Morning Australia*, *Voice of America*, and many others.

Dr DeMartini is considered one of the world's leading authorities on human behavior and personal development. He is the founder of the DeMartini Institute, a private research and education organization with a curriculum of over 72 different courses covering multiple aspects of human development. His trademarked methodologies, the *DeMartini Method* and the *DeMartini Value Determination*, are the culmination of 42 years of cross-disciplinary research and study. His work has been incorporated into human development industries across the world.

Dr DeMartini travels 360 days a year to countries all over the globe, sharing his research and findings in all markets and sectors. He is the author of 40 books published in over 29 different languages. He has produced over 60 CDs and DVDs covering subjects such as development in relationships, wealth, education and business. Each program is designed to assist people to activate leadership and empower themselves in all seven areas of their lives: financial, physical, mental, vocational, spiritual, family and social.



THE LAW OF SELF-MASTERY

OUR LIVES AND OUR MINDS ARE LIKE GARDENS. IF WE DON'T PLANT FLOWERS, WE WILL FOREVER BE PULLING OUT WEEDS. I learned that from a lovely lady named Mrs. Grubbs, who lived next door to me when I was a child. As I was pulling out weeds from our garden, she kept telling me that if I keep pulling out those weeds, and I don't plant something else in there, I will just keep having more weeds.

Today I realize that the garden is also a metaphor for our mind. Our self-mastery in life is determined by how we manage our mind. If we “plant” into our mind the very fine detail of exactly how we want our lives, and we hold the image of that and focus on that, and if we feel it as if it were there in our inner world, we begin to manifest it in our life. Our self-mastery actually comes from inner mastery. Our self-mastery must be willing to experience and endure both positive and negative feedback. I learned that a rocket ship, when it is launched, spends 90% of its energy to get it off the ground and into space, in feedback and correction.

In our lives, a very high percentage of our own “launching” comes through feedback. We need positive and negative feedback, support and challenge, to grow. It has been shown that we grow the most when we are right at the border of support and challenge, or (you might say) of positive and negative feedback. A person of self-mastery must embrace both sides, both positive and negative feedback. We must embrace the vision we hold, knowing there will be people who like and people who dislike that vision. It has been said that if you are not being crucified, you are not on purpose. In life, you will have challenges. That is what will make you stronger.

If you have children, for instance, and you support and support and support them, they become weak and dependent and insecure. If you challenge them, they become strong and independent. So in life, as you develop your self-mastery, know that whatever happens, both positive and negative help you accomplish your mission. They are there to assist your mastery of life!

Clarify your mission. Identify it visually until you “see” it! Say it to yourself until you “hear” it. Hold it as a thought. Hold it as a feeling. Endure both positive and negative feedback. Your mastery of life endures. Our life's mastery is really our mental mastery. And our mental mastery is simply the willingness to embrace all aspects of our life and never lose our vision and focus.

The Law of Self-Mastery is yours. It does not cost you anything except your time and effort. It does not take any distractions except your focus. The Law of Self-Mastery is yours. Right now, stop! Close your eyes. Hold your image of how you want your life. **You are the master!**

THE LAW OF PERSEVERANCE

You have heard that perseverance is a key to success. That is nothing new. **Think!** We can always benefit from being reminded of our basics! Imagine what would happen if we were to set out on a goal, and that a week later we gave up on it. Is it likely to create? It has been shown in the evolutionary models of creation of life, that every life form has its time. It has a beginning and an end. Everything that we create in our life has a beginning and an end. If we do not hold our vision and hold our goals long enough, they are not going to manifest. Perseverance is one of the keys to success.

I have had a dream to be a professional speaker since I was a teenager. I also wanted to be involved in healing. Those are the two areas of life that I wanted to master. In the process, I hired a financial consultant many years ago. He told me “You know, if you stick to your practice, you will make the most money.” I said, “I am planning on taking my practice to the world, not just to a local area. I am planning on speaking to the world, bringing healing

in a different form. I plan on making income doing that.” He said, “Well, you’ll make your money this way. You’re not going to succeed that way.” I said, “I am going to hold my dream. I am not going to give up on it, because I know in my heart that this is where I am going.” I knew!

If we trust our intuition and inspiration, if we hold onto our visions, and we persevere toward our goals, our dreams come true. I hired that financial consultant 17 years ago, but he only lasted four years. He did not last, but I lasted! Today I travel. Some 300 days a year, speaking around the world, in over 32 countries! Because I held that vision! I held that dream! I did not give up on my mission! I did not give up on the vision that I have had since I was 17 years old!

Perseverance conquers all obstacles. Like the Law of Certainty, the Law of Perseverance is one of the secrets to making things happen! The person who is willing to continue, no matter what, succeeds. Like Michael Jordan who goes out and continually shoots baskets, he perseveres! He continuously does this, no matter what the obstacles. This is the person who succeeds. The Law of Perseverance is the willingness to take actions every single day on your dreams and never stop. Even if these are little baby steps, every single day you make another step toward your dreams. The Law of Perseverance means, “Let neither pain nor pleasure interferes with perception of purpose.” I have said before that if you are not being crucified, you are not on purpose. You will be challenged in life. You will be ridiculed. You will be told you can’t succeed. Pay no attention. Pay attention to the vision you have! Hold on to the dream! Do not lose the dream. Those who lose their vision perish. Those who hold their vision conquer! It is the Law of Perseverance that makes things possible and makes all of your dreams come true.

Never give up!

THE LAW OF INSPIRATION

I travel the world, and as I speak, the most common comment I get from all the people in the audience is “That was inspiring! You inspired me!” It uplifted them. I find that one of the most powerful things you can do is to inspire others! If you inspire other individuals to do what they want to do in life, they help you get what you want in life. Inspiration is vital!

How do we generate inspiration? How do we keep ourselves in that inspired state? I have been searching for the secret of inspiration for many years. It has been my observation that there is a science to it, called the science of gratitude! The ability to stay grateful! Gratitude keeps you inspired. When we see things and we are not grateful, we live in fear and guilt. When we see things with gratitude, we live in love and inspiration! We are appreciative.

I have learned a secret little thing to do every day. Every single morning, before I get out of bed, and every single night, before I go to sleep, I spend perhaps five, ten, or fifteen minutes counting blessings. Thinking about all in my life for which I am grateful! I write them down on a little notepad that I keep next to me on the night table. “Counting your blessings” is also a great exercise after lunch, after you have eaten. Simply sit there and meditate for a moment, and go into a state of gratitude. Think about what you are grateful for. Then ask yourself, in your inner source or your inner vitality, “Do you have a message for me?” Ask your inner being, “Do you have a message of inspiration for me?”

When I do this, an inspiration in the form of a picture, a vision, or a message, will come to me. I know what I am to do or what is next in my life. I write that down. When I get another inspiration, I write it down. I fill my life with these inspiring ideas—inspiring messages and visions! I have said for many years that when the inspired vision and message on the inside become greater than all the people’s opinions on the outside, you have mastered your life.

You are now living a life of inspiration, not a life of desperation. Most people are living a life of desperation, not inspiration. They are not doing what they love, nor do they love what they do. They are not grateful for life. They have a brake on, rather than an accelerator pedal on! They are blaming circumstances and the world around them.

Become a man of wisdom or a woman of wisdom, in the sense of inspiration. Follow your heart. Let yourself be grateful. Every single day, count your blessings. Before you go to bed, and before you get up, count your blessings, and ask for an inner message from your innermost being. Watch these inspirations come to you, and act on them! When you follow your intuition and inspiration, you don't beat yourself up. You build your dreams. If you don't count your blessings and follow your inspiration, watch how fast you sabotage yourself. Have you ever had a situation occur where you say, "Oh, how I wish I had followed my intuition on that!" This is the secret of following your intuition and inspiration. Every single day, train yourself to listen to your inner voice. If you listen to your inspirations with gratitude every single day, you will live an inspired life. Follow the Law of Inspiration.

Make it your life.

THE LAW OF ASSOCIATION

The Law of Association—or Interaction! You have heard that "Birds of a feather flock together" and "If you associate with turkeys, you end up gobbling away your life!" Think about this. In your spiritual life, the people with whom you associate have a major influence on the way you view life. I make this an objective in my own life.

I made a list of all the religious teachings and philosophical teachings and spiritual teachings on the planet. I found a book that had three thousand religious teachings and different belief systems. I made it a priority to go through and read something on every single one of them. Then I made it a goal to travel to as many cultures as I could, and meet as many different belief systems and philosophies as I could. I believe that we are here to grow in tolerance, not intolerance.

If we grow and appreciate people from all walks of life, we become global beings! If we associate with people from all over the world, we become world-wise. If we associate with people with all types of spiritual beliefs, we grow not only spiritually and gracefully, we become more tolerant. It was Will Durant who said that the greatest of religions is the most tolerant. I say that if we associate with people from everywhere, and not just limited areas, we become more spiritual beings.

Pick out great spiritual teachers and associate with them. I am amazed. You might not think this, but you can actually call them on the phone, and they will talk to you. I remember, years ago, I was studying Nobel Prize winners because they inspired me, and I wanted to learn about the Nobel Prize. I called two Nobel Prize winners on the phone, and I was able to personally talk to them.

Recently, I was in Nepal and Tibet. As I was trekking through the mountains of the Himalayas, we went almost to the base camp of Mount Everest, and from there we traveled down into Nepal. In Nepal, I happened to meet the Bhampa Lama, who is a major leader of a world organization, a world religion. I had a forty-five minute philosophical discussion with him, about love and gratitude in this world today. Simply because I had the opportunity and the vision to meet spiritual beings!

Make it a goal to see if you can make a list of all the spiritual beings you would love to meet! All the spiritual philosophies you would love to study! All the ideas that would awaken your spiritual appreciation! Go and fill your life with those people. Perhaps you do not have the wealth accumulated so that you can go jet setting around meeting these people. Look them up on the Internet, or read the books of their lives. Support them in that way. The more you fill your mind with great spiritual teachings, the more of a spiritual master you become.

What else is there in life than to live by our soul's guidance? The greatest teacher, the greatest "guru," is your own soul. If we go into our own heart and we start to appreciate, we open our heart and live the Law of Association and Interaction in ways we never imagined! Follow this. Associate with people of wisdom and grace. **Fill your life with spiritually minded people!**



MICHAEL CUMMINS



**COACH, AUTHOR & SPEAKER
FOUNDER AND CHIEF PHILOSOPHER,
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*“A very great vision is needed, and the person who has it
must follow it as the eagle seeks the deepest blue of the sky.”
~ Crazy Horse*

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MICHAEL CUMMINS IS PASSIONATE ABOUT WORKING WITH INDIVIDUALS AND GROUPS WHO ASPIRE TO BE GREAT LEADERS. His clients come from all walks of life and include executives, small business owners, and individuals. They have one thing in common - they are internally inspired to engage with life at a higher level and achieve success in their career, family and/or personal lives.

Michael's gifts include being an empath and intuitive. Through the nurturing of his gifts, he has mastered the ability to read energy and tap into the underlying patterns that unconsciously hold back his clients from living an inspired life. He teaches clients how to identify blocks, shift the way they show up in any given situation, connect to their authentic Self and take "right action" that results in success in everything that they do.

Michael has a unique blend of experience, education and interests that make him a highly sought after coach. He is an executive leader with over 25 years of leadership and management experience at small and large companies across many verticals in the public (DoD, US Navy, HHS) and private (Education, Security, Technology) sectors. He has led global teams to build, integrate and launch high-impact products and systems.

Michael is a continuous learner with a focus on self-development. He practices and studies Kundalini Yoga, the Qabalah, Jungian Psychology and A Course in Miracles. Each of these disciplines provide practices, insights, tools and techniques that he uses with clients to enhance their learning and development.

In addition to coaching individuals, Michael has led workshops on "A Spiritual Approach to Conflict Management", "The Nature of Consciousness", and "Mindfulness in the Workplace."

Michael received a BS in Electrical Engineering from Old Dominion University and an MS in Systems Engineering from Virginia Tech. He is a Certified Professional Coach, Energy Leadership Index Master Practitioner (iPEC), Associate Certified Coach (ICF), Project Management Professional and Reiki Master Teacher.



WHAT MAKES A GREAT LEADER?

IT IS WITH MUCH GRATITUDE THAT I THANK PAT SAMPSON FOR THE OPPORTUNITY TO SHARE WHAT I'VE LEARNED AND EXPERIENCED ABOUT THE QUALITIES OF GREAT LEADERS.

When the topic of leaders comes up in conversation, what comes to mind for most people is that leaders are individuals who have a formally defined role in the corporate or business world. However, true leaders are not confined to a specific role but are found in all walks of life. In addition to business leaders, there are spiritual leaders, women's rights leaders, leaders of innovation and so on. In reality, we are all leaders because leadership can be defined as an interaction where influence occurs. The influence can be conscious or unconscious and have positive or negative outcomes. This begs the question: If we are all leaders, what constitutes a great leader?

Great leaders know that every interaction presents an opportunity to lead and have a positive impact on others. They also know that in every interaction they can choose their level of consciousness and the action that they take. When they interact, great leaders motivate, inspire and bring out the inherent greatness in themselves and others. They consciously choose to influence and impact others in a way that is positive for everyone involved.

Great leaders continuously work to increase their level of consciousness and awareness. As their level of consciousness increases, they realize more happiness, success, peace, joy and love in their life. It is the nature of consciousness for this to happen. If this is of interest to you, please consider reading, contemplating and, if you are led to do so, adopting the following secrets of great leaders.

WHAT GREAT LEADERS KNOW

Wisdom can be defined as the letting go of judgment and development of an attitude that curiously seeks to understand. Great leaders are wise individuals who seek to know the patterns of the Absolute. Their goal to understand the meaning behind the phenomenon of the universe, how the universe works, and by knowing this information, they strive to serve humanity.

WE ARE SPIRITUAL BEINGS who were created in the image of our Creator, and each of us is a unique expression of our Creator. We are here to learn specific lessons by having life experiences. The experiences can be referred to as our soul's purpose. Great leaders know that the Identity of our authentic Self is Spirit and that the inherent nature of Spirit is Love. While our inherent nature is Love, most of us have blocks, or energetic patterns, that prevent us from connecting fully to our authentic Self and experiencing "Who-we-are."

WE ARE HAVING A HUMAN EXPERIENCE. Great leaders know that we have been gifted the opportunity to inhabit a body and that human body is a training device for the lessons that we are here to learn. To accept this concept as a possibility is a major shift in the way that most people view the world, and it is one of the key steps that can be taken on the journey to remember who we are.

The beauty of this concept is that when we are aware and conscious, we receive immediate feedback about the choices we make. The feedback is experienced via feelings in the body and is related to the thought(s) that we have chosen to align with. When we choose to align with love-based thoughts (e.g., peace), the body will be strong. Conversely, when we choose to align with fear-based thoughts (e.g., guilt), the body will go weak (more about this later).

Left unto itself, the human body is neutral. It can be thought of as a favored pet, one that we need to take good care of so that it serves us well. Proper diet, exercise and mindfulness exercises keeps us healthy so we can accomplish our work.

Great leaders know that there are lessons that we can only learn while being in a human body. This is why inhabiting a human body is a gift and one to be most grateful to have.

THE WORLD WE SEE IS A PROJECTION OF OUR MIND, AND PROJECTION MAKES PERCEPTION. Great leaders know that the world we see through the eyes of the body merely reflects our own internal frame of reference. What we see is our perception, and it is unique to each of us.

Have you ever wondered why a group of people who witness the same event react or respond in a different manner AND also remember what happened completely differently? This phenomenon occurs because every person has a unique frame of reference that is based on their filters. The frame of reference includes the energetic patterns that represent their beliefs, attitudes, values, emotions, personality type, and experiences – and these are based in the past.

The “projection makes perception” process works like this: When an event occurs, we look inside first. We decide the kind of world we want to see (based on our internal frame of reference) and then project that world outside, making it the truth as we see it. What this tells us is that the world we see is seen through our filters; therefore, the world we see is based on the past and is an illusion.

Great leaders know that whatever we hold in our mind will tend to occur in the life we see. Without any changes in our mind, we will continue to believe what we have always believed, and will continue to act as we have always acted. And when we continue to act as we have always acted, we will continue to get the results of what we have always gotten. If we want different results in our life, all we have to do is change our mind.

THE UNIVERSE LOVINGLY SUPPORTS US AS WE ENGAGE WITH OUR LEARNING CURRICULUM. Great leaders view the universe as an intelligent classroom. In the classroom, situations are presented that enable us to address our learning curriculum. The classroom is like watching a movie on the big screen, but the movie script is intelligent and adaptive based on our life choices. Each person has a unique script, written just for them, and it includes the lessons that they are here to learn.

Each situation and person encountered, no matter how wonderful or difficult, pleasant or unpleasant, provides an opportunity for growth. The universe is aware of our learning curriculum and lovingly supports the work.

WE ARE HERE TO ACCOMPLISH A SPECIFIC MISSION. Each of us is born with a learning curriculum that is also known as our life-purpose. It is our responsibility to discover and achieve it.

Great leaders know that the learning curriculum includes removing blocks that are keeping us from fully experiencing our authentic Self. A Qabalistic view of this process is that through the work of removing blocks, great leaders become unobstructed vehicles for the descent of Divine fire. In this state, they co-create with their Creator, experience the energies of Divinity flowing through them and witness Divine creation.

CONSCIOUSNESS PROVIDES CONTEXT TO INFORM THE LEARNING CURRICULUM. Great leaders seek to understand the nature of consciousness, as this knowledge can provide context to assist them in their learning curriculum. In his book *Power vs. Force*, Dr. David Hawkins presents a Map of Consciousness that is a matrix framework of seventeen levels of consciousness. Each level has descriptive attributes (attractor patterns that have similar vibrations) that include the relative power, Creator and Life Views, Emotions, Processes and Rate of Happiness. With knowledge of this map and levels, great leaders can discern the level in which they are showing up in every situation by observing their thoughts, feelings, actions and attitudes. Based on the level of power associated with that level, they can also then understand the relative impact on them, their surroundings and the world. These observations are the start of the work to transform their blocks. Great leaders also use the map to create a vision of their ideal life.

It is worth noting that each of us have a default level under normal circumstances and a default level when we are under stress. The default levels will shift as the work proceeds.

WHAT GREAT LEADERS DO

GREAT LEADERS LIVE IN THE PRESENT MOMENT. In the present moment, they see that there is a divine plan and understand it is happening right now. Consciously participating in the miraculous unfolding of reality is the Holy Work, and it is the greatest source of satisfaction that they can have. Being continuously present means that in every moment they are consciously aware, connected, listening to their higher Self and taking right action in every interaction. If you look at it from another perspective, they have developed the ability to be in a continuous waking meditation and connected to all life in every instant. They accomplish this state through mindfulness training.

GREAT LEADERS ARE CONTINUOUS LEARNERS. They view Self-development as their highest priority. Their goal is to identify and remove the blocks that keep them from fully connecting to their authentic Self. As they engage in the work to discover and fulfill their life purpose (which is conducted “in the moment”) and transform energetic blocks, their level of consciousness increases along with their level of connection with Divinity. As their level of consciousness increases, their ability to be of service to humanity is also enhanced.

They are opportunists and see every interaction as an opportunity to learn and to teach. Great leaders enjoy situations that don't go as planned because it becomes an opportunity for them to learn, transform and grow.

GREAT LEADERS TAKE RESPONSIBILITY FOR EVERYTHING THAT HAPPENS TO THEM IN THEIR LIVES. No blame is allowed. They take nothing personally and see everything as an opportunity. They not only take responsibility for their actions, they also know they must take responsibility for the thoughts they choose to align with.

GREAT LEADERS USE COMPASSION TO CONNECT WITH OTHERS.

As a power in the Universe, compassion is a principle that connects us to everything. Great leaders consciously use compassion to connect to others, heart to heart. They recognize that there is a spark of divinity in each person and understand that each person is here to work on their learning curriculum. They know that each person is doing the best they can, given the circumstances and their current level of consciousness. Compassion is knowing that this is true and connecting to others within this context. They see the God in all life and know it matters.

GREAT LEADERS LISTEN DEEPLY TO THE VOICE WITHIN THEIR HEART.

Through practice, they learn to use breathing exercises to quiet the mind, become very still and energetically sink into their heart. They then listen deeply to the voice within their heart. (Different traditions have different names for this voice: The Holy Spirit, the higher Self, the dweller within and others). Great leaders know that developing and nurturing this relationship is one of the most important tasks they undertake, and they commit time every day to do so.

GREAT LEADERS TAKE “RIGHT ACTION” IN EVERY SITUATION. Once a great leader is present, compassionately connected to others and listening to the Holy Spirit, they take “Right Action.” Right Action is defined as the action that is perfect for that moment and situation. The Holy Spirit, as the Voice for Creator, knows exactly what action is needed in the context of the master plan of the universe. Great leaders know that whatever action is directed, they perform the action while holding compassion for others involved. The action could be to perform an act of kindness or to fire an employee and anything in between. Whatever it is, great leaders stay present and engage with others. They know we are here to help each other on our respective journeys.

GREAT LEADERS ARE ALCHEMISTS. “Solve et Coagula” is a psychological metaphor that means to dissolve and coagulate. Great leaders use an alchemical process to dissolve fear-based patterns and then rebuild or replace them with love-based patterns.

They do this by the following process:

1. They become aware of the body as a learning device.
2. When a thought, feeling or action is perceived that is not in alignment with the vision they have of themselves, they use the breath to become still, listen deeply and connect to the Holy Spirit.
3. They courageously stay present in their body and connected to the pattern. They use the body as a crucible in which the transformation occurs. Creator provides the fire.
4. They use Forgiveness to release the undesirable pattern by saying, "I forgive myself for the error I made when I chose to see (connect to) this fear-based pattern." (Forgiveness is a universal principle that is used to release energetic patterns that no longer serve an individual).
5. They then say to themselves, "I choose to see Peace instead of this," with the intent that the vibrational pattern of Peace now takes the place of the fear-based pattern.
6. Their frame of reference is updated with a new energetic pattern and the world they see starts to change.
7. They are grateful for the opportunity that was presented to them.

This process is a means by which great leaders heal themselves and their mind.

GREAT LEADERS CREATE ENVIRONMENTS WHERE OTHERS CAN REACH THEIR FULL POTENTIAL. They do this in every interaction. It can be a one-on-one conversation, small or large groups in different settings with various purpose. It can be with friends, family, strangers, or colleagues. The type of interaction does not matter. Great leaders are teachers who teach what they have learned. To set the stage for the teaching, they create a safe and trusting space where others can allow their authentic Selves to shine through in its full power and beauty.

In the context of a business setting, the following are key actions that are conducted by great leaders to set up the learning environment and teach the lessons:

1. Defining the structure and context in which others will perform. This includes the organizational chart, roles and responsibilities, authority, frequency of communications, when to escalate, scope of work, objectives, timeline and key success factors.
2. Using compassion to connect with them on a personal level and establish honest and open communications.
3. Developing their decision-making abilities and empowering them to make decisions.
4. Encouraging and challenging them to excel in what they do and figure things out on their own.
5. Managing to outcomes. Allow the employee to develop and execute on the plan to reach the desired outcome(s). Add checkpoints along the way to ensure that expectations are in alignment.
6. Identifying opportunities for teaching (coaching) with the goal to help them to be present, develop compassion, and take right action to achieve their personal goals and career goals, be more than they thought they could and contribute to the success of the business.

They know that the inherent energy of their Identity is the energy of Love. They know that they are performing at their highest potential when “Who They Are” is extended into the world through the roles they play.

Meditate upon what your life would look like if you adopt this idea. Create a vision of engaging with friends, colleagues and severe teachers in this way and then journal what comes up for you. Become the alchemist!

Peace be with you.



T H A T M A N...

**If a man is honest with others
and with himself
If he receives gratefully and gives quietly
If he is gentle enough to feel
and strong enough to show his feelings
If he is slow to see the faults of others
but quick to discover their goodness
If he is cheerful in difficult times
and modest in success
If he does his best to be true to his beliefs
Then he is truly an admirable man.**

— Robert Louis Stevenson

THAT WOMAN...

That woman is a success who loves life
and lives it to the fullest; who has discovered
and shared the strengths and talents
that are uniquely her own; who puts
her best into each task and
leaves each situation better
than she found it; who seeks and
finds that which is beautiful in all people
and all things; whose heart is full of love
and warm with compassion; who has found
joy in living and peace within herself.

— *Barbara J. Burrow*

STEVE CONLAN ELAINE STEPHANOS



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*“Your thoughts and emotions
dictate the quality of your life,
so choose them wisely!”*

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STEVE CONLAN AND ELAINE STEPHANOS, THE “MOJO DUO”, ARE LEADERS IN CREATING PEAK PERFORMANCE AND UNLEASHING THE HIGHEST HUMAN POTENTIAL IN BUSINESS EXECUTIVES AND PRIVATE INDIVIDUALS. They guide their clients from Weak Mojo to Peak Mojo, allowing those individuals to enjoy a fulfilling, balanced life and achieve their greatest potential.

Internationally recognized as the “MoJo Duo,” they draw on their expertise in success and positive psychology to facilitate rapid and long-lasting transformation. With 20+ years of self-development education and clinical case work, they have a 98% success rate with their private coaching clients, guiding them to clear out negative thoughts and beliefs, and use the Law of Attraction to manifest a fulfilling life by design.

Steve (The MoJo Master) was a mortgage banking entrepreneur who became a millionaire by the age of 29. He lost it all in a Ponzi scheme and was living on food stamps. No longer feeling like a “successful entrepreneur” he spent eight years in depression. This began his journey of relentless self-education, during which he learned how to overcome life’s pitfalls and move forward to greater heights, and since then has guided thousands of clients to quickly and easily do the same.

Elaine (The MoJo Maestro) is a beacon of light for her clients, drawing upon her struggles after the death of her parents, a difficult divorce, and almost dying due to a perforated colon. She left her job as the Marketing Director at the #1-ranked law and lobbying firm in the world to pursue a career in coaching, quickly discovering her life’s mission is to teach others how to plow through tumultuous times so they can flow through life with balance, peace, love, and joy.

Steve & Elaine are best-selling authors, speakers, and expert trainers who provide Private/Group Coaching, Workshops and Products/Programs to empower others to master their mindset and ultimately master their life!



UNLEASH YOUR INNER MOJO™ CHANGE YOUR MOJO. CHANGE YOUR LIFE.

MOJO

noun mo-jo/mō-jō/. a magic spell, magical power, or charm. A power that may seem magical and allows someone to be very effective, successful, their best self, in peak state, etc. Examples: He works his mojo on the basketball court. Our sales team has lost its mojo!

It's MoJo Time!™

So many people who have material and professional wealth feel they enjoy a “rich” life, but sadly, they oftentimes feel “poor” when it comes to their emotional, mental, physical and spiritual wealth. They've lost their mojo and desperately want it back!

**We help them achieve that through
our signature MoJo D.A.N.C.E System**

THE 5-STEP MOJO D.A.N.C.E.

DESIGN YOUR LIFE

In order to design a fulfilling and balanced life utilizing your POWERFUL MoJo, you must focus on your “inner game” first and foremost. What are your natural gifts and passions? This discovery is paramount because your passion will get you through the tough times and allow you to flow through life with ease and peace. You also need a BIG WHY to keep you motivated! For example, if you’re an entrepreneur, ask yourself: “Why do I want to be an entrepreneur?” Write this BIG WHY on a piece of paper and put it in your workspace to keep you inspired.

Secondly, you must create in your mind a visualization of how you ultimately see yourself in this new identity. Every morning spend 5 minutes with your eyes closed and imprint this vision of your new “ideal self” onto your mind. Using all five senses, experience the excitement of living as this person. We call this a “mind movie” in which you are the lead actor, seeing yourself successful and unstoppable, manifesting your wildest dreams!

Here’s a **POWERFUL MoJo Secret**: your mind doesn’t know the difference between what is REAL or IMAGINED. It will experience whatever you tell it to experience. So feed your mind thoughts of what you DESIRE instead of what you fear or don’t want.

ANNIHILATE ANXIETY

Many people deal with anxiety and stress over not feeling good enough, which ultimately leads to perfectionism, and then perfectionism causes anxiety! Do you see a vicious cycle here? It's important to realize perfection doesn't exist, since we all have different measures of perfection. So go with the "progress mindset" which brings you peace and fulfillment vs. the "perfection mindset" which holds you back through paralysis by analysis. We recommend that you be kind and **love yourself for all that you are and all that you are not. You're perfect, whole and complete, just the way you are!**

POWERFUL MoJo Exercise: When you're feeling anxious, scan your body and ask yourself: "What am I focusing on?" "What meaning am I giving this situation?" "What am I saying about myself?" What you focus on expands and those thoughts are ENERGY. So it's vital to understand, your thoughts determine the direction of your energy.

For example, if you say "I'm not smart enough," the Law of Attraction will align with that negative thought, bringing you more negative circumstances, events and people. After all, physics teaches us: like attracts like. So choose your thoughts wisely!

NO NEGATIVITY

The Law of Attraction is one of the most powerful, spiritual laws in the Universe and is clearly reflected in the Bible: Ask & You Shall Receive, Seek and You Shall Find, Knock and the Door Shall Open. In other words, you become what you think about. So guard your thoughts with your life, because they become your life!

We have 60,000-70,000 thoughts per day and 70% are negative, with most of them being unconscious thoughts from the day before! This is why controlling the source of your negative thoughts is paramount, yet so difficult. Your primitive brain is designed to focus on what you fear in order to keep you safe. This results in chronic stress, stunts creativity in the brain, and harms your immune system by making you sick and diseased. Most of us want to thrive instead of just survive, but it requires being conscious and skilled in the Law of Attraction, allowing your vibration and frequency to attract abundance, happiness and success.

POWERFUL MoJo Hint: Gratitude is the most powerful human emotion to attract all you desire and want because it's the only state of receivership and is the gateway to greater abundance.

Your mind can either make you **ill** or it can make you **well**....you choose! When we are in a negative or stressed state, the mind has incoherence within our neurotransmitters, causing disruption in signals to our bodily organs, which then causes dis-ease. So is your mind making you ILL or WELL? You can retrain your brain for wellness and success. Remember: **Your thoughts and emotions dictate the quality of your life, and when you master your mindset, you master your life!**

CULTIVATE CONFIDENCE

The #1 influencer to successfully achieve anything in life is confidence. We all feel a lack of confidence when we haven't done something before, so the key is to cultivate your confidence by becoming more **competent** in new areas of life. Then allow the "competence-confidence loop" to spiral upwards. Remember, the first time you tied your shoelaces you had very little confidence, but now you can do it without thinking about it. When you take consistent action, you build your competence, which then builds your confidence.

POWERFUL MoJo Exercise: Fear is the #1 destroyer of dreams. Realize FEAR (False Experience Appearing Real) is usually a limiting belief and not true. At the core of ALL fears is the fear of feeling an emotion such as: fear of failure, embarrassment, not being good enough, depressed, etc. So we procrastinate doing an uncomfortable task in order to avoid a potential negative feeling. This will hold you back. Learn to transform those feelings of fear and embrace the power of your confidence, tapping into your mojo.

Realize you are made in the likeness of your Creator and you can courageously manifest whatever you desire.

ENJOY YOUR EMPOWERMENT

It's crucial to CELEBRATE your small wins to keep you motivated and moving forward. Use a strategy called **"Reverse Gap"** which means you look at where you have come from, not where you need to go. This allows you to feel good about your progress instead of coming from behind.

POWERFUL MoJo Message: Mastering your inner game is 90% of your success, while strategies and mechanics are only 10%. Your inner psychology is like a filter on your eye glasses and will dictate how you will see the world. If you have lenses through which you view things as negative, you will live in a negative world. If you consciously change the lenses to a positive outlook, you will notice positive things in your world. Whatever you train your brain to focus on, THAT is what it will focus on, and then you will manifest more of that positive/negative vibration due to the Law of Attraction. The key to your success is to increase and align your positive beliefs and intentions with your behaviors, then take massive action so you can ***Unleash Your MoJo!***



JACK CANFIELD



CO-FOUNDER CHICKEN SOUP FOR THE SOUL® ENTERPRISES

“You must choose to believe that you can do anything you set your mind to – anything at all – because, in fact, you can!”

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JACK CANFIELD IS AN AWARD-WINNING SPEAKER AND AN INTERNATIONALLY RECOGNIZED LEADER IN PERSONAL DEVELOPMENT AND PEAK PERFORMANCE STRATEGIES. For over 40 years, he has been teaching entrepreneurs, educators, corporate leaders, and people from all walks of life how to create the life they desire.

As the beloved originator of the Chicken Soup for the Soul® series, he's taught millions of individuals his modernized formulas for success, and now certifies trainers to teach his content and methodology all over the world.

Jack is the author and co-author of more than 150 books (66 are bestsellers) with more than 100 million copies in print in 47 languages around the world. His bestselling book, *The Success Principles: How to Get From Where You Are to Where You Want to Be* has been hailed as the new self-improvement classic, now containing 67 of the most powerful secrets to success known to mankind. In 2014, *SUCCESS* magazine named him "One of the Most Influential Leaders in Personal Growth and Achievement."

Jack Canfield holds the Guinness Book World Record for having seven books simultaneously on the New York Times Bestseller List. He also holds the Guinness Book World Record for the largest book-signing ever for *Chicken Soup for the Kid's Soul*. And he's the only author to have won both the ABBY (American Booksellers Book of the Year) Award and the Southern California Book Publicist Award in the same year — honoring him as both an outstanding writer and a consummate book marketer.

Jack has also been a featured guest on more than 1,000 radio and television programs in nearly every major market worldwide — many of them on a repeat basis. A sample of these shows include Oprah, Montel, Larry King Live, 20/20, Inside Edition, The Today Show, Fox and Friends, The CBS Evening News, The NBC Nightly News, Eye to Eye, CNN's Talk Back Live!, PBS, QVC and many others.



THE PERSON RESPONSIBLE FOR YOUR SUCCESS

WE ALL ASPIRE TO DO, BE, AND HAVE GREAT THINGS. YET MOST OF US SIMPLY AREN'T CREATING THE RESULTS WE WANT. We complain that we don't have enough money, romance, success or joy in our lives. We point fingers and blame outside problems that "happen" to us and make life more difficult. But what we need to understand and keep at the forefront of our minds is that greatness exists in all of us. It is simply up to us to pull it out of ourselves.

Regardless of personal circumstances, economic climates, and access to resources, it helps to maintain faith in the fact that we each are more powerful than we think. We all have the ability to create the life we want. We just need to learn how to do it.

Is there an exact "formula"? No, but there are certain common features that successful people exhibit and that anyone can practice. They are what can jumpstart your success and attract what you want in life. You'd be hard pressed to find any high achiever who doesn't live by the following 7 tips:

1. Take No Less than 100% Responsibility for Your Life

One of the greatest myths that is pervasive in our culture today is the idea that you are entitled to a great life – and that somehow, somewhere, someone is responsible for filling our lives with continual happiness, exciting career options, nurturing family time, and blissful personal relationships simply because we exist.

But the real truth is that there is only one person responsible for the quality of the life you live. That person is YOU.

Everything about you is a result of your doing or not doing. Income. Debt. Relationships. Health. Fitness level. Attitudes and behaviors. That person who reflects back at you in the mirror is the chief conductor in your life. Say hello!

I think everyone knows this in their hearts, but the mind can play games, tricking plenty of people into thinking external factors are the source of failure, disappointment, and unhappiness. But the truth of the matter is that external factors don't determine how you live. You are in complete control of the quality of your life.

Successful people take full responsibility for the thoughts they think, the images they visualize, and the actions they take. They don't waste their time and energy blaming and complaining. They evaluate their experiences and decide if they need to change them or not. They face the uncomfortable and take risks in order to create the life they want to live.

2. Be Clear Why You're Here

I believe each of us is born with a life purpose. Identifying, acknowledging and honoring this purpose is perhaps the most important action successful people take.

They take the time to understand what they're here to do, and then they pursue that purpose with passion and enthusiasm.

If you don't know what you're supposed to be doing, tune in to the signals around you. Looking toward others for help and guidance is helpful, but don't forget to stay tuned in to yourself—your behavior, attitude, likes and dislikes, and life experiences. Identify what's working and what isn't. If you need to, write it all down. You might be surprised by what you discover.

3. Decide What You Want

It sounds so simple, but here's the problem: I see plenty of people who are overly busy yet who feel unsatisfied and unfulfilled. They are physically tired, spiritually drained, and far from where they'd like to be—as if they've been running on a treadmill going nowhere fast.

Why? Because they haven't clearly mapped out what they want and then taken the steps to get there. Rather than identifying specific goals, milestones, and dreams (and I'm talking BIG dreams and goals here), they go through the motions day in and day out tackling unimportant tasks. They end up...you guessed it...going in circles and wasting lots of energy. In the meanwhile, they grow increasingly uninspired and out of touch with their authentic selves. This, of course, sets anyone up to living a life out of balance.

One of the main reasons why most people don't get what they want is they haven't decided what they want. They haven't defined their desires in clear and compelling detail. What does success look like to you? Not everybody's definition of success is the same, nor should it be.

Don't let your inner devil's advocate (or that incessant but unimportant To Do list) inhibit you from dreaming big. As soon as you commit to a big dream and really go after it, your subconscious creative mind will come up with big ideas to make it happen. You'll start attracting the people, resources, and opportunities you need into your life to make your dream come true. Big dreams not only inspire you, but they also compel others to want to play big, too.

4. Believe It Is Possible

Scientists used to believe that humans responded to information flowing into the brain from the outside world. But today, they're learning that instead we respond to what the brain, based on previous experience, expects to happen next. In fact, the mind is such a powerful instrument, it can deliver literally everything you want. But you have to believe that what you want is possible.

As you commit to believing in yourself, also make a commitment to toning down the complaint department. Really examine your complaints. More than likely you can do something about them. They are not about other people, other things, or other events. They are about YOU.

5. Believe in Yourself

If you are going to be successful in creating the life of your dreams, you have to believe that you are capable of making it happen. Whether you call it self-esteem, self-confidence or self-assurance, it is a deep-seated belief that you have what it takes; the abilities, inner resources, talents and skills to create your desired results.

Have unwavering faith in yourself, for good and bad. Make the decision to believe that you create all your experiences. You will experience successes thanks to you, and you will experience pain, struggle, and strife thanks to you. Sounds a little strange, but accepting this level of responsibility is uniquely empowering. It means you can do, change, and be anything. Stumbling blocks become just that — little hills to hop over.

6. Become an Inverse Paranoid

This one is straightforward: Imagine how much easier it would be to succeed in life if you were constantly expecting the world to support you and bring you opportunity. Successful people do just that.

7. Unleash the Power of Goal Setting

Experts on the science of success know the brain is a goal-seeking organism. Whatever goal you give to your subconscious mind, it will work day and night to achieve. To engage your subconscious mind, a goal has to be measurable. When there aren't any criteria for measurement, it is simply something you want, a wish, a preference, or a good idea.

Sometimes we need to make just one initial goal to get started, and that's okay. At least it comes with a few actions to achieve. A first step simply can be making an immediate change in a single area in your life. Are you unhappy about something that is happening right now? Make requests that will make it more desirable to you, or take the steps to change it yourself.

IF YOU WANT A DIFFERENT OUTCOME, CHANGE YOUR BEHAVIOR

Making a change might be uncomfortable and overwhelming for you. It might mean you have to put in more time, money, and effort. It might mean that someone gets upset about it, or makes you feel bad about your decision. It might be difficult to change or leave a situation, but staying put is your choice so why continue to complain? You can either do something about it or not. It is your choice and you have responsibility for your choices.

Bear in mind that you have to be willing to change your behavior if you want a different outcome. You have to be willing to take the risks necessary to get what you want. If you've already taken an initial step in the right direction, now's the time to plan more steps to keep moving you forward faster.

Isn't it a great relief to know that you can make your life what you want it to be? Isn't it wonderful that your successes do not depend on someone else?

So if you need just one thing to do different today than you did yesterday, make it this: ***Commit to taking 100% responsibility for every aspect of your life.*** Decide to make changes, one step at a time. Once you start the process you'll discover it is much easier to get what you want by taking control of your thoughts, your visualizations, and your actions!

Jack Canfield, America's #1 Success Coach, Founder of the billion-dollar book brand *Chicken Soup for the Soul*® and a leading authority on Peak Performance and Life Success. If you're ready to jump – start your life, make more money, and have more fun and joy in all that you do, get FREE success tips from Jack Canfield now at:

www.FreeSuccessStrategies.com



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*“Success is living and sharing
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KIM ZALEPA IS A FORMER UNITED STATES DEPARTMENT OF DEFENSE MECHANICAL AND SYSTEMS ENGINEER OF NEARLY 14 YEARS, WHO NOW LIVES HER DREAMS AS A WIFE, MOTHER, MATH TUTOR, CONSULTANT, AND COACH/FOUNDER OF **“INFINITE POTENTIAL. LIFE COACHING”**.

Kim graduated from Virginia Tech with a Bachelor’s Degree in Mechanical Engineering, earned her Master’s Degree in Educational Technology, a Certified Professional Coach, is currently in a Doctoral Program in Metaphysical Sciences and is pursuing certifications in both Clinical Hypnotherapy and Neuro-Linguistic Programming. She continues to read hundreds of books on the topics of New Thought and Personal Development, as well as the world’s ancient religions, always finding common threads connecting our collective humanity. She is currently authoring, ‘Mental and Spiritual Vitamins; Freeing Your Life’s Riches’.

As a child, Kim would often daydream about the contrast between the vastness and complexity of the Universe and the tiny worlds alive within the space beneath anything as simple as a rock and the earth. She now works delightedly to liberate her clients from any limiting beliefs that are holding them back from learning and/or building their goals and dreams, not matter how small and simple or grand and complicated. Kim teaches techniques for creating the Freedom to Be You, such as: Grounding and Mediation, Mindfulness, Inquiry into the Nature of Self, Exploring your Meaning-maker, BE-ing before Do-ing, Re-writing your story, 7 Laws of the Impersonal Universe, and The Keys of Forgiveness and Gratitude to name a few. She has a unique ability to see each person, of any age, as a soul or spirit looking for expression.

Kim believes we are capable of understanding absolutely anything we set our minds to understand. We are capable, beyond reason and measure, when we are inspired. We are limitless, infinite souls. We can examine, with a gentle curiosity, those habits of thought and emotion that are running the earthly show and moving our physical and emotional energy.



FREEDOM TO BE YOU

***If you are distressed by anything external,
the pain is not due to the thing itself, but to your estimate of it;
And this you have the power to revoke at any moment.***

~Marcus Aurelius

BY SITTING IN STILLNESS AND SIMPLY ASKING, "WHO AM I?", WE CAN TAP INTO OUR DEEPEST NATURE AND A SPIRITUAL STRENGTH UNKNOWN IN THE COMMON HOUR. We must be willing to look, listen and feel if we are to create change deep within ourselves. This is how we recognize the truth and is the way to finding and accessing our real power and joy. Taking ownership of the conditions and circumstances of our current world seems like an unfair and tough pill to swallow, but it is the effortless path thru the pain and leads us directly to the light of our greatness and our ability to create the life of our dreams. The time to get bold and unreasonable about our dreams and goals is NOW.

It is our separated ego-mind that says, "NO!", that blames, complains, brings up our past failures, points out all the reasons to fear, and generally needs us to remain stuck. Feeling small, if we CHOOSE to listen to this "NO", then our spirit, in the form of thoughts and emotions, becomes stuck or blocked, and crucial energy ceases to flow. Or worse, it flows in the wrong direction! If on the other hand, we continue to inquire into the truth of the commentary of this little ego-mind, we will arrive at the inevitable conclusion that just maybe, we are not these thoughts, this body, these emotions, but rather the witness to it all.

“Feelings are just visitors, just let them come and go.”

~Mooji

We are behind and beyond the body, the thoughts, the emotions. We are the spirit animating this body “suit” we wear. Realizing this, we can begin to tap into our larger, connected, universal, loving mind - our big Spirit mind! Communication at this higher level provides us with the answers we are, as well as the energy required to take conscious actions based on the decision to follow our dreams, or not. This communication requires imagination and a willingness to listen to the spirit within us.

“Imagination is more important than knowledge.”

~ Albert Einstein

The universe is infinitely large AND infinitely small. If you look closely with a microscope, matter is 99.99% space. It's mind-boggling and exciting to even imagine that solid matter is not solid at all. The distance between the nucleus of a Hydrogen ion atom and its electron compared to its tiny, tiny, size is about 10 miles if you increased it to the size of a soccer ball. 10 miles! With nothing visible in between. The distance from the earth to the sun is over 90 million miles. The universe is beyond enormous. And yet, it works in concert. There is an invisible force moving in this ***“empty”*** space. Everything has its vibration and wavelength.

Quantum physics proves that even our thoughts are ***“alive”*** and literally carry & move energy. There is plenty of research for you to explore if interested. Science is also finding the plasticity and elasticity of the brain. Our DNA can and does in fact change! Our brainwaves are measurable and are seen to slow down as we meditate, drift off to sleep and enter deep sleep. We live and swim among these waves. These breakthroughs in Science reinforce the truths that we find deeply embedded in religions. And whether we know it or not, with each choice we make (based on our deepest beliefs), we convert waves of potential energy into particles of physical matter.

We each bring our beliefs into form as we assign meaning to the events we experience. These *“meanings”* become our beliefs. Beliefs such as, *“I’m not good enough”*, or *“Life is hard”*, or *“Money is easy to create”*, or, *“The world is lovely”*, become reflected in the world around us. This is why some people lose money only to bounce right back, while others win money only to lose it all.

“There are no failures – only feedback.”

~ R. Bandler

We must first begin to shift our beliefs in the right direction. We change the meaning of events and release the emotional charge and that changes our story. We can literally re-write our past! We become more and more comfortable trying on these new, more exciting, and more optimistic, beliefs. With faith, we can ask anew and YES, we shall receive. It simply takes practice. If you are willing to take on new daily practices, your life will change. Change is a bad word to our little ego-mind though. It will do everything to sabotage us and save itself.

“If you don’t get what you want, you suffer;

if you get what you don’t want, you suffer;

even when you get exactly what you want, you still suffer

because you can’t hold on to it forever.

Your mind is your predicament. It wants to be free of change.

Free of pain, free of the obligations of life and death.

But change is law and no amount of pretending will alter that reality.”

~Socrates

The only constant in this earthly life, is change. To change your life in the way you prefer, you must listen to your heart. There is a strength hiding deep within it. One of the ways you develop your inner strength muscle is through compassionate, no BS, Forgiveness. Of everything. No matter what. Yes, it’s all or nothing. Every slight we hold against anything or anyone, justifiable

or otherwise, is weakening us. It is weakening US, not the other guy. Forgiveness doesn't imply that whatever happened was OK. Forgiveness releases us from the burden of re-living the event over and over and over. Forgiveness releases us. Forgiveness opens the prison door and releases us. Pain happens as part of the human condition, but suffering is optional. We suffer when we hold onto painful memories. Sitting in our forgiveness, practicing the art of mindful forgiveness will provide incredible life altering breakthroughs. Sitting, acknowledging, and allowing any pain to just be with us for a moment, will release us from it.

***We can, "Step into the fire of self-discovery.
This fire will not burn you, it will only burn what you are not"
~Mooji***

Like the Phoenix, we rise again.

If I am walking around believing that life is hard because it has been hard before, then I am not ready to step into my power. And that is OK for now if I am aware of this choice. But I must know that the mind cannot hold two opposing beliefs. I am making a definite choice. If I say I want love while I do not believe it is for me, my belief wins. I find no love. I see no love. I want love, but this ***"wanting"*** is a belief in the lack of it. I'm effectively saying that I lack love. That is the belief that wins. So first we must understand the world we have been creating with our beliefs and language patterns. And then, a new choice is to be consciously made. Ask yourself, ***"Despite everything past, Which road will I follow? Dare I BE love itself? Am I willing to give the love I would have? Will I now choose bravery and vulnerability? Will I embrace what is and create space for what will be?"*** Or... ***"Will I run and hide from life? Will I stay small, safe and scared?"***

Ask yourself, ***"When will I take on wings and fly?"*** It's only up to you.

While we are asking, why not ask yourself, ***"Where have I been focusing my energy?", "What are the deep, dark, secret, beliefs about myself and my world that I hide and protect behind pride or arrogance or my perfect house and acceptable job?", "Am I playing small?", "Am I allowing my spirit to soar?",***

“Am I offering my best gifts and passions to the world?”, “Am I sharing my dreams or am I hiding to feel accepted?” We may mean well, of course, but if we focus on being good enough or on the driving need to be acceptable and accepted, we cannot then also be free. We are imprisoned by our own beliefs and we clip our own wings.

Focus = Attraction. If you focus a magnifying glass on a leaf on a sunny day and allow the ray of sun to remain in one spot, you'll focus energy in the form of heat from the sun onto that leaf and the heat burns it! When you focus on something, you draw it into view, into your personal awareness. Your focus provides the energy that moves it to you. If you choose negative thoughts and focus on unwanted conditions/feelings, you will experience more of them. Why is this? Everything exists simultaneously at all times and in all spaces! Everything is a possibility, a wave. You draw forth into your view or vision the particle or form of that which you choose, whether consciously or subconsciously, to focus upon.

It always works. Every time. If you are not getting what you want, examine your thoughts, those words in your head and your emotions and reactions to life.

The universe gives you what you **“believe”** (the thing or feeling of your focus) every time. It's a natural law. It's impersonal. It's not about punishing you, or me, or that other guy. If you think upon what you “don't want” — you get it. You get what you “don't want”. If you say it's hard to , then it's hard to, If you think you need to be happy, then you are setting yourself up to need in order to be happy. If you say, **“I'm free”** and you really do believe it, then yes, you are free. If you need to lose weight, then you still need to lose weight. You keep getting that thought. It keeps showing up that you need to lose weight. And so, your current results are the effects of your prior thoughts, beliefs, and words which are the true cause.

You get to decide NOW and in each and every NOW as each now arises, from now on. Because now you are aware of this untapped ability and gift that you hold.

YES, and Yes! You get to choose; you even get to make it all up. Recall that everything exists simultaneously at all times and in all spaces!

Even Quantum physics agrees. Our left and right brains are finally in harmony :) So I ask you to consider choosing new thoughts. Notice how, ***“My sales are increasing with each new dawn”*** differs from ***“I can’t make it in sales.”*** One is a bit more motivating, wouldn't you say? What next thought might follow each statement? Either change your focus or your job may change for you. Get your imagination rocking and rolling in the right direction instead and soon life is unfolding in delightful ways. Since all possibilities exist at all times, consider believing in something entirely better for yourself. Say Yes to you. Get creative. Daydream. Dust the cobwebs off your long-discarded dreams and desires. Go get yourself a journal and start answering these questions and let me know what arises for you.

Drumroll please.... The next big question is –

What’s the thought or feeling (if you knew you could choose) that you actually ARE wanting to experience? Be clear and in the affirmative.

Ex. thought: ***“I love myself now. And, I prefer that I am now fit, trim and healthy. I prefer to feel great! I am aligning with my best self.”*** Could you practice something like this and see what arises? The next steps include – to believe it despite circumstances, to keep repeating it, eventually to Know it, and to practice BEing it at a very deep level in your quiet moments. Truth is, you have always, in all ways, been ***“attracting”*** things and conditions into your experience, by drawing (attracting) them thru you with your words, thoughts, and beliefs (AKA your focus).

You drive and move the power when you are AWARE that you are at CAUSE (attract what you believe) and your life is the EFFECT.

Energy is forever in motion, everything we experience in life on the physical plane is constantly and forever changing. The only Truth, the only unchanging knowledge and Power, is above and beyond the physical. This invisible, impersonal, power, which animates and energizes all of ***“life”***, is itself the only constant, the only Real force. Nothing else is real and nothing else exists.

This Power back of all life is *omnipresent, omniscient, omnipotent and omnibenevolent*.

Omnipresent – everywhere across all space, in all and thru all;
Omniscient – all knowing beyond all time past, present and future;
Omnipotent – all powerful beyond comprehension; *Omnibenevolent* – all loving and life supporting beyond reason.

This one and only True Power is:

UNCONDITIONAL LOVE

When we forget this Love and get lost in trying to control the worldly concerns, we suffer. These 8 (eight) worldly concerns (4 pairs) that lead to our suffering because they are not real are:

- *pleasure / pain;*
- *loss / gain;*
- *praise / blame;*
- *fame / shame*

These concerns change with the wind. They come and go. Here one day, gone the next. Everything has a season. Only that one Universal Power, the Power of the Unconditional Love is real. It comes not from us but thru us. This Love is the calm center in the storm of constant change, upheaval, and renewal. When we cling to or run from the worldly concerns, we become trapped in the illusion. Suffering and anxiety are inevitable. To liberate ourselves, to live in Joy and Freedom, is to release ourselves from these concerns and live in the knowledge of Truth – that we are already and always **Unconditionally Loved** despite all appearances to the contrary. This Truth and this Knowing must be experienced and felt deep within us. Allow yourself to cease looking for proof of your blocks and hurdles, fears and worries, problems and concerns but rather...

~ Focus and correct your Mind ~

The error has been in your thinking all this time. With a focus on Knowing and remembering this Truth, this feeling of pure Love... allow your Faith and Awareness to present itself to you in the form of new experiences,

opportunities and moments of bliss as they arrive and arise in your consciousness. Consciousness comes first, physical manifestation comes second. Not the other way around.

“Faith (conscious knowing) is the substance (physical-ness) of things hoped for, the evidence of things not seen.”

Faith is the evidence. If you have faith in a thing then you already have it in consciousness and it appears. Feel what you feel but then let it go because pondering on losses, wallowing in sorrows, feeling victimized – holding these concerns- will never elevate you above them. Only Love is the power which elevates you.

Yes. There is love. In this moment. Now. Yes! It may be a diamond hidden in a lump of coal, or a nugget of gold deep down in an ore under the earth's surface, it IS there. It is there simply awaiting your discovery. It is there under your feet, within your heart, and floating gently in your mind, at all times. Your greatest life's work is simply to intend and to focus with faith, and with every fiber of your being, back of all moments, on knowing and remembering this love. This love is your birth rite. You deserve this love. You will accept this love. You will BE this love. You will thrive in this love. You are this love. You will share this love. You are growing stronger and more powerful, a force for goodness, creating beauty and love around you.

Keep your Faith alive and stay the course for love and miracles.
Now. And in each Now to come.

Mantra– ***“I will BE this Love. I AM this love. I now pause when I need to and I now create space for my highest self so I can thrive in Love.”***

“Keep your eyes on the stars and your feet on the ground.”
~Theodore Roosevelt

. You are a Supernova.

For more info please visit www.kimtzalepa.com



THIS IS YOUR LIFE
not someone else's.

*It is your own feeling of what is important,
not what people will say.*

*Sooner or later, you are bound to discover that
you cannot please all of the people around you
all of the time.*

*Some of them will attribute to you motives you
never dreamed of.*

*Some of them will misinterpret your words and actions,
making them completely alien to you.*

*So you had better learn fairly early that you must
not expect to have everyone understand what
you say and what you do.*

*The important thing is to be sure that those who love you,
whether family or friends, understand as nearly as
you can make them understand.*

*If they believe in you, they will trust your motives.
Do not ask or expect to have anyone with you on everything.
Do not try for it.*

*To reach such a state of unanimity would mean that you
would risk losing your own individuality to attain it.*

— Eleanor Roosevelt

KAREN LYNCH CPC, ELI-MP



**PRINCIPAL
K LYNCH & ASSOCIATES**

*“Life doesn’t happen to you,
it happens for you and you get to choose.
Every choice is a dance, every dance a discovery”*

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KAREN IS A CHANGE MANAGEMENT BUSINESS CONSULTANT AND EXECUTIVE COACH WHO WORKS WITH ORGANIZATIONS AND INDIVIDUALS TO TRANSITION THROUGH CHANGE AND EXECUTE STRATEGIC INITIATIVES. Certified in Change Management and Leadership through Cornell University, she brings more than 20 years of corporate expertise in consulting, global business development, account management and program management to bear on her coaching practice. Working with global organizations in cross-divisional and enterprise-wide initiatives in procurement, supplier management and finance, Karen's leadership style is collaborative and known for driving results. Past and current corporate clients include National Basketball Association (NBA), American Express and Johnson Controls, among others.

Knowing that the only constant is change, Karen's coaching style is based on assessing a person's energy (versus their story) and then assisting them in shifting their awareness to move through their current life circumstances. As a Life and Business Development coach, Karen has developed a reputation for her ability to move her clients to a new level in their life and careers by coaching them to identify and switch the limiting filters in how they view their current situation. Her philosophy that 'Life happens for us, not to us' has brought about transformational changes for those who work with her.

In addition to Change Management Certification, Karen holds Executive Coaching and Energy Leadership Index (ELI) Assessment- Master Practitioner certifications from The Institute of Professional Executive Coaching (iPEC) and is certified as a woman owned business from Women's Business Enterprise National Council (WBENC).



A DEFINING MOMENT

WE ALL HAVE THEM. It's that moment in time when we seem to just "wake up", almost as if we have been sleepwalking through life up until that point in time when we realize all that came before that very moment was purposeful and deliberate. Sort of a cosmic alarm clock goes off and we can't ignore it any longer.

It happened to me when I was at a point in my life where many things had been "cleared" out such as relationships, job, kids off to college.

It was then I went on a trip with my son to Poland and Hungary. We had just toured the Auschwitz/Birkenau concentration camp for the past six hours and were riding on a bus going back to our hotel in Krakow Poland. It was such a heavy feeling reflecting on what I saw, heard, and felt from that day of walking through the history of the camp. It's as if snippets of my life were unfolding in flashes before me. An awakening allowing me to see that the pain, the losses, the difficult decisions, the sadness, the humiliation and shame of the past, that all of those life experiences "I got to do". They didn't happen to me. They happened for me.

Afterwards, it became oddly apparent as the days unfolded, that "I get to mow the grass, take out the garbage, clean the house, go to work, have relationships, make choices, be sad, be happy, to love and experience life". Unlike the millions of people who died in those horrific camps, whose life, liberty and freedoms were stripped from them in a moment.

The realization that every person I met along the way in my life's journey, I now saw them as an opportunity to learn, teach and expand my understanding of others and world around me. It was as if my life was in review on a movie screen in my mind, I looked at my life in a way I never had before.

I noticed friendships changing, ways of communicating enhanced and an overwhelming sense of purpose and a calm and inner peace blanketed me. This profound realization empowered me in ways that nothing else had, it became my guiding principle in life and in my work.

I look back now on the relationships ending, job loss, career change, miscarriages, divorces, deaths, births and heartbreaks as “unwanted gifts”. They brought to me the opportunity to grow and expand my awareness. Recognizing that there are only two kinds of energy in the world, fear based and loved based. We get to choose which energy to come from. Knowing that my life may not be all that different than those who are reading this, we all have these experiences and choices. This experience was the springboard that brought me to this point in time. That defining moment on the bus opened me up to who and where I am today and where I am going in the future.

It's all in how we choose to look at it. Did it happen to me (fear) or for me (love)? We “get to” choose how we look at it. Every choice is a dance. Every dance is a discovery. What would you like to discover?

You stop and think. A person can have wealth, a person can have everything. We can have our loved ones, our children, money, luxuries and success. But if we don't have peace of mind, an emptiness will always exist in our heart. If we have never found peace of mind, we must keep looking. All of life's fulfillment is in that. That's what it amounts to – peace of mind – without that there is nothing else.

It cannot be chided to appear, coaxed to come, or pushed to perform, but it must be invited into every life by the waiting beauty that will attract it. Some know it is the object of their search and others do not. But we all seek it though we call it by different names. Peace of mind flows in as love flows out, the object of the quest, the reason for the dream.



START WHERE YOU STAND and never mind the past;
The past won't help you in beginning new;
If you have left it all behind at last
Why, that's enough, you're done with it, you're through;
This is another chapter in the book;
This is another race that you have planned;
Don't give the vanished days a backward look;
Start where you stand.

The world won't care about your old defeats
If you can start anew and win success;
The future is your time, and time is fleet
And there is much of work and strain and stress;
Forget the buried woes and dead despairs;
Here is a brand-new trial right at hand;
The future is for you who does and dares;
Start where you stand.

Old failures will not halt, old triumphs aid;
Today's the thing, tomorrow soon will be;
Get in the fight and face it unafraid,
And leave the past to ancient history;
What has been, has been, yesterday is dead
And by it you are neither blessed nor banned;
Take courage, and, be brave and drive ahead;
Start where you stand.

— *Berton Braley*

LALEH ALEMZADEH-HANCOCK



**TRANSFORMATIONAL COACH & SPEAKER
ACCESS CONSCIOUSNESS FACILITATOR**

*“The search of greatness appears outside of us,
once we discover the greatness is within us,
the true magic begins”*

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LALEH WAS SEVEN YEARS OLD, WHEN SOLDIERS ARMED WITH GUNS STORMED HER FAMILY HOME. IT WAS THE FIRST DAY OF THE IRAN REVOLUTION.

She learned from that experience that no challenge was insurmountable.

Her father — an entrepreneur and the CEO of a successful textile company — arranged for her family to flee the country but remained behind to protect his employees. His loyalty was repaid with torture, and a year's imprisonment; a period he chose to never speak of.

Once reunited with his family in France, he set his sights on a new vision to move to America. Laleh was raised with the understanding that anything is possible, and no challenge or roadblock need hold you back from creating the life you truly desire.

With nearly 30 years' experience in leadership development, operational excellence, and organizational wellness, Laleh is the CEO of professional services companies, Belapemo and Global Wellness For All. Over the years Laleh has built several businesses, empowered and inspired hundreds of thousands of individuals including Fortune 500 executives, government agencies, not-for-profit organizations, athletes, families, and veterans. She has a gifted ability to see beyond the struggles of a person or a business, and to the possibilities that lie humming within.

Laleh seeks out the possibility in every problem and facilitates strategic change and optimal growth for her clients. She is an advocate and empowering agent for people with special needs or disabilities, and their caregivers.

Laleh is determined to do whatever it takes to inspire her clients to not only reach, but exceed their desired targets, whilst providing a sustainable environment for global wellness for not only her clients, but everyone, both now and in the future.

Laleh's motto in life: It all starts with YOU. Once you discover you are the greatness you are seeking, everything is achievable in life and business.



ENTREPRENEURSHIP MADE EASY

WHAT ARE THE CHARACTERISTICS YOU ASSOCIATE WITH AN ENTREPRENEUR? A lot of people, think of entrepreneurs as people with new ideas seeking to create the next “big thing”. What comes with this mindset, however, is an almost desperate searching for the answer to “*What is the next best thing?*” and “*How do I stay on the edge and be ahead of the crowd?*” In many cases, it’s accompanied by the feeling that you aren’t as capable as others who came before you.

But what about becoming more open minded? What if you set no limitations for yourself but accepted that all things are possible? Then all avenues and possibilities become available to you!

For me, an entrepreneur is anyone with a desire to create something different; there’s no minimum age or level of experience required. The beauty is that anyone can be an entrepreneur.

I’ve been fortunate to work with many entrepreneurs over the years and I consistently see certain patterns of thinking that take them out of creativity into the limiting belief that: “*it must be done this way to get it right.*” However, the real key to entrepreneurship is a person’s unique point of view, and there is no right or wrong way to create.

THE TOP 5 MISTAKES THAT ENTREPRENEURS MAKE

1. Thinking you have to do everything yourself

This line of thinking is prevalent in business. It stems from feelings such as the need to prove yourself worthy, to not knowing how to delegate, to needing to control everything. Other people may not do things the same way that you would, for example, but that is actually a strength for your business. What if there was no right or wrong way, and no single way to do anything? What contribution to your business can someone make who might do things differently? And, are there certain aspects of your business that you don't enjoy? Or perhaps someone else could do it faster? Or maybe they could free you up to concentrate on areas of the business that generate more revenue!

Be willing to receive contribution from others around you.

ASK: "Who or what can I add to my business to assist me?" ®

A great tool that I use all the time comes from Access Consciousness®

2. Trying to figure everything out before starting

Perfectionism is a distraction that stops you moving forward. Nothing will ever be perfect. Sometimes you just need to get it out there and when things don't work, adjust. Often, you won't know what works and what doesn't until it's actualized. How many projects have you squashed because you were trying to account for all the scenarios before you launched?

A great tool that I use all the time comes from Access Consciousness.

ASK: "If I choose this, what will my life, my business and the world be like in 5 years?", and "If I don't choose this, what will my life, my business and the world be like in 5 years?"

Compare how you feel when you answer the questions. The one that feels lighter is the right one, at this moment. The key is what works for you! And, "at this moment" because the energy can change. Remain in the question always and be willing to change.

3. Looking at everyone else as the expert... except yourself

What do *you* know? It's a common mistake to think that your unique skills and talents are insignificant, because they come to you so easily. This often leads us to seek validation from "experts" and devalue ourselves. In reality, what comes easily is the unique gift you bring to the world, and for which others will pay handsomely.

Look to mentors to assist you, but don't believe that they know best and you know nothing. Keep in mind that they are a resource and a source of information. Ask questions about everything they tell you, such as, "*Does this work for me?*", etc., and then make your own choices.

4. Limiting clientele with projections and expectations when creating goals

The most common mistake is to define the outcome in advance. This includes setting goals. Always remain open to infinite possibilities that every situation offers. When you create goals, such as a sales call sheet to contact "x" number of people in "x" number of days, you create limitation.

Set goals based on an expectation of what can be achieved and project that thought into your business. Believe you could contact triple the amount of people on your list. If you set a lower target, you limit your opportunities.

Every day let go of all your projections, expectations and decisions that you have made about what is possible.

ASK: "*What would it take to exceed expectations?"; @ "What would it take to double, triple, quadruple the number of products sold per month, or even greater?"*

Use what works for you, but don't limit yourself.

5. Thinking that you have to work hard for money

Making money doesn't have to be difficult; yet it's a common belief it takes long hours, working hard, and building your business for years

before reaping profits. Why not have fun making money from doing the things you love? What if you invested long hours, enjoying every minute of it, found it rewarding, and creating the life you desire?

If you remove the belief that earning money is a struggle, you open up to creating money that flows from anywhere and everywhere. Why not follow your heart and do what you enjoy doing?

Write a list of everything you love to do. Ask how you can make money from them and see what ideas pop up.

Do you live in the past? If you spill milk, you can't put it back in the bottle. You pour another glass. It's the same with life. Don't cry over spilt milk. Make new choices today and move forward. Every day is a new day filled with infinite possibilities. Live in the present which creates your future. The choice is yours! You can redefine what it means to live your dreams and realize your fullest potential!

HOW TO HAVE THE LEADING EDGE

1. Be clear with who you are

If you are not clear on who you are and what you are creating, it's easy to buy into everyone else's doubts. Remember, you are not doing what has already been done. Be clear. Remind yourself that *the point* is to be different, so don't get caught up in how things were always done, or get de-motivated by sharing your ideas with other people who will tell you "it's impossible".

When you say, "Imagine if," that is the part only you can see. The doubts of others are not about you, but about what others believe is possible. Keep your focus on the bigger picture, never give up, and one day you will attain that which you strongly desire.

Acknowledge that you are a creative person with many ideas.

You don't have to follow through on all of them.

Ask questions about what really gets you excited. Get clear on how you can make a difference in the world. **ASK:** "What would I choose if I knew I couldn't fail?" ®

2. Ask multiple questions about everything

Successful entrepreneurs never stop asking questions. Questions get you to look at things from a different perspective versus how you have become preconditioned. I ask questions about absolutely everything; I don't assume anything. Even when I have chosen something, I am willing to change at a moment's notice. Always be open to change, to new possibilities!

ASK: *"What else is possible that I haven't even considered?"; "What next?"; "What other revenue streams are available?"; "What possibilities exist here?"; "What questions can I ask here?"* ®

3. Talk to your business

Everything has a consciousness, including your business and projects. Ask where it would like to be located, whom it would like as its clientele, what new products should be launched, what projects are for now and for the future, and many more.

It allows you to see the possibilities from a broader, universal perspective; the possibilities are endless. Allow the consciousness of your business to contribute to the answers you are seeking.

Have a daily conversation with your business and open to receive the answers.

ASK: *"Who do you want me to talk to today?"; "What tasks do you require of me today?"* ®

Brainstorm with your staff. Ask *"What are your ideas?"* See things from their perspective. You don't have to follow through but you can gather some valuable ideas and information.

4. Do your best to remove 'Roadblocks'

Avoid looking at challenges as 'road blocks' or difficulties. Remain neutral and watch how things start to change. The 'problem' isn't always as difficult as you think it is. Perhaps it wasn't even a real one. If you are willing to receive advice from others (see above) they could well

have valuable insights: *"What if you did this?"* or *"I know someone who can help you out with that."* It's not linear. And, you might find you don't have to remove all the barriers to go 'through' a roadblock. You can just leave it be and go around it, as Gary Douglas, the founder of Access consciousness ®, says.

ASK: *"What's right about this I am not getting?"; "Who can I speak to about this?"; "What can I do different so that I can go around this problem?"* ®

Ask these questions and see what ideas show up. The point is to get different points of view about it, see the possibilities, and use it to your advantage.

5. Don't give up!

Success is a mindset. When everything seems to be falling apart -- keep going. What if it was just a point of view, and not actually a problem at all? Ask, *"What else is possible that I haven't considered?"* ® Because when you want to give up, more often than not, success is just one more step away.

Allow the universe to contribute to you; because there is never one answer for everything. There is always option B, option C, and so on.

Acknowledge everything you have done to get you to this point and the successes that you have experienced. The more you acknowledge everything you actually do and start trusting in you, it's amazing how much easier some things happen. Fun fact: Judgement and gratitude cannot exist in the same place at the same time. Which would you rather have? Which would contribute more to you and your business?

ASK: *"What possibilities are available now to actualize what I desire?"* ®

Rather than giving up completely, give up the timeline you have set yourself. This can open things up more. The more you practice getting out of judgement and conclusion, the easier things get.

6. Have fun and receive money

Now that you have a list of things you enjoy doing, start putting some money-making ventures into action; and have fun doing it. That doesn't mean you suspend your current business. It's about changing your point of view. How can you make your present business more enjoyable?

Even if a task that you don't enjoy has to be done, change your attitude and make it fun.

Make 'fun' a priority in your life and business. Regularly schedule fun things to do throughout your day and/or week.

With every task, **ASK:** "How can I have fun with this?" ®

Everybody perceives the world in a different way. Everybody perceives possibilities in a different way. We all have a dream. We all get excited about something. We know anything and everything is possible in this country that we love and cherish. Let your limitations melt away! You might not know all the steps, but you have the power to make all your dreams come true!

NOW is the time to empower yourself to turn possibility into reality and become a STAR Entrepreneur!





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DR. JOE VITALE IS THE AUTHOR OF WAY TOO MANY BESTSELLING BOOKS TO MENTION HERE. Some of them include The Attractor Factor, Life's Missing Instruction Manual, The Key, Faith, Attract Money Now and his latest is a sequel to his bestseller, Zero Limits which was officially launched in January 2014, entitled At Zero.

Check out his latest release, The Secret Prayer!

He's also recorded many Nightingale-Conant audio programs, to name a few, The Awakening Course, The Missing Secret, The Secret to Attracting Money, The Abundance Paradigm, The Ultimate Law of Attraction Library and his latest release is called, The Zero Point.

Joe has also been in several movies, including the blockbuster The Secret. He's been on the following TV shows: Larry King Live, Donny Deutsch's "The Big Idea," CNN, CNBC, CBS, ABC, Fox News: Fox & Friends and Extra TV. He's also been featured in The New York Times and Newsweek.

One of his most recent accomplishments includes being the world's first self-help singersongwriter as seen in 2012's Rolling Stone Magazine®. To date, he has released 15 albums! Several of his songs were recognized and nominated for the Posi Award, regarded as "The Grammys of Positive Music."

He created a Miracles Coaching® program and helps people achieve their dreams by understanding the deeper aspects of the law of attraction and the law of right action. This man was once homeless but today is a bestselling author who believes in magic and miracles.

For more information on Joe Vitale, go to: www.mrfire.com



SEVEN WAYS TO ATTRACT MORE MONEY

WANT TO ATTRACT MORE MONEY?

WONDERING WHY YOU HAVEN'T ATTRACTED IT when you've done everything you thought you needed to do? What really works when it comes to attracting more money, anyway?

I've been studying the Law of Attraction for more than three decades. I've written several books about it, including ***"The Attractor Factor"*** and ***"The Key."*** That's why I ended up in the movie ***"The Secret"***, and then on Larry King and Donny Deutsch's television shows, among others. I know how the Law of Attraction works, and I know why so many people don't clearly understand it.

When it comes to the Law of Attraction, most people want to learn how to use it to attract more money first. After that, they'll wonder how to attract romance, cars, homes, happiness, and everything else. But money is the starting place for most people.

SO, HOW DO YOU ATTRACT MORE MONEY?

When it comes to attracting anything — and money in particular — there are seven ways to do it right. Here they are:

1. GIVE MONEY AWAY

It sounds counter-intuitive but the more you give, the more you will receive (unless you block the receiving, which ties into the next step). Give openly and freely to wherever you received spiritual nourishment. Give on a regular basis, too. The rule of thumb is to give 10% of whatever you receive, but it's also smart to give more when you feel inspired to do so.

Remember, give to the person, place, or group that has kept your spirit alive. Just ask *“Where was I most inspired this past week?”* and give to that source. And ask the question daily or weekly as the source will often change.

Here’s an inside tip: When most people give money, they do it with a tight fist. They don’t give much. Why not? Because they’re afraid. They’re holding on. Well, the energy of fear will attract more things to fear. Instead, give money with an open heart and an expectation of return. Give in love.

2.GET CLEAR

Most people push money away with their hidden limiting beliefs, such as “money is bad” or “rich people are evil.” Those are beliefs, not facts. Get clear of them and money will come to you (as long as you also do the next step).

Getting clear is truly **“The Missing Secret”** to making the Law of Attraction work for you all the time. After all, it isn’t your conscious intentions that are being manifested in your life, it is your un-conscious counter-intentions.

For example, when you set a goal on New Year’s Day to stop smoking or date more, what happened the next week? You gave up your conscious goal for your un-conscious belief that you couldn’t do it. You weren’t in alignment with your intention. You weren’t **“clear.”**

If you have one or more of those limiting beliefs within you, do you really think you’ll attract any money? In truth, you’ll attract NOT having money.

Why? Because your unconscious counter-intention (“Money is bad”) will veto your conscious intention (“I now attract more money into my life”).

Is it any wonder some people say the movie **“The Secret”** or the **“Law of Attraction”** doesn’t work? Obviously, once you clear those hidden blocks/beliefs to your success, your success has nothing in the way of happening. The roadblocks are gone.

I talk about ways to get clear in my new audio program, **“The Missing Secret.”** One thing you can do right now is to simply question your beliefs. Become a belief detective and look for those limiting beliefs about money. When you release your inner blocks, you will attract more money.

3. TAKE ACTION

Too many people sit and wait for money to materialize in front of them. I believe in magic and miracles, but I also believe that your role in the process of attracting money is to actually do something to bring it your way. Act on your ideas. Now. **“Money likes speed”** is my favorite mantra.

If you don't act now, you'll see your idea manifested in a store some day and somebody else will be attracting money from it. What can you do right now, today, to move toward creating something that will attract more money? Whatever it is, DO IT!

When you doubt and second-guess yourself instead of taking action, you are demonstrating that you aren't yet clear (see second tip above) about money and your right to attract it. Act now and get rich.

4. SUPPORT A CAUSE

Most people push money away because they don't feel they deserve it. One way around this (while you still work on getting clear inside yourself) is to want money for a larger purpose. I created **Operation YES** to end homelessness. Raising hundreds of thousands of dollars (or more) for that cause will remove any remaining prosperity limitations within me. While I won't receive a dime from Operation YES, my working on its behalf will attract money to me in other ways, such as the contacts and goodwill I'll create.

In short, want money for a larger reason than your own ego. This is a beautiful way to attract more money without wanting it only for yourself. Realize that when you are wealthy, you are better able to help family, friends, your community, and even the world. A good reason to attract more money is for all the good it can do for others, not just you. Ask yourself what cause would you support (or even create) once you attracted more money?

5.GET SUPPORT

One of the wisest things you can do to achieve any goal is create or join a master mind group devoted to it. I co-authored **“Meet and Grow Rich”** with Bill Hibbler for this reason: to teach you how to create a support group.

The idea is to be around people who can keep your energy and inspiration high. While you can make progress alone, it’s so much easier when you have support.

This support can also come in the way of audiotapes, books, and other learning tools. I’ve been buying audios from Nightingale-Conant for more than thirty years for just that reason: it helps me stay focused on constantly growing and improving. Even when I was struggling, I went to the library and borrowed books and tapes to keep me informed and inspired. Today I can afford to buy my own materials, but it’s only because I invested in my education every step along the way.

I created **“The Missing Secret”** audio set to help people understand the practical use of the Law of Attraction. Again, all of this is support in helping you attract more money.

6.BE GRATEFUL

This is HUGE. Be thankful for the money you have – which is probably considered true wealth by people starving in third world countries – and you’ll begin to attract more money. Gratitude sends off a signal of appreciation, which brings to you more to be thankful for. Begin with whatever is in this moment that you can be sincerely grateful for.

After I was homeless and while I was still experiencing poverty, I began this exercise by holding a pencil and being grateful for it. Once I truly experienced gratitude, it shifted my energy vibe so I could then experience more to be grateful for. Today I have much to be thankful for – from houses to cars to collectible guitars – but it all began with a pencil.

Look around and ask yourself what you are grateful for right now. Then get into that feeling.

7.DO WHAT YOU LOVE

There's no sense in working at something you hate. If you are currently at a job you don't like, find a way to enjoy it for the time you are there while working towards doing your passion. Following your passion is the greatest secret of all when it comes to attracting wealth.

Everyone from Donny Deutsch to Bill Gates to little ole me agree that passion (combined with the other steps above) is your ticket to financial freedom. Even when I worked for oil companies back in Houston and didn't like my work, I found ways to do what I loved. I wrote my first book on my lunch hours. I spoke on weekends and sold my book in the back of the room. Over time, doing what I love became my life. And today it's my moment by moment wonder.

Ask yourself what you would do even if you were never paid. That's a clue to what you should be doing and of course finding a way to be paid for it. You can attract more money from love.

FINALLY, EXPECT SUCCESS.

The mindset of expectation – expecting that you are now attracting money and playfully looking around, asking “*I wonder how big money will come to me today?*” – will keep your brain turned on to seek and find opportunities. You of course then have to take *fearless* action when you see them.

GO FOR IT!



THE RICHEST MAN IN THE WORLD

THE RICHEST man in all the world lives over in Happy Valley.

He is rich in values that endure, in things he cannot lose — things that provide him with contentment, sound health, peace of mind and harmony within his soul.

Here is an inventory of his riches and how he acquired them:

I found happiness by helping others to find it.

I found sound health by living temperately and eating only the food my body requires to maintain itself.

I am free from all causes and effects of fear and worry.

I hate no man, envy no man, but love and respect all mankind.

I am engaged in a labor of love with which I mix play generously; therefore, I never grow tired.

I pray daily, not for more riches, but for more vision to recognize, the abundance of riches I already possess.

I speak no name save only to honor it, and I slander no man for any cause whatsoever.

I ask no favors of anyone except the privilege of sharing my blessings with all who desire them.

I am on good terms with my conscience, therefore, it guides me accurately in everything I do.

I have no enemies because I injure no man. Rather, I try to help everyone with whom I come in contact.

I have more material wealth than I need because I am free from greed and can use constructively what I have while I live.

My wealth comes from those whom I have benefited by sharing my blessings.

ANITA ROBYN CLIFFORD



COMMERCIAL FINANCE CONSULTANT

*"In life we all make mistakes, even the best of us.
Remember, it's never too late to begin again.
Every second is a new beginning."*

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ANITA ROBYN CLIFFORD, OWNER OF UNLIMITED COMMERCIAL FINANCING GROUP, LLC, and a Commercial Finance Consultant providing multiple types of financing for businesses of all sizes, is a person of high spiritual energy and compassionate nature, who walks her talk, as she gives her best effort to help businesses meet their financial needs to be successful in their area of expertise.

Anita received her certification in 2002 as a Christian Financial Consultant – her true passion, to show people the way to manage their personal finances by handling their Goliath (giant) with wisdom.

She has dedicated her life in sharing with others the importance of saving, giving and striving to be debt-free, which should be a goal for everyone. She lives by the saying, “If you don’t save, you won’t have anything.” Many times has Anita been invited to speak on personal finances for Women’s Conferences, Prayer Breakfasts, and for Workshops, imparting her knowledge not only to adults, but to children as young as 10 years old as well.

In 2007, Anita was able to establish the Financial Freedom Group (FFG) in a year - offering a debt-elimination program for individuals and families. Having the desire to help people get out of their financial crisis loop, the existence of FFG is an achievement for her. She was also an Independent Consultant in a partnership with an organization that utilized sound financial strategies coupled with powerful software.

For over 15 years, she is the Financial Secretary at her local church – a ministry where she helps the treasurer with financial duties.

Her adeptness in technology also is evident as she worked as an Application Developer for the federal government, both as a government employee and as a contractor for over 25 years.

In addition to her financial literacy speaking engagements – being the President of one of her church’s dance ministries – Anita loves liturgical dancing. She is also into collecting banks of all sorts and collecting Thomas Kinkade (The Painter of Light) paintings as a hobby.

Anita currently resides in Clinton, MD with her supportive husband, Lavant, and their three lovely children Krystal, Kayla and Kaaman with their beloved pet dog, Speedy. She has been living in Prince George’s County since 1984.



A COMPASSIONATE HEART

A **LWAYS AN ENTREPRENEUR AT HEART**, I tried all avenues to find the best business that would represent me. I sold air purification units, entered multi-level marketing organizations, ran an importing-exporting business for over five years – to name a few; all were unsuccessful.

During my struggles and constant searching, I found myself having the strong desire to learn and discover more about finance and all its aspects. The craving for knowledge was so intense. I read books, listened to audio presentations, attended talks, and joined workshops on financial matters. I took courses and became a Christian Financial Counselor bearing the passion to teach people how to manage their finances and achieve financial freedom.

I studied to be a professional bookkeeper. Then I became a Quicken Specialist. I established the Freedom Financial Group to help people rise from debt. I have Stock Trading trainings. Now I am the Founder of the commercial lending business, Unlimited Commercial Financing Group, LLC (UCFG) which offers commercial financing for businesses of all kinds.

Achieving success is never easy is one thing I learned from all the opportunities I took and from the obstacles I had to conquer. One has to accept and overcome the challenges that come with it and never lose heart. Now I have found my niche, and I am doing what I love doing – helping other entrepreneurs rise above their challenges and achieve their financial goals.

***WHAT IS THE SINGLE FACTOR THAT COMES
BETWEEN MOST PEOPLE AND A CHOICE?
MONEY!***

I learned that each person has a story. Some are success stories. Others, the opposite.

The importance of their stories to them is equally important to me.

While it is true that we all want a profitable and successful business, financial gain is not the only way to achieve it. ***Doing what you love is a huge part of success.*** Providing a compassionate solution for clients that could help them get back on track gives me great pleasure. And for me, that is the true essence of success.

When you put other people's needs above yours, you have a compassionate heart.

What is the meaning of compassion? Compassion, from the dictionary, is the sympathetic concern for the sufferings or misfortunes of others. I love the Bible verse, Matthew 22:29 **"Love your neighbor as yourself."** Think about how you would like to be treated. As for me, I want to be treated with respect, kindness, forgiveness, and understanding – all essential to living a good life. Whenever someone in need seeks help and we take time to listen with empathy and compassion, all barriers are broken leading to a deeper understanding of others, reflecting a deeper understanding of ourselves. Whatever you give shall be returned to you multiplied by infinity – not the Golden rule, but that is how it works!

Expect to be treated fairly for it shall cause you to do so as well. Help all you can whenever you can. No one is insignificant. Each person you meet has something to share so do your part in that exchange of contribution. With everyone being a part of ourselves, we are to uplift one another and in so doing, improve the condition of the world.

In this light, I recommend the following compilation of iconic quotations to inspire a compassionate heart.

We become neighbors when we are willing to cross the road for one another. There is a lot of road crossing to do. We are all very busy in our own circles. We have our own people to go to and our own affairs to take care of. But if we could cross the road once in a while and pay attention to what is happening on the other side, we might indeed become neighbors.

– Henri J.M. Nouwen

Compassion is born out of the old biblical injunction
"Love the neighbor as thyself".

– George McGovern

Examine your heart often to see if it is such toward your neighbor as you would like his to be toward you were you in his place. This is the touchstone of true reason.

– Francis de Sales

The first question which the priest and the Levite asked was: "If I stop to help this man, what will happen to me?" But... the good Samaritan reversed the question: "If I do not stop to help this man, what will happen to him?"

– Martin Luther King Jr.

Business underlies everything in our national life, including our spiritual life. Witness the fact that in the Lord's Prayer, the first petition is for daily bread. No one can worship God or love his neighbor on an empty stomach.

– President Woodrow Wilson

Each time a person passes by you and you say "hello", imagine that person turning into a candle. The more positivity, love and light you reflect, the more light is mirrored your way. Sharing beautiful hellos is the quickest way to earn spiritual brownie points. You should start seeing hellos as small declarations of faith. Every time you say hello to a stranger, your heart acknowledges over and over again that we are all family.

– Suzy Kassem

If you wish to befriend someone, look for a person who loves first God then themselves. If they love God, they will be able to love their neighbor, too.

– Petar Dunov

It's likely that every day presents an opportunity for you to practice radical hospitality to someone with whom you cross paths. There is no shortage of people who could use the fit of a caring, welcoming person in their life. How awesome would it be if, in a time of need, the first thing people would say is, "I need a Christian!" If you expect to be that person, you'll be surprised at how often the opportunities come along for you to show love through radical hospitality.

– Thom Schultz

Love & Light,
Anita



YOLANDA RUSSO



ESTHETIC CONSULTANT BEAUTY ON COMMAND LLC

*"To Be Beautiful You Must Love Yourself Again.
It's Never Too Late!"*

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JOURNEY OF HOPE AND HEALING

DON'T WANT THIS PAIN TO CONTINUE, I DON'T WANT THE HEAD ON MY SHOULDERS ANYMORE... I muse, as I lie in bed with a horrible migraine and no one to comfort me or help me understand why I suffer. I get signed off by my doctor as a healthy young woman; nothing is wrong with me so I must have been making all this up. I ponder how I wanted to give up on life to free myself from this excruciating pain. I was 17 then, and after spending the whole summer in the darkest, quietest room, I made the decision that defined my future path toward hope and healing. *I asked myself these simple yet very difficult questions: How do I end the suffering? Do I stay or do I go?*

It would have been so much easier to give up, but in that moment, a beam of light pierced my mind and soul and unequivocally helped me declare war on pain and suffering. Medicine did nothing to help me. I almost believed I was imagining it all. Finally, I could take it no longer. I made a vow to myself: *I am taking this into my own hands. I will find a way. I need to free myself from the chains of pain, and when I do, I will help all others who are suffering.*

Everything changed the instant I made that promise to myself. Even though it would take many years to understand and to cure my migraines, I believe it was through this experience, that I would find the path to fulfill my purpose to help others struggling with emotional or physical pain.

For the past 30 years I've been practicing holistic healing, which helped me to understand the mechanisms that control our psyche.

I now believe stress is the worst offender causing all sorts of diseases, skin aging, and unhappiness all over the world.

I've been helping people to heal naturally since 1996. I first became a licensed massage therapist and later an esthetician. I work with women to help battle the decline of inner and outer beauty. My purpose is to empower women with the understanding that outer beauty is innately connected to inner beauty. Stress and emotional pain causes us to become unhappy and withdrawn, resulting in looking and feeling older.

Why did I lose my zest for life? Would I be happy if I just looked a little younger?

Our physical appearance is the first thing people see when we meet them. It is important that we decide to be comfortable about our appearance no matter what it may be. Many women won't smile and they avoid eye contact because they lack confidence in their looks. This attitude causes unhappiness in those around us. Positivity is the energy we need in today's world. When you begin to place yourself in the hands of a beautiful principle in which you appreciate who you are – faith in yourself strengthens – and you have the power to influence others with good vibrations of love and acceptance, and everyone wins. Let's help the planet, which begins with your immediate world, by transmitting good thoughts and feelings.

Here is my suggestion: Exercise your eyes and lips. Start making eye contact and pay attention to what others are saying. You'll smile more and look better and appear more confident in the process. The drooping of the corners of your mouth is directly related to lack of smiling. Find something to laugh about and repeat it as often as you can, even if you have to pretend.

Would I really feel better if I looked younger?

Many admit they feel old when they come face-to-face with aging. Our physical appearance has very little to do with our DNA.

Scientists studied heredity versus lifestyle and found that genetics play a very small part in our appearance – about 30% – the remaining 70% is linked to lifestyle and our daily environment. So, let's not blame Mother Nature and take personal responsibility to look at life from a different perspective, which, in turn will turn back "the clock".

Would people pay more attention to me if I looked younger?

The answer is unequivocally yes! Your social life is directly related to the attitude you project.

When you are feeling younger and more attractive, everything in life flows. You don't really want to go out when you don't look or feel good, do you?

Research shows that when you make eye contact with people with whom you are speaking, you radiate confidence, and people tend to remember more of what you say. That will translate into more success, a lot more connections, sales, and money in your professional life. People gravitate toward positive people.

Is there an elixir of youth that can really work?

Recent polls show that 1 out of 5 baby boomers either have had something done to enhance their appearance or will in the very near future. No one wants to look their age anymore.

Cosmetic companies that put out the celebrity-endorsed products use those statistics in their marketing strategies. You might already be part of their campaign strategy. How many creams and potions have you gotten from those infomercials? How did they work for you?

The truth is no cream can help you look younger. Creams are designed to be used as a tool to maintain the health of your skin. To truly maintain a younger appearance, your facial muscles must be energized, and only you can help to stimulate them. Begin living with more passion, and live as if every day were your last day on this planet. Give it your all. Enjoy all. Continue to be a giver, but you must learn how to receive.

Mastering the ability to receive is difficult for most women, including me. We need to learn to accept gifts and accept love and attention. And that calls up a profound lesson I learned from a client who I enjoyed helping for almost two years. She was in college at the time and was on a heavy dose of medication to curb her migraines. I worked with her for 6 months, and her doctor reduced her medications. Another 6 months and we got it down to bare minimum. Her migraines had been caused by stress, just like mine. I completely understood what she was experiencing, having gone through that myself in the past. I had to find a way to help her and teach her how to overcome her pain.

I taught her to dig deep into her soul for answers that might be holding her back from relaxing her brain. I helped her to be more confident and showed her methods of breathing to reset the nervous system when most needed. One day she came into my office with a big box and attempted to give it to me as a thank-you. I immediately said *No, I can't accept gifts, thank you.* Of course that was not something she wanted to hear. She decided to stay and talk with me and used the same format I taught her to follow in her life.

She said, *"It is selfish to give and not to receive. All this time I was asking for help and you were there for me, unconditionally. You did this from your heart because it made you happy to offer your time and your wisdom so that I can live a normal life. And now it's my turn, I want to be happy by giving you a token of my appreciation. I want to give you this from my heart.*

And that is the least I can do, having graduated from college as an honor student, and moving on to the next stage of my life knowing everything I need to know about my migraines and how to control the pain.”

So yes, I certainly did not want to be selfish, and I accepted her gift with a smile. This marked my incredible transformation from being a giver to allowing myself to receive. Now I hope to help others understand this phenomenon and open up their souls to receiving more love, attention, and the marvelous gifts of the world.

BEAUTY ON COMMAND METHOD

Beauty and great looks can be a blessing. You may be rewarded with more opportunities in life, make more money, and have more confidence as a result of physical attractiveness. On the other hand it can be a curse, pushing people to go to extremes and develop unhealthy obsessions such as eating disorders or dangerous plastic surgeries.

Since the beginning of time we have known that each cell in our bodies, except for brain cells, has a finite life span. Our body has the wisdom to rebuild itself entirely every 7 years. And that means we get to enjoy total body transformation, and we get to choose our future look on our terms!

The intention behind the creation of the **Beauty On Command** Method was to help those who are searching for solutions to help themselves – those who are willing to play an active role in the process of renewing and reversing skin aging. Beauty On Command stimulates the circulation in the skin and the muscles of the face and supplies energy to the new cells, thus keeping the skin strong and vibrant. It gives women another choice when it comes to face lifting. This completely safe and natural solution is for those who love and respect their body and are not willing to injure it on the quest to looking years younger.

I believe that the first step to looking younger is stress reduction.

As a wellness professional I recommend my clients practice daily meditation. Stress has the ability to damage and destroy our cells in a matter of days, making the skin look sallow and expressionless. I regularly get a similar type of client in my clinic: one who declares she looks bad but doesn't realize she is responsible for that. She holds her breath and forgets that oxygen is life. After just 60 minutes spent with me using the techniques the Beauty On Command Method delivers, her face transforms as if the 'veil' was lifted off her face. I believe relaxation is the key to good health and good looks.

The **Beauty On Command** phenomenon came to me during the beginning of my professional life in 2003 when I owned a full-scale spa. I saw many clients who came to experience our body scrubs, massages, zero-gravity relaxation treatments, as well as facials.

What fascinated me was seeing how the faces transformed after each one of these treatments. I wanted to research that and record what I saw. After 6 months I came to a conclusion: The more prepared a person is before a treatment, the better he or she looks and feels after. This internal study answered the one question everyone asks: *How do I relax on my own? I can't seem to stop my brain.*

At that time, color therapy was just coming to the market, and I brought color therapy into my spa with the intention of helping clients relax. It was extremely pleasant to sit in the room as it flooded with lights slowly moving in and out to show the whole spectrum of colors of the rainbow. Eventually, though, I realized that was nice but not enough. I then added meditative music as a background and that did exactly what I had hoped for. Exposure to the color and meditative music allowed me to take clients to a place where they became 'free.'

That is how the concept of **Beauty On Command** was created. I realized we can look and feel beautiful whenever we want to and wherever we want to. It is all in our control. And with that knowledge, I am ready to teach others how to apply this concept to their own lives.

Today a lot of people live on auto-pilot: they get to work without knowing how they got there, and they follow the daily routine without paying any attention to details. This mere fact of not being in the present moment deprives people of the peace and happiness they deserve. I believe there are many ways that anyone can learn how to become more balanced. The first and most important way is to clear the mind and get rid of the thoughts that weigh you down. Second is morning meditation and practicing daily gratitude by setting intentions for the day to come.

First thing upon awakening before any negative thoughts surface, breathe deeply, and fill your mind with positive affirmations. Make them part of your morning routine. Say them often in the car, at work, while looking in the mirror, or any time that you are feeling hurried and stressed out. Allow your mind to fill with beautiful thoughts. Create your own phrase or repeat this simple affirmation with love and gratitude. Allow your mind to be neutral.

**MAY I BE IN PEACE TODAY,
MAY MY FAMILY BE IN PEACE,
MAY MY ADVERSARIES BE IN PEACE.**

Beauty begins with loving the self. When we love and appreciate ourselves we become open to a happier and more meaningful life. Smile and go on and have a great day!

The Beauty On Command Method offers help not only for your skin but for your mind and body and will teach you how to start living with purpose and gratitude.

My goal is to help 1 million women let Beauty On Command transform their life and make them look younger naturally. But I can't do this alone. So this year, 2017, begins my journey reaching out to other skin-care professionals and spa owners with the Beauty On Command System so that they too can help and transform people's lives.

I am now asking the universe and those who come across this chapter to help me spread the message of hope so that I can help more women look and feel younger again. I believe when women are cheerful and happy, everyone is uplifted. Our planet needs happy and vibrant energy, so I encourage you to become that magnetic being and expand the impact you make on this world by transforming yourself first.

Be well, be happy and make a difference.



**I BELIEVE in the supreme worth of the individual
and in the right to life, liberty, and the pursuit of happiness.**

**I believe every right implies a responsibility; every opportunity,
an obligation; every possession, a duty.**

**I believe the law was made for people, and not people for the law;
that government is the servant of the people and not their master.**

**I believe in dignity of labor, whether with heart or hand; the world owes
no person a living but owes every person an opportunity to make a living.**

I believe truth and justice are fundamental to an enduring social order.

**I believe in the sacredness of a promise, that a person's word be as good as
one's bond; that character – not wealth or position – is of supreme worth.**

I believe the rendering of useful service is the common duty of humankind.

I believe in the greatness of the human soul set free.

**I believe in an all-wise and all-loving God, named by whatever name,
and that the individual's highest fulfillment, greatest happiness,
and widest usefulness are found living in harmony with His will.**

**I believe that love is the greatest thing in the world; and that it alone can
overcome hate; that right can and will triumph over might.**

— John D. Rockefeller, Jr.

LIZBETH RAHIMI



**MANAGER/OWNER
GUSSINI STORES**

*"You were given this life because
you are strong enough to live it.
Never give up."*

3100 14th St., NW
Washington, DC 20010

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Lizbethiman7@yahoo.com

LIZBETH RAHIMI WAS BORN OF A MILITARY FAMILY IN MEXICO CITY.

Lizbeth travelled extensively between Mexico and the United States due to her father's leadership position. Travelling exposed her to the parallel realities of life in two different worlds: city vs. rural living in the most powerful country on earth vs. those of a developing nation. Witnessing the wide socio-economic gap in her own country is one thing; discovering the difference between two neighboring countries: Mexico and the USA, is another.

"We are all created equal. Money or power doesn't make you a better person; your character and actions do," her parents always reminded her. Seeing her parents share meals with soldiers and domestic workers as they sat alongside high-ranking military officials, ambassadors, and politicians reflected her parent's virtues of equality, justice, and honesty which molded Lizbeth's character and life vision.

It was during her father's appointment as a military attaché at the Mexican Embassy in Washington DC that she met her husband, Abdul Rahim Rahimi, a war refugee. His family arrived in the USA a year earlier when his native country, Afghanistan, was devastated by the Soviet invasion. Penniless, homeless, orphaned, Rahim's family lost everything in the war. Despite the language barrier –they did not speak English – he and his eight brothers became very successful American businessmen. Lizbeth and Rahim met in high school and seven years later, they married. Now, they have four beautiful daughters.

Since then, Lizbeth's influence in the family business grew. She learned the ropes and put all her efforts into helping make their business thrive. Today, she manages their Gussini stores in the Washington Metropolitan area, is involved in setting up their online business, while counting her blessings every day, feeling grateful that she and her family through hard work, perseverance, and love for this country, have realized the American Dream.



LIVING THE AMERICAN DREAM

MY FIRST EXPERIENCE AND RECOLLECTION OF THE USA WAS IN CALIFORNIA AS A YOUNG CHILD ON A VACATION WITH MY FAMILY. My father was stationed in Tijuana and we used to cross the border every weekend. In my eyes, wide with wonder at all the sights and sounds, America was so fascinating, strikingly very different from Mexico. The sight of numerous people from different countries of origin amazed me. Diversity in a child's eyes made America beautiful, enchanting, and unique. It dazzled me with wonder. I came to see America as the home of my dreams, a magical, beautiful wonderland.

As a teenager, I had the opportunity to experience life in the USA – not as a tourist, but as a resident. It allowed me to see and encounter the greatness of this nation, giving me a different perspective.

At school, I met many other children who came from different parts of the world to America. To my surprise and horror, I met kids of my age who experienced extremely excruciating circumstances – stories which I learned from history class, or from reading the news paper, or from watching television, stories which I heard of but never believed could happen. My new friends were children of war, had lost everything, had seen family and friends being killed, had seen their homes get destroyed. They endured hunger, pain, cold, and the atrocities of war. Nevertheless, they survived. Resilient and hopeful, America gave them a chance to start over again. The new life in a new country was not easy for them. I witnessed their struggles. Yet they were so grateful that America offered a place of refuge and hope.

Life for all of us is a journey fraught with mountains of circumstances that at times seem unsurmountable; with frightening tests that challenge us along the way. But with faith and courage we carve out our path to reach the light; with love of country, and respect for each other's right to liberty and the pursuit of happiness as our guide.

I often thought of the words of Thomas Wolfe: "So then, to every man and woman a chance, to every person regardless of their place of birth, a shining golden opportunity, the right to live, to work, to be free, and to become whatever thing their vision can combine to realize the promise of America."

I can attest to the fact that America has the magic to transform the souls of those who have faced the darkest of adversity and propel them to blossom from the wounds from which they once bled. Nowhere else in this vast world is this possible. Yes, I can attest to this fact personally, because my husband and his family are vivid examples. And today, we achieved and live the American Dream.

TO ME, THE AMERICAN DREAM GOES FAR BEYOND THE SYMBOL OF THE HOUSE WITH THE WHITE PICKET FENCE. IT IS MUCH MORE PROFOUND. The American Dream is the ability to gather a shattered soul and help it dream again, the ability to rise from the ashes of despair and create a new life – a life where your children can have a good education. I have seen the pronounced effect of an educated mind. I was able to witness the transformation of my daughters' mindset from preschool to college, from being children to adulthood, reaching for and reaching their full potential. A great privilege that not many girls around the world today can enjoy.

TO ME, THE AMERICAN DREAM SYMBOLIZES THE ABILITY TO SEE ONESELF, TO PRACTICE ONE'S BELIEFS OPENLY, WITHOUT THE THREAT OF DISCRIMINATION, TO BE ABLE TO COEXIST WITH PEOPLE OF DIFFERENT FAITHS, CULTURES, AND IDEOLOGIES. The American Dream is Democracy. It is the ability to elect our government, to live in a civil society where the rule of law prevails where we can hold our political representatives accountable for the decisions they make. Cultural Pluralism, Multiculturalism, Salad Bowl, Tapestry, Melting Pot.

TO ME, AMERICA IS LIKE AN ORCHESTRA WHERE THERE ARE MANY DIFFERENT INSTRUMENTS, EACH ONE PLAYING A DIFFERENT CHORD, A DIFFERENT RHYTHM, A DIFFERENT NOTE, YET, ALL OF THEM, TOGETHER, CREATE A BEAUTIFUL SYMPHONY THAT CRIES TO THE UNISON: "WE ARE ONE, WE ARE ONE, WE ARE ONE." One nation under God, undivided.

Think about it. If each person were concerned with making his or her own world happy, maybe universal peace and brotherhood wouldn't be so far off after all. As extensions of each other we are tasked with finding a way to enrich not only our own lives, but the lives of others.

Together, let us walk into the future, respecting each other, and setting an example to the rest of the world, that America is, and always will be a light that shines for all who seek freedom, opportunity, and equality in the world.

This is a choice that's entirely the responsibility of each individual. We all have the potential to be instruments of the highest good for all concerned and to be miracle workers in our own lives. Always remember that your heart – your truth – will never lead you astray and will guide your way. I thank God every day as I have found strength and much courage through my faith. With the love of God I am able to live each day joyously to the fullest. I am grateful for the fulfillment of dreams and aspirations, and most important the LOVE of family and friends.



CELESTINE NEBANYAMUKONG



**DSP & AFFILIATE
FOREVER LIVING PRODUCTS**

*"Happiness comes from within.
It is achieved if the mind & body are healthy"*

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CELESTINE NEBANYAMUKONG IS AN INSPIRING MAN OF DEEP AND ABIDING FAITH WHO, WHEN CONFRONTED BY ADVERSITY EARLY IN HIS LIFE, RESPONDED WITH COURAGE AND COMPASSION FOR OTHERS.

Born and raised in Southern Cameroon of Africa, bilingual in English and French, Celestine dreamt of building a new life in America. To meet the professional requirements of the US State Department's Diversity Immigrant Visa Program, he studied and became a Certified Hotel Desk Clerk.

In 2008, Celestine suddenly suffered a debilitating health condition that rendered him almost paralyzed. Walking was only possible on crutches, his pain so intense he was literally in agony. Placed on anti-inflammatory medications to help numb the pain, he experienced tremendous side effects and little improvement in his condition.

Searching for alternative treatments, he found a local Forever Living Affiliate who introduced him to products Celestine would credit assisted his recovery: when he arrived in America in 2009 he was totally able to walk without crutches.

After his experience, Celestine's empathy for people suffering from disabilities deepened. He left his hotel career to train as a Direct Support Professional (DSP), in the Washington DC area. He became a devoted Advocate for the mentally and physically challenged, assisting their daily activities and integration into their communities. *"Unless you are able to put yourself into their shoes you wouldn't understand what they are going through."*

While remaining a devoted DSP, he felt obligated to share his life changing experience with Forever Living products. He became an Affiliate and while sharing his message he began building a foundation of financial security empowering individuals with the real opportunity to realize their own personal and financial goals.



HEALTH & WEALTH

AM ESPECIALLY THANKFUL FOR THE OPPORTUNITY TO REACH OUT AND SHARE MY STORY, AND INVITE YOU ON A WONDERFUL *JOURNEY OF SUCCESS TO A MORE HEALTHY AND PROSPEROUS LIFESTYLE.*

Every day I am inspired and motivated by the company that made such a difference in my life. This made it easy for me to 'go for it' and commit to giving my best as an Affiliate of a world-wide network of health-conscious peers, led by people at the helm who I totally trust.

This is a very caring and sharing organization. Rex Maughan, Founder of Forever Living, is a visionary who dedicated his life to fostering health and wellness through natural products rich in essential minerals and nutrients essential for optimal health and well-being.

Yes, we cannot “legally” claim the products promote health, nor that they treat or cure disease. But, I can share my own personal story – and there is absolutely no question the products played an enormous role in my journey back to health and well-being – at a time when it was hard to believe an answer existed. Today, I am more optimistic about the future than ever before.

I learned the truth that **“Health is Wealth,”** and as an Affiliate of Forever Living, **“Health and Wealth”** can be synonymous. While spreading my true story in service of others, I am reaching my own personal and financial goals.

I began as an Affiliate with the passion and purpose of a true believer. Everybody I came in contact with became a potential client. First, I shared my story, the products, and the financial opportunity, with the people closest to me – my relationship network of friends, family, and loved ones – the ones most likely to feel the effects of my entrepreneurial zeal.

And once they came on board, and experienced all the benefits of the products, and became exposed to the opportunity to create personal wealth, they began doing the same.

To keep fanning the flame of enthusiasm, once you reach a certain level of success, your commitment grows even stronger with “Forever Global Rallies” held at beautiful luxury destinations all over the world. Once there, we share new products, attend impactful trainings, receive recognition and awards, and meet and mingle with inspiring, motivating, empowering people from over 150 countries!

Impressive also is that Forever Living Products, LLC, partners with Forever Giving, a charitable organization, “Make A Difference” by providing funds, facilities, and education to help fight against poverty, hunger, and donates medical supplies, for impoverished children all over the world.

Forever Giving Foundation also supports relief efforts in response to natural disasters in areas where Forever Living Products, LLC., business owners operate, and in our donor communities. Forever Giving prides itself on providing transparency, so you can feel confident donating to our foundation, knowing that 100% of the funds will reach those in need.

Forever Living is about helping others, it’s about teamwork, positive attitudes and surrounding ourselves with people who have the same passion, ambition and commitment to health and prosperity worldwide.

Even though I will always serve as an Advocate for my beloved disabled community, I am dedicated to the purpose of enriching the lives of as many people I am fortunate enough to reach. I can do that by sharing my story, and continue working on opportunities to enhance the lives of others. As I work toward the fulfillment of that purpose, the rewards will come.

JOIN US FOR THE ADVENTURE OF A LIFETIME!



A reputation for keeping your word is unlimited collateral. It brings with it the understanding that what you say you mean, and what you say will be done, and nobody even asks how, so certain are they of the inevitable outcome. It is a high standard of living that permits no convenient lapse of purpose or no easy withdrawal of commitment. Truth is the freehold on life that allows perfect ease of movement, unencumbered by the necessity for pretext, and the person who is comfortable with the truth and who finds joy in being true to oneself has no problem in extending that truth to include one's relationships with others. When truth is the only alternative allowed, it becomes a way of life. It then follows that the word of a truthful person is more than a promise ~ it is a principle.

GEORGE R. ADAMS, ESQ



**FREEMASON 33° A.A.S.R. GRAND CROSS
LAWYER, SPIRITUAL ENTREPRENEUR**

*“Enlightenment leads to Self Mastery...
It is the comprehension
of the unity of all dualities.”*

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GEORGE ADAMS IS A FOUNDING CO-PARTNER OF ADAMS, BURTON AND MOAWAD, PC, A WASHINGTON, DC, MARYLAND AND VIRGINIA LAW FIRM, SPECIALIZING IN PERSONAL AND BUSINESS LITIGATION AND IMMIGRATION LAW. Adams attended the University of Colorado on a full athletic scholarship. In 2008, he was awarded the designation of a Colorado University "Living Legend" in football and college wrestling. Adams earned a BA degree, University of Colorado, a Juris Doctor degree, Creighton University School of Law, an MBA Degree, Loyola College of Baltimore, an ABA Graduate Trust Degree at Northwestern University. He is a Fellow of the Esperti-Peterson Institute's Global Center for Wealth Strategies Planning.

Adams has served as Vice President and Trust Officer of Riggs National Bank, President of Chevy Chase Securities, President of Chevy Chase Insurance, Vice President and Trust Officer of Chevy Chase Trust Group and President of Exeter Trust, an investment advisory firm in Bethesda, MD. Adams is President of the Kermit Scragg Foundation and Chairman of the Investment Committee of the Supreme Court Historical Society.

Previously, Adams served two terms as President of the American Cancer Society, DC Division. Adams is a 33rd Freemason, Grand Cross, Past Grand Master of the Grand Lodge of the District of Columbia, Provincial Grand Marischal of the Royal Order of Scotland U.S.A., and Past Deputy of the Supreme Council A.A.S.R. Adams was initiated into Kriya Yoga in 1964 by Swami Premananda 33^o of India and is an ordained minister of The Self Revelation Church of Absolute Monism in Washington, D.C.

Adams is in demand as a speaker on Philosophy, Yoga, Symbolism, Freemasonry and Meditation and as author of the books, Inner Journey to the East and Mystic Christmas.

Adams is married to Charlotte (Charlie) Adams and has two daughters, Dr. Michelle M. Adams, a neuroscientist at Bilkent University, Ankara Turkey and Devi Adea, an entrepreneur, author, and life coach.

THE QUEST FOR THE TRUTH ABOUT TRUTH

IF THIS ARTICLE HAS CAUGHT YOUR EYE, IT MAY BE THAT YOU ARE SEARCHING FOR ANSWERS TO THE DEEPER QUESTIONS OF LIFE; OR YOU MAY BE TRYING TO RECONCILE YOUR RELIGION WITH THAT OF YOUR GLOBAL NEIGHBOR; OR YOU MAY BE ONE OF THOSE SPECIAL PEOPLE WHO IS READY TO TAKE YOUR LIFE TO A NEW LEVEL OF CONSCIOUSNESS; OR YOU MAY JUST BE INTELLECTUALLY CURIOUS.

Whatever your motive, our lives have intersected and for the next few pages we walk together in our search for more light, our quest for the Truth about Truth.

The Truth that is the subject of this Article is a different type of truth from that of the courtroom or whether a fact pattern is true. The Truth described in this Article is the truth of Reality, the truth about the nature of God, the universe and us. The ancients referred to this Truth as “Ekam Sat”, “that which is real.” The Truth of which we speak is that Reality that both transcends and permeates all, the Source of all that exists. It is the Truth about Truth.

Today our species stands on the cusp of a new 21st century world, a world of accelerated technology, whose boundaries are blurred by exciting advances in every field of endeavor including among many others, the internet, intelligent robots, self driving cars, microbiology, and space exploration. In addition to these exciting advances, we are bombarded by such tragedies such as the horrors of 9/11, beheadings and other despicable acts of horror, greed, materiality and the law of survival of the fittest.

There is another side to this ledger. Great men and women such as Gandhi, Mother Teresa, Martin Luther King, Nelson Mandela, Malala Yousafzai, Saint Francis and many others have shown us by their example another dimension to humanity.

Yet the question persists...can one find happiness and contentment in such a dual world and fulfill his or her spiritual purpose? Must one retreat from the world to grow spiritually or should one forsake his or her spiritual goals and peace of mind in exchange for a materialistic promise of health, wealth and material comfort?

OUR INNER AND OUTER LIFE

Our life journey has an outer and inner purpose. The outer purpose belongs to the horizontal dimension of space, time and causality; the inner purpose concerns a deepening of our Inner Being in the vertical dimension of the timeless. Our outer journey can contain a million steps, our inner journey but one. Both are deeply imbedded in the Source of our Being, the ground of the one, infinite, eternal reality from which you and I and the outer world is projected.

Like the incoming tide, humanity is slowly progressing from the imperfect to the perfect, from the gross to the subtle, from ignorance to love and wisdom, from darkness to light.

In the outer world humanity is advancing at an unparalleled pace on the shoulders of such luminaries as Socrates, Aristotle, Descartes. Galileo, Newton, Einstein, Heisenberg, and in our modern times such spiritual entrepreneurs as Steven Jobs, Elon Musk and many others.

In the inner world, souls like Jesus, Gandhi, Buddha, the Dalai Lama, Malala Yousafzai, Martin Luther King, Nelson Mendala, Rabindranath Tagore, Henry David Thoreau Swami Vivekananda, among many others are examples of the higher level of humanity's evolution to which mankind aspires. These souls have shown us by their example what it means to be enlightened.

ENLIGHTENMENT AND SELF MASTERY

Enlightenment is the soul's natural state of oneness with Truth, or whatever you label your Higher Self. Enlightenment is the consciousness of the indestructible, immeasurable, eternal, immortal you. It is your true nature beyond name and form. It is the realization of the Truth about Truth.

Enlightenment is the realization that you are an immortal soul, What is the soul? God in me is my soul. God in you is your soul. Soul is the divinity of God within the consciousness of man.

This soul has been described through history as the "Trinity of God." In Hinduism it is "Consciousness, Existence, Bliss." In Christianity it is "Father, Son and Holy Spirit." To the Ancient Greeks, it was "Truth, Good. Beauty and to the Freemasons it is "Wisdom, Strength and Beauty."

Enlightenment leads to self mastery, a state of wholeness with the outer manifested world as well as the inner world of one's deepest self. Enlightenment is not one among many, but one without a second. Enlightenment is not an altered state of consciousness because it can't be altered. Neither is enlightenment a dazzling display of psychic phenomena or paranormal powers. Enlightenment is the realization of the Truth of Being amid becoming. It is the comprehension of the unity of all dualities.

How do we attain enlightenment? Enlightenment comes from the realm of the soul. That means that to attain enlightenment one must go beyond mind to the soul. Jesus Christ tells us the "Kingdom of God is within." Mohammed tells us, "Allah is the light of the heavens and the earth". Within the consciousness of man are many states of consciousness including the final ground of consciousness where we are one with the "Father in Heaven" the formless, infinite indestructible, pure consciousness of the God.

ENLIGHTENMENT IS NOT ACHIEVED IT IS DISCOVERED

Enlightenment cannot be achieved, it is discovered. Newton did not create the law of gravity, he discovered it. To receive our divine inheritance of enlightenment, we must first be aware that it exists.

Enlightenment is a spiritual awakening. This awakening to our Higher Self comes to us in many ways. It may occur through the medium of an enlightened master, a triggering event in our life, or quietly in our meditation. It may be discovered in the science laboratory or in another totally unexpected manner. The point is that the awakening to its existence will come!

Enlightenment comes to us with the grace of God. "If you ask for bread, you will not be given stones." Seek and you shall find. Knock and it shall be opened unto you. A universal intelligence provides everything you need every step of the way.

Once awakened, our spiritual task is to bring our soul into full manifestation. The acquisition of Truth is much like growing a plant. If you plant a seed, you don't dig it up every day to see how it is growing. Rather you plant it, nourish it with water, weed it, fertilizer it and in its season it will fulfill its "dharma", its nature. It will grow and unfold as an expression of the beauty and perfection of its inner nature. In the words of the blessed Nazarene: *"Let your light shine that our Father which is in heaven may be glorified."*



*There is a new wave of environmental consumers
I like to call 'Pocketbook Environmentalists'.*

*They're going green primarily
because it makes good financial sense,
but the fact that it benefits
their families' health and the environment
also makes them feel good.*

— Lynn Jurich

Forbes Woman to Watch

H. DAVE TAGHIPOUR



FOUNDER/DESIGNER
ALL ECO DESIGN CENTER

*“Be the change you wish
to see in the world.”*

— Gandhi

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H. DAVE TAGHIPOUR, THE CHARISMATIC FOUNDER OF THE ALL ECO DESIGN CENTER, IS A MAN ON A MISSION. Together with a team of professional architects, designers, and craftsmen they offer affordable and sustainable all-green solutions for you and your family to live better and healthier lives at home or in the workplace.

Dave, a knowledgeable visionary, whose passion for the planet, strong sense of artistic design, and dedication to *“doing it right”* for his clients, is recognized by environmentally-conscious consumers as one of the leaders of the green industry throughout MD, DC, and VA. Honored as one of the first 20 companies in Montgomery County designated “Green Business Certified”, Dave, a member of the Green Wheaton Executive Board, volunteers at local charities, and participates in a mentoring program for aspiring young entrepreneurs from local schools and the University of Maryland.

Dave was 7 when his family emigrated from Iran. The Revolution of 1979 followed by the Iraq-Iran war in 1980 changed their destiny forever. Leaving behind very successful careers, Dave’s parents packed the few suit cases they could carry and brought Dave and his sister to America. Great determination to provide a better life, Dave’s father eventually became a real estate investor and builder of rehab homes in our Nation’s Capitol. Dave grew up in the design/build industry with his father and continues to work very closely with his family.

Dave is determined to make *“doing it right”* easy and fun for everyone who is considering improving their home. Dave created the All Eco Design Center with the concept of respecting each other and our planet – which embodies everything they do. *“That’s the greatness of this country”,* Dave said, *“although you can’t choose where you were born, here in America, you can choose to do and be whatever you want, and that’s what makes this incredible country the best in the world.”*

Dave’s lovely sister, Dela, is a Doctor at Howard University Hospital, and is pursuing her dream of hospital management.



DOING IT RIGHT

I AM EXTREMELY FORTUNATE AND GRATEFUL EVERY DAY FOR THE OPPORTUNITIES AND FREEDOM WE ENJOY TODAY IN THIS GREAT NATION OF OURS. Inspired by the resilience and determination of my family, following my inner passion for combining my business mind, artistic heart, and “green” soul, I strive to offer services that help change things for the better. By following my passion and founding the *All Eco Design Center*, I am closer to realizing those dreams than ever before.

I vividly recall the challenges that came with emigrating at an early age. I was transferred to four different schools in the first two years we were in America, all before I could speak or write a full sentence in English. However, I persevered, remembering that we left a nation overcome with war where memories of bombs and planes overhead were inseparable from my memories of kicking around soccer balls and having dinner with my grandparents.

My journey was full of challenges, but I have a deep appreciation for everything it taught me. I watched my father, once at the pinnacle of Iranian society, busing tables when we first arrived in America, to support our family. I saw my kind and caring mother, once a revered Judge, adjusting to a new country and a new way of life, respecting all people, and instilling in my sister and myself the responsibility to do our best, so one day we would be productive citizens in the country we now called home.

Gradually, my sister and I learned to thrive in an unfamiliar environment. I participated in sports and was considered a star soccer and basketball player. When I grew a little older I joined the new family business, *Speedy Signs*, and helped improve and grow the company. During this time, I would go on to earn a Business Degree from the University of Maryland.

Step by step my reputation and business grew based on my philosophy: *"To make people's lives better, you have to respect them, know them, and treat them with care. To do that, you need to listen to them, and work with them; that leads to understanding."* That life philosophy became the hallmark my health/ environmentally conscious clients expected and received.

I am active through outreach programs and many sponsorships including an intern mentoring program for over 10 years from local schools and the University of Maryland. Community outreach and volunteering at local charities are an important part of my giving back and appreciation. Moreover, I do not just want to help the community, my dream is to one day help the world by providing things such as fresh water to underprivileged people across the globe.

I am of the belief that where you were born or what used to be, is irrelevant and all that matters today is how we act and how we impact each other. I do my small part by making a difference and doing things with good intentions and respect for others. As I continue my education to "clear the air", and tackling the challenges of tomorrow; I am guided by the principle of *"doing it right,"* not once a week or once a year but every day.

Over the years working with thousands of small businesses throughout our metropolitan area, I gained much knowledge within the construction and remodeling world and with commitment and determination to do it right for each other and our precious planet, I founded the *All Eco Design Center*, bringing the vision of sustainable building and remodeling to serve the public, making it easy and fun to go green!

YOUR FAMILY HOME

Our health and the health of our families are priceless and our indoor air quality is vital when considering the improvement of our homes.

According to the EPA, "Our indoor environment is two to five times more toxic than our outdoor environment, and in some cases, the air measurements indoors have been found to be 100 times more polluted."

The International Agency for Research on Cancer and the World Health Organization have concluded that “80% of all cancers are attributed to environmental rather than genetic factors, including exposure to carcinogenic chemicals, many of which are found in household cleaning products.”

Our use of zero-VOC paints, cabinetry that meets the highest standards of indoor air quality, countertops that are made of recycled content are safe for food preparation without any sealants and the list goes on as it relates to every detail when creating your new space.

Your home is typically your biggest asset, so it makes sense to invest in it wisely. The most fascinating thing about going green is that it captures two of the most important things that most people care about: your family's health, and your money. And, there is a wonderful third reason for going green --- it is better for the planet.

COMMERCIAL PROJECTS

The Commercial Division at *All Eco Design Center* has been entrusted to work on construction projects of all sizes and scope throughout the Washington DC, Maryland and Virginia area. Our knowledge of sustainable materials combined with our experience makes us the preferred resource in the industry. Whether our client's needs are full-scale ground-up development or a simple interior remodeling, we have the greatest team of experts to make sure that every project is handled with the highest standard of quality and excellence.

VISIT OUR ALL GREEN SHOWROOM

We are dedicated to helping everyone go green! Every home and business with the desire to be more environmentally friendly while reducing their carbon footprint, needs resources to help make it happen. Let us be your go-to resource for all things eco-friendly and offer a unique and stylish array of products rarely found in the average showroom, fit for every style and budget.

THINK GREEN

It is important for each of us, who cares about our planet as well as the health and well-being of others, to do our part and start adopting green practices in our daily lives, as well as encourage others around us to do the same. *And, that is net, a force for good.*

You can count on us to keep your best interests at heart. We believe in business done right. We believe that honesty and respect are the most crucial elements of any relationship, especially when it comes to our customers. We're willing to put in the extra effort to go from good to extraordinary. No hassle, no tricks, just friendly, efficient service as we transform your house into a gorgeously green home. But don't take my word for it, read our excellent reviews on www.allecocenter.com

Every day I feel more grateful for being a part of the green community, and for the freedom this country provides for all of us who share the entrepreneurial spirit to live our dreams in a positive and purposeful way.

That's the greatness of this country. Although you can't choose where you were born, here in America, you can choose to do and be whatever you want, and that's what makes this incredible country the best in the world.

LOVE, RESPECT, AND PEACE TO US ALL.



**GREAT AMERICAN
THOUGHTS
ON THE BUSINESS OF LIFE**

*You are the books you read,
the movies you watch,
the music you listen to,
the people you spend time with,
the conversations you engage in
Choose wisely what you feed your mind.*

— The Minds Journal.com

ANSEL ADAMS

1902 - 1984

AMERICAN LANDSCAPE PHOTOGRAPHER



LIFE IS YOUR ART. An open, aware heart is your camera. A oneness with your world is your film. Your bright eyes and easy smile is your museum.

It is horrifying that we have to fight our own government to save the environment.

A true photograph need not be explained, nor can it be contained in words.

There are always two people in every picture; the photographer and the viewer.

To photograph truthfully and effectively is to see beneath the surfaces and record the qualities of nature and humanity which live or are latent in all things.

No person has the right to dictate what other people should perceive, create or produce, but all should be encouraged to reveal themselves, their perceptions and emotions, and to build confidence in the creative spirit.

When words become unclear, I shall focus with photographs. When images become inadequate, I shall be content with silence.

There are no rules for good photographs, there are only good photographs.

Yosemite Valley, to me, is always a sunrise, a glitter of green and golden wonder in a vast edifice of stone and space.

Ask yourself, "Why am I seeing and feeling this? How am I growing? What am I learning?" Remember: Every coincidence is potentially meaningful. How high your awareness level is determines how much meaning you get from your world. Photography can teach you to improve your awareness level.

THE ONLY THINGS IN MY LIFE that compatibly exist with this grand universe are the creative works of the human spirit.

I HOPE THAT MY WORK WILL ENCOURAGE self expression in others and stimulate the search for beauty and creative excitement in the great world around us.

MICHAEL BECKWITH

BORN 1956

FOUNDER AGAPE INTERNATIONAL SPIRITUAL CENTER



ENERGY FLOWS where attention goes!

WHO AM I, and where am I going? You are the answer to this question. You are here to ask the question, and to be the answer.

THIS IS A FEELING UNIVERSE. If you just intellectually believe something, but you have no corresponding feeling underneath that, you don't necessarily have enough power to manifest what you want in your life. You have to feel it!

YOU CAN BEGIN TO SHAPE your own destiny by the attitude that you keep.

YOU CAN START WITH NOTHING. And out of nothing, and out of no way, a way will be made.

CREATION IS ALWAYS HAPPENING. Every time an individual has a thought, or a prolonged, chronic way of thinking, they're in the creation process. Something is going to manifest out of those thoughts.

THE BEAUTIFUL THING about the law of attraction is that you can begin where you are, and you can begin to think "real thinking", and you can begin to generate within yourself a feeling tone of harmony and happiness. The law will begin to respond to that.

I BELIEVE THAT YOU'RE GREAT, that there's something magnificent about you. Regardless of what has happened to you in your life, regardless of how young or how old you think you might be, the moment you begin to think properly, this something that is within you, this power within you that's greater than the world, it will begin to emerge. It will take over your life. It will feed you, it will clothe you, it will guide you, protect you, direct you, sustain your very existence. If you let it! Now that is what I know, for sure.

JEFF BEZOS

BORN 1964

FOUNDER/CEO AMAZON.COM



I'M GOING TO DO THIS CRAZY THING. I'm going to start this company selling books online.

WE SEE OUR CUSTOMERS AS INVITED GUESTS to a party, and we are the hosts. It's our job every day to make every important aspect of the customer experience a little bit better.

THINGS NEVER GO SMOOTHLY.

IF YOU'RE NOT STUBBORN, you'll give up on experiments too soon. And if you're not flexible, you'll pound your head against the wall and you won't see a different solution to a problem you're trying to solve.

IF I HAD A NICKEL for every time a potential investor told me this wouldn't work.

I WANT TO SEE GOOD FINANCIAL RETURNS, but also to me there's the extra psychic return of having my creativity and technological vision bear fruit and change the world in a positive way.

IF YOU'RE COMPETITOR-FOCUSED, you have to wait until there is a competitor doing something. Being customer-focused allows you to be more pioneering.

THERE'LL ALWAYS BE SERENDIPITY involved in discovery.

IF YOU NEVER WANT TO BE CRITICIZED, for goodness' sake don't do anything new.

LIFE'S TOO SHORT TO HANG OUT with people who aren't resourceful.

YOU CAN HAVE THE BEST TECHNOLOGY, you can have the best business model, but if the storytelling isn't amazing, it won't matter. Nobody will watch.

I STRONGLY BELIEVE that missionaries make better products. They care more. For a missionary, it's not just about the business. There has to be a business, and the business has to make sense, but that's not why you do it. You do it because you have something meaningful that motivates you.

WARREN BUFFETT

BORN 1930

CEO BERKSHIRE HATHAWAY, PHILANTHROPIST



WHY NOT INVEST YOUR ASSETS in the companies you really like? As Mae West said, “Too much of a good thing can be wonderful”.

SOMEONE’S SITTING IN THE SHADE today because someone planted a tree a long time ago.

THE SMARTER THE JOURNALISTS ARE, the better off society is. For to a degree, people read the press to inform themselves-and the better the teacher, the better the student body.

RISK IS A PART OF GOD’S GAME, alike for men and nations.

I ALWAYS KNEW I WAS GOING TO BE RICH. I don’t think I ever doubted it for a minute.

I DON’T LOOK TO JUMP OVER 7-FOOT BARS: I look around for 1-foot bars that I can step over.

IT’S BETTER TO HANG OUT with people better than you. Pick out associates whose behavior is better than yours and you’ll drift in that direction.

YOU ONLY HAVE TO DO A VERY FEW THINGS right in your life so long as you don’t do too many things wrong.

YOU DO THINGS when the opportunities come along. I’ve had periods in my life when I’ve had a bundle of ideas come along, and I’ve had long dry spells. If I get an idea next week, I’ll do something. If not, I won’t do a damn thing.

YOUR PREMIUM BRAND had better be delivering something special, or it’s not going to get the business.

OF THE BILLIONAIRES I have known, money just brings out the basic traits in them. If they were jerks before they had money, they are simply jerks with a billion dollars.

TIM COOK

BORN 1960

CEO, APPLE



THE SIDELINES ARE NOT where you want to live your life. The world needs you in the arena.

WE PAVE THE SUNLIT PATH toward justice together, brick by brick. This is my brick.

LIFE IS FRAGILE. WE'RE NOT GUARANTEED A TOMORROW so give it everything you've got.

I PERSONALLY ADMIRE STEVE not most for what he did, or what he said, but for what he stood for. The largest lesson I learned from steve was that the joy in life is in the journey, and I saw him live this every day.

WE CARE ABOUT EVERY WORKER in our worldwide supply chain... What we will not do — and never have done — is stand still or turn a blind eye to problems in our supply chain. On this you have my word.

I DON'T CONSIDER MYSELF AN ACTIVIST, but I realize how much I've benefited from the sacrifice of others. So if hearing that the ceo of apple is gay can help someone struggling to come to terms with who he or she is, or bring comfort to anyone who feels alone, or inspire people to insist on their equality, then it's worth the trade-off with my own privacy.

IT'S ABOUT FINDING YOUR VALUES, and committing to them. It's about finding your north star. It's about making choices. Some are easy. Some are hard. And some will make you question everything

IT'S BEEN TOUGH AND UNCOMFORTABLE AT TIMES, but it has given me the confidence to be myself, to follow my own path, and to rise above adversity and bigotry. It's also given me the skin of a rhinoceros, which comes in handy when you're the CEO of Apple.

STEPHEN COVEY

1932 — 2012

EDUCATOR, AUTHOR, KEYNOTE SPEAKER



FIND YOUR VOICE and inspire others to find theirs.

LISTEN WITH THE INTENT to understand, not the intent to reply.

BE A LIGHT, NOT A JUDGE. Be a model, not a critic.

WHEN YOU REALLY LISTEN to another person from their point of view, and reflect back to them that understanding, it's like giving them emotional oxygen.

JUST AS WE DEVELOP our physical muscles through overcoming opposition — such as lifting weights — we develop our character muscles by overcoming challenges and adversity.

WHEN YOU SHOW DEEP EMPATHY TOWARD OTHERS, their defensive energy goes down, and positive energy replaces it. That's when you can get more creative in solving problems.

EVERY HUMAN HAS FOUR ENDOWMENTS — self-awareness, conscience, independent will and creative imagination. These give us the ultimate human freedom... The power to choose, to respond, to change.

IF WE KEEP DOING WHAT WE'RE DOING, we're going to keep getting what we're getting.

EVERY TIME YOU THINK THE PROBLEM IS 'OUT THERE,' that very thought is the problem.

TO RETAIN THOSE WHO ARE PRESENT, be loyal to those who are absent.

TRUST IS THE GLUE OF LIFE. It's the most essential ingredient in effective communication. It's the foundational principle that holds all relationships. When the trust account is high, communication is easy, instant, and effective.

MOST PEOPLE DO NOT LISTEN with the intent to understand; they listen with the intent to reply.

THE MAIN THING is to keep the main thing the main thing.

MOST OF US SPEND TOO MUCH TIME ON WHAT IS URGENT and not enough time on what is important.

MARK CUBAN

BORN 1958

BUSINESS LEADER, OWNER, DALLAS MAVERICKS



I WORKED HARD AND SMARTER than most people in the businesses I have been in.

WHAT I'VE LEARNED is that if you really want to be successful at something, you'll find that you put the time in. You won't just ask somebody if it's a good idea, you'll go figure out if it's a good idea.

WORK like there is someone working 24 hours a day to take it all away from you.

DON'T START A COMPANY unless it's an obsession and something you love. If you have an exit strategy, it's not an obsession.

IF YOU'RE PREPARED and you know what it takes, it's not a risk. You just have to figure out how to get there. There is always a way to get there.

WHEN YOU'VE GOT 10,000 PEOPLE trying to do the same thing, why would you want to be number 10,001?

IT IS SO MUCH EASIER TO BE NICE, to be respectful, to put yourself in your customers' shoes and try to understand how you might help them before they ask for help, than it is to try to mend a broken customer relationship.

I STILL WORK HARD to know my business. I'm continuously looking for ways to improve all my companies, and I'm always selling. Always.

I CREATE OFFBEAT ADVICE; I don't follow it. I rarely take third-party advice on my investments.

WHAT I DO KNOW, at least what I think I have learned from my experiences in business, is that when there is a rush for everyone to do the same thing, it becomes more difficult to do. Not easier. Harder.

JACK DORSEY

BORN 1976

CEO & FOUNDER, SQUARE,

CREATOR & CO-FOUNDER TWITTER



THERE'S AN ENTIRE UNIVERSE in every single tweet, and it all really depends on the content as far as how it's going to spread.

SUCCESS IS NEVER ACCIDENTAL.

YOU DON'T HAVE TO START FROM SCRATCH to have a massive impact on the world. You have to have a good idea. You have to convince other people of those good ideas. And you have to push as quickly as possible."

AN IDEA THAT CAN CHANGE the course of the company can come from anywhere.

MAKE EVERY DETAIL PERFECT, and limit the number of details to perfect.

IT'S EMPOWERING to be asked to look at what's possible, not told how to do it.

IT'S REALLY COMPLEX to make something simple.

I LOVE MAKING SOMETHING COMPLEX. I love taking everything away, taking all the debris, the conceptual debris from a technology away so that you can just focus on what's most important.

EXPECT THE UNEXPECTED. And whenever possible, be the unexpected.

THE STRONGEST THING you can cultivate as an entrepreneur is to not rely on luck but cultivating an ability to recognize fortunate situations when they are occurring.

A FOUNDER IS NOT A JOB, it's a role, it's an attitude. And it's something that can happen again, and again, and again. In fact it has to happen, again and again and again. Otherwise we would not move forward.

I'M LESS INTERESTED IN HOW people are following each other and more interested in how they are following topics and tweets themselves. People are following more key words and concepts and more ideas and acting on those rather than individuals or organizations.

WAYNE DYER

BORN 1940 – 2015

AUTHOR, SPEAKER, PHILOSOPHER



GO FOR IT NOW. The future belongs to no one.

MIRACLES COME IN MOMENTS. Be ready and willing.

PRACTICE BEING THE KIND OF PERSON you wish to attract.

BEGIN TO SEE YOURSELF as a soul with a body rather than a body with a soul.

HERE IS AN AFFIRMATION FOR TODAY: I feel passionately about my life, and this passion fills me with excitement and energy!

IT'S NEVER CROWDED along the extra mile.

IF YOU CHANGE THE WAY YOU LOOK AT THINGS, the things you look at change.

ABUNDANCE IS NOT SOMETHING WE ACQUIRE. It is something we tune into.

HOW PEOPLE TREAT YOU IS THEIR KARMA; how you react is yours.

WHEN YOU JUDGE ANOTHER, you do not define them, you define yourself.

SELF-WORTH COMES FROM one thing – thinking that you are worthy.

BE MISERABLE. Or motivate yourself. Whatever has to be done, it's always your choice.

CONFLICT CANNOT SURVIVE without your participation.

YOU CANNOT BE LONELY if you like the person you're alone with.

THE HIGHEST FORM OF IGNORANCE is when you reject something you don't know anything about.

DOING WHAT YOU LOVE is the cornerstone of having abundance in your life.

THE MORE YOU SEE YOURSELF as what you'd like to become, and act as if what you want is already there, the more you'll activate those dormant forces that will collaborate to transform your dream into your reality.

PASSION IS A FEELING THAT TELLS YOU: this is the right thing to do. Nothing can stand in my way. It doesn't matter what anyone else says. This feeling is so good that it cannot be ignored. I'm going to follow my bliss and act upon this glorious sensation of joy.

BOB DYLAN

BORN 1941

POET - SINGER - SONGWRITER -MUSICIAN



TIMES THEY ARE A CHANGIN’

YOU DON’T NEED A WEATHER MAN to know which way the wind blows.

SOME PEOPLE FEEL THE RAIN. Others just get wet.

WHEN YOU FEEL IN YOUR GUT what you are and then dynamically pursue it — don’t back down and don’t give up — then you’re going to mystify a lot of folks.

DON’T CRITICIZE WHAT YOU CAN’T UNDERSTAND.

GONNA CHANGE MY WAY OF THINKING, make myself a different set of rules. Gonna put my good foot forward and stop being influenced by fools.

I DEFINE NOTHING. Not beauty, not patriotism. I take each thing as it is, without prior rules about what it should be.

PEOPLE seldom do what they believe in. They do what is convenient, then repent.

BEHIND EVERY BEAUTIFUL THING, there’s some kind of pain.

I’LL LET YOU BE IN MY DREAMS if I can be in yours.

A MAN IS A SUCCESS if he gets up in the morning and gets to bed at night, and in between he does what he wants to do.

SOMETIMES IT’S NOT ENOUGH to know what things mean, sometimes you have to know what things don’t mean.

DESTINY is a feeling you have that you know something about yourself nobody else does. The picture you have in your own mind of what you’re about WILL COME TRUE.

MAY GOD BLESS AND KEEP YOU ALWAYS, May your wishes all come true, May you always do for others, And let others do for you. May you build a ladder to the stars. And climb on every rung, May you stay forever young.

ALBERT EINSTEIN

1879 – 1955

FATHER OF MODERN PHYSICS



THE MOST BEAUTIFUL THING we can experience is the mysterious. It is the source of all true art and science.

THE DIFFERENCE BETWEEN stupidity and genius is that genius has its limits.

LOGIC WILL GET YOU FROM A TO B. Imagination will take you everywhere.

PUT YOUR HAND ON A HOT STOVE for a minute and it seems like an hour. Sit with that special girl for hour and it seems like a minute. That's relativity.

NOTHING WILL BENEFIT HUMAN HEALTH and increase the chances for survival of life on Earth as much as the evolution to a vegetarian diet.

ONE CANNOT HELP but be in awe when he contemplates the mysteries of eternity, of life, of the marvelous structure of reality. It is enough if one tries merely to comprehend a little of this mystery every day. Never lose a holy curiosity.

WE CANNOT SOLVE OUR PROBLEMS WITH THE SAME THINKING we used when we created them.

INSANITY: DOING THE SAME THING OVER AND OVER AGAIN and expecting different results.

LIFE IS LIKE RIDING A BICYCLE. To keep your balance, you must keep moving.

LEARN FROM YESTERDAY, live for today, hope for tomorrow. The important thing is not to stop questioning.

BEAR IN MIND THAT THE WONDERFUL THINGS you learn in your schools are the work of many generations, produced by enthusiastic effort and infinite labor in every country of the world. All this is put into your hands as your inheritance in order that you may receive it, honor it, add to it, and one day faithfully hand it to your children. Thus do we mortals achieve immortality in the permanent things which we create in common.

WILLIAM HENRY “BILL” GATES III

BORN 1955

CO/FOUNDER MICROSOFT, PHILANTHROPIST



TO WIN BIG, you sometimes have to take big risks.

AS WE LOOK AHEAD INTO THE NEXT CENTURY, leaders will be those who empower others.

I REALLY HAD A LOT OF DREAMS when I was a kid, and I think a great deal of that grew out of the fact that I had a chance to read a lot.

IF YOU ARE BORN POOR its not your mistake, but if you die poor its your mistake.

BUSINESS PEOPLE NEED TO SHAKE OFF the notion that information is hard to get.

THIS IS A FANTASTIC TIME to be entering the business world, because business is going to change more in the next ten years than it has in the last fifty.

BE NICE TO NERDS. Chances are you'll end up working for one.

DAD, THE NEXT TIME SOMEBODY ASKS YOU IF YOU'RE THE REAL BILL GATES, I hope you say “yes”. I hope you tell them that you're all the things the other one strives to be.

THE INTERNET is becoming the town square for the global village of tomorrow.

I THINK IT'S FAIR TO SAY that personal computers have become the most empowering tool we've ever created. They're tools of communication, they're tools of creativity, and they can be shaped by their user.

IT'S FINE TO CELEBRATE SUCCESS but it is more important to heed the lessons of failure.

I'M A GREAT BELIEVER THAT ANY TOOL that enhances communication has profound effects in terms of how people can learn from each other, and how they can achieve the kind of freedoms that they're interested in.

Success is a lousy teacher. It seduces smart people into thinking they can't lose.

STEPHEN HAWKING

BORN 1942

THEORETICAL PHYSICIST



INTELLIGENCE IS THE ABILITY TO ADAPT TO CHANGE.

LOOK UP AT THE STARS and not down at your feet. Try to make sense of what you see, and wonder about what makes the universe exist. Be curious.

MY ADVICE TO OTHER DISABLED PEOPLE would be, concentrate on things your disability doesn't prevent you doing well, and don't regret the things it interferes with. Don't be disabled in spirit as well as physically.

I HAVE NOTICED EVEN PEOPLE WHO CLAIM EVERYTHING is predestined, and that we can do nothing to change it, look before they cross the road.

LIFE WOULD BE TRAGIC IF IT WEREN'T FUNNY.

I AM JUST A CHILD WHO HAS NEVER GROWN UP. I still keep asking these 'how' and 'why' questions. ccasionally, I find an answer.

PEOPLE WON'T HAVE TIME FOR YOU if you are always angry or complaining.

WORK GIVES YOU MEANING and purpose and life is empty without it.

SCIENCE IS not only a disciple of reason but, also, one of romance and passion.

BEFORE WE UNDERSTAND SCIENCE, it is natural to believe that God created the universe.

IN MY OPINION, there is no aspect of reality beyond the reach of the human mind.

HOWEVER DIFFICULT LIFE MAY SEEM, there is always something you can do and succeed at.

MY GOAL IS SIMPLE. It is a complete understanding of the universe, why it is as it is and why it exists at all.

I BELIEVE EVERYONE SHOULD HAVE A BROAD PICTURE of how the universe operates and our place in it. It is a basic human desire. And it also puts our worries in perspective.

THE PAST, LIKE THE FUTURE, is indefinite and exists only as a spectrum of possibilities.

NAPOLEON HILL

BORN 1883 – 1970

GREAT-GRANDFATHER OF SELF-HELP LITERATURE



WHAT THE MIND CAN CONCEIVE and believe, it can achieve.

MORE GOLD HAD BEEN MINED from the mind than the earth itself.

DON'T WAIT. The time will never be just right.

CHERISH YOUR VISIONS and your dreams as they are the children of your soul, the blueprints of your ultimate achievements.

THINK TWICE BEFORE YOU SPEAK, because your words and influence will plant the seed of either success or failure in the mind of another.

THERE IS ONE QUALITY WHICH ONE must possess to win, and that is definiteness of purpose, the knowledge of what one wants, and a burning desire to possess it.

EVERY ADVERSITY, every failure, every heartache carries with it the seed of an equal or greater benefit.

FIRST COMES THOUGHT; then organization of that thought, into ideas and plans; then transformation of those plans into reality. The beginning, as you will observe, is in your imagination.

THE MASTERMIND PRINCIPLE consists of an alliance of two or more minds working in perfect harmony for the attainment of a common definite objective.

WHEN YOUR DESIRES ARE STRONG ENOUGH, you will appear to possess superhuman powers to achieve.

THE STARTING POINT OF ALL ACHIEVEMENT IS DESIRE. Keep this constantly in mind. Weak desire brings weak results. Set your mind on a definite goal and observe how quickly the world stands aside to let you pass.

TO WIN THE BIG STAKES in this changed world, you must catch the spirit of the great pioneers of the past, whose dreams have given to civilization all that it has of value, the spirit that serves as the life-blood of our own country – your opportunity and mine, to develop and market our talents.

STEVE JOBS

1955-2011

CO-FOUNDER APPLE COMPUTERS



THINGS DON'T HAVE TO CHANGE THE WORLD to be important.

I'M CONVINCED THAT ABOUT HALF of what separates the successful entrepreneurs from the non-successful ones is pure perseverance.

SOMETIMES life is going to hit you over the head with a brick. Don't lose faith.

WHEN YOU'RE A CARPENTER making a beautiful chest of drawers, you're not going to use a piece of plywood on the back, even though it faces the wall and nobody will see it. You'll know it's there, so you're going to use a beautiful piece of wood on the back. For you to sleep well at night, the aesthetic, the quality, has to be carried all the way through.

IF YOU REALLY LOOK CLOSELY, most overnight successes took a long time.

YOU'VE BAKED A REALLY LOVELY CAKE, but then you've used dog shit for frosting. Details matter, it's worth waiting to get it right.

THE HEAVINESS OF BEING SUCCESSFUL was replaced by the lightness of being a beginner again — less sure about everything. It freed me to enter one of the most creative periods of my life.

YOUR WORK IS GOING TO FILL A LARGE PART OF YOUR LIFE, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do. If you haven't found it yet, keep looking. Don't settle. As with all matters of the heart, you'll know when you find it.

HERE'S TO THE CRAZY ONES — the misfits, the rebels, the troublemakers, the round pegs in the square holes. The ones who see things differently — they're not fond of rules. You can quote them, disagree with them, glorify or vilify them, but the only thing you can't do is ignore them because they change things. They push the human race forward, and while some may see them as the crazy ones, we see genius, because the ones who are crazy enough to think that they can change the world, are the ones who do.

MARTIN LUTHER KING

1929 – 1968

CLERGYMAN – CIVIC RIGHTS LEADER



LOVE IS THE ONLY FORCE capable of transforming an enemy into a friend.

FAITH IS TAKING THE FIRST STEP even when you don't see the whole staircase.

THE ART OF APPRECIATION is the art of making someone who has just done you a small favor wish that he might have done you a greater one.

THE ULTIMATE MEASURE of a man is not where he stands in moments of comfort and convenience, but where he stands at times of challenge and controversy.

THAT OLD LAW ABOUT 'an eye for an eye' leaves everybody blind.

IF A MAN IS CALLED TO BE a street sweeper, he should sweep streets as Michelangelo painted, or Beethoven composed music, or Shakespeare wrote poetry. He should sweep streets so well that all the hosts of heaven and earth will pause to say, here lived a great street sweeper who did his job well.

DARKNESS CANNOT DRIVE OUT DARKNESS; only light can do that. Hate cannot drive out hate; only love can do that.

I REFUSE TO ACCEPT THE VIEW THAT MANKIND is so tragically bound to the starless midnight of racism and war that the bright daybreak of peace and brotherhood can never become a reality... I believe that unarmed truth and unconditional love will have the final word.

IN THE END, WE WILL REMEMBER NOT the words of our enemies, but the silence of our friends.

I JUST WANT TO DO GOD'S WILL. And he's allowed me to go to the mountain. And I've looked over, and I've seen the Promised Land! I may not get there with you, but I want you to know tonight that we as a people will get to the Promised Land.

OMID KORDESTANI

BORN 1963

EXECUTIVE CHAIRMAN, TWITTER



IN LIFE YOU MAKE THE SMALL DECISIONS with your head and the big decisions with your heart.

I'M A HUGE BELIEVER IN FOLLOWING YOUR INTUITION and the power of that little voice inside of you.

YOU HAVE GOT TO BUILD IT FIRST, IF THE USERS COME, then you'll figure out how to monetize it.

IT'S RARE YOU GET TO BE at a company with an amazing business that's also transforming the world.

CERTAINTY IS A MOVING TARGET. Our first few steps won't be perfect. They never are; but missteps are not missteps at all. They are opportunities for learning a new perspective.

DON'T BE DEFINED OR LIMITED by the steps you have taken in life or the degree you've chosen. Don't worry that you have no idea what to do next. Don't get so married to that idea that you miss your 'aha' moments. Get started.

BE VERY HONEST WITH YOURSELF. Listen to your gut. Take risks. Be positive. Don't be afraid of mistakes. Keep learning and growing. Consider input from all sources. But, in the end, it has to feel right. It has to fit.

OUR DEMOCRATIC INSTITUTIONS WILL PREVAIL. They are bigger than any one person in position of power, temporarily!

FROM IMMIGRATING TO THE US WITH MY MOTHER - to my career - to my life being richer - I give thanks to amazing women!

YOU'LL MAKE GOOD DECISIONS if you follow your passion and don't base your decisions on money.

THINK LIKE AN IMMIGRANT. Don't let anybody tell you that there's some obstacle that you can't overcome or some dream that you cannot realize. Believe in your immigrant roots, embrace and nurture that edge.

JAMES LEBRON

BORN 1984

PRO BASKETBALL STAR, BUSINESSMAN, PHILANTHROPIST



I'M GOING TO USE ALL MY TOOLS, my God-given ability, and make the best life I can with it.

BASKETBALL IS MY PASSION, I love it. But my family and friends mean everything to me. That's what's important. I need my phone so I can keep in contact with them at all times.

MY MOM AND I HAVE ALWAYS BEEN THERE FOR EACH OTHER. We had some tough times, but she was always there for me. When I was 5, some financial things happened, and we moved seven times in a year. We moved from apartment to apartment, sometimes living with friends. My mom would always say, 'Don't get comfortable, because we may not be here long.'

I THINK THE REASON WHY I am who I am today is because I went through those tough times when I was younger.

I DO HAVE MOTIVATION. A lot of motivation. Now, being a parent, I go home and see my son and I forget about any mistake I ever made or the reason I'm upset. I get home and my son is smiling or he comes running to me. It has just made me grow as an individual and grow as a man.

ALL YOUR LIFE YOU ARE TOLD THE THINGS YOU CANNOT DO. All your life they will say you're not good enough or strong enough or talented enough. They will say you're the wrong height or the wrong weight or the wrong type to be this or achieve that. They will tell you no a thousand times. until all the no's become meaningless. And you will tell them YES.

ABRAHAM MASLOW

1908-1970

FOUNDER, HUMANISTIC PSYCHOLOGY



WHAT IS NECESSARY TO CHANGE a person is to change his awareness of himself.

IF THE ONLY TOOL YOU HAVE IS A HAMMER, you tend to treat everything as if it were a nail.

THE ABILITY TO BE IN THE PRESENT MOMENT is a major component of mental wellness.

WE FEAR TO KNOW THE FEARSOME and unsavory aspects of ourselves, but we fear even more to know the godlike in ourselves.

THE STORY OF THE HUMAN RACE is the story of men and women selling themselves short.

IF I WERE DROPPED OUT OF A PLANE into the ocean and told the nearest land was a thousand miles away, I'd still swim. And I'd despise the one who gave up.

THE WAY TO RECOVER THE MEANING OF LIFE and the worthwhileness of life is to recover the power of experience, to have impulse voices from within, and to be able to hear these impulse voices from within — and make the point: This can be done.

A MUSICIAN MUST MAKE MUSIC, an artist must paint, a poet must write, if he is to be ultimately at peace with himself.

IF YOU PLAN ON BEING ANYTHING LESS than you are capable of being, you will probably be unhappy all the days of your life.

THE FACT IS THAT PEOPLE ARE GOOD. Give people affection and security, and they will give affection and be secure in their feelings and their behavior.

THE SELF-ACTUALIZED PERSON must find in his life those qualities that make his living rich and rewarding. He must find meaningfulness, self-sufficiency, effortless-ness, playfulness, richness, simplicity, completion, necessity, perfection, individuality, beauty, and truth.

JOHN MAXWELL

BORN 1947

LEADERSHIP EXPERT, AUTHOR, SPEAKER, COACH



ENCOURAGEMENT IS OXYGEN FOR THE SOUL.

IF YOUR HABITS DON'T LINE UP with your dream, then you need to either change your habits or change your dream.

REMEMBER, MAN DOES NOT LIVE ON BREAD ALONE: sometimes he needs a little buttering up.

LEADERS MUST BE CLOSE ENOUGH TO RELATE TO OTHERS, but far enough ahead to motivate them.

A MAN MUST BE BIG ENOUGH to admit his mistakes, smart enough to profit from them, and strong enough to correct them.

THE GREATEST MISTAKE WE MAKE is living in constant fear that we will make one.

YOU WILL NEVER CHANGE YOUR LIFE until you change something you do daily. The secret of your success is found in your daily routine.

A WORD OF ENCOURAGEMENT from a teacher to a child can change a life. A word of encouragement from a spouse can save a marriage. A word of encouragement from a leader can inspire a person to reach her potential.

IF YOU ARE A LEADER, you should never forget that everyone needs encouragement. And everyone who receives it - young or old, successful or less-than-successful, unknown or famous - is changed by it.

WHEN YOU FACE DISCOURAGEMENT, you can do one of two things, and the one you choose will color your perspective. You can look at others to place the blame, or you can look at yourself to discover your opportunities. The choice is yours.

EVERY TIME YOU MAKE A MISTAKE, don't bring up everything that's wrong with yourself; tell yourself that you're paying the price for growth and that you will learn to do better next time. Every positive thing you can say to yourself will help.

LIN-MANUEL MIRANDA

BORN 1980

PLAYWRITER, COMPOSER, WRITER,
CREATED AND STARRED IN "HAMILTON"



EVERYDAY HAS THE POTENTIAL TO BE THE GREATEST DAY OF YOUR LIFE.

LOVE IS LOVE, cannot be killed or swept aside.

WITH EVERY WORD, I DROP KNOWLEDGE. I'm a diamond in the rough, a shiny piece of coal trying to reach my goal.

I TRY TO LET MY DECISIONS BE GUIDED not by what I think will succeed or fail, but what I'm going to learn from that process.

I'M PAST PATIENTLY WAITIN', I'm passionately smashin' every expectation, every action's an act of creation.

THE DISTANCE BETWEEN WHERE I AM AND WHERE I WANT TO BE seems impossibly large.

I THINK YOU BALANCE THE THINGS you've been dying to do all your life. And the opportunities that come along, that you didn't maybe think of, that are so amazing, that you'd kick yourself if you didn't try to be a part of them.

IF YOU'RE THINKING ABOUT THE IDEA in the shower. If you're thinking about the idea while you're walking your dog, there's probably something to it.

IF HAMILTON WERE ON TWITTER, he would have been a worse over-sharer than me.

WE'VE HAD CHARACTERS LIKE TRUMP IN AMERICAN POLITICS FOREVER, characters who trade on xenophobia.

ED KOCH ONCE SAID that New York City is where immigrants come to audition for America. That's what happened to my parents; that's what happened to me.

I GREW UP IN AN IMMIGRANT NEIGHBORHOOD. We just knew the rule was you're going to have to work twice as hard.

WHAT'S INCREDIBLE ABOUT 'HAMILTON,' and the reason you can't get a ticket, is because everyone's responding to it. Everyone is seeing a bit of themselves in it.

INDRA NOOYI

BORN 1955

CEO PEPSI COMPANY



I GREW UP IN A HINDU HOUSEHOLD but went to a Roman Catholic school. I grew up with parents who made us dream that we could be anyone that we wanted to be.

AN IMPORTANT ATTRIBUTE OF SUCCESS IS TO BE YOURSELF. Never hide what makes you, you.

TAKE A STAND. Be known for your courage and confidence.

WOMEN HELPING EACH OTHER – coaching, mentoring, and providing tips – is a great way for us to be our own force.

THE GLASS CEILING WILL GO AWAY when women help other women break through that ceiling.

MY FATHER WAS AN ABSOLUTELY WONDERFUL HUMAN BEING. From him I learned to always assume positive intent. Whatever anybody says or does, assume positive intent.

AS A LEADER, I AM TOUGH ON MYSELF AND I RAISE THE STANDARD for everybody; however, I am very caring because I want people to excel at what they are doing so that they can aspire to be me in the future.

I PICK UP THE DETAILS THAT DRIVE THE ORGANIZATION INSANE. But sweating the details is more important than anything else.

I'M VERY HONEST – BRUTALLY HONEST. I always look at things from their point of view as well as mine. And I know when to walk away.

THERE IS NOTHING LIKE A CONCRETE LIFE PLAN to weigh you down. Because if you always have one eye on some future goal, you stop paying attention the job at hand, miss opportunities that might arise, and stay fixedly on one path, even when a better, newer course might have opened up.

AT THE END OF THE DAY, don't forget that you're a person.

PIERRE OMIKYAR

BORN 1967

FOUNDER, E—BAY



I STARTED EBAY AS AN EXPERIMENT, AS A SIDE HOBBY BASICALLY, WHILE I HAD MY DAY JOB.

THE REAL VALUE AND THE REAL POWER AT EBAY IS THE COMMUNITY. It's the buyers and sellers coming together and forming a marketplace.

PEOPLE WERE DOING BUSINESS WITH ONE ANOTHER through the Internet already, through bulletin boards. But on the Web, we could make it interactive, we could create an auction, we could create a real marketplace. And that's really what triggered my imagination, if you will, and that's what I did.

WE HAVE TECHNOLOGY, FINALLY, THAT FOR THE FIRST TIME in human history allows people to really maintain rich connections with much larger numbers of people.

YOU'LL FAIL AT SOME THINGS — that's a learning experience that you need so that you can take that on to the next experience. What you learn from those challenges and those failures are what will get you past the next ones...I was the pretty consistent bull and the cheerleader on eBay actually.

WHAT WE SAY HERE EVERY DAY is that our success is really based on our members' success, our community's success. We've created an infrastructure and laid some basic ground rules to create this marketplace.

BE AN ENZYME — A CATALYST FOR CHANGE. As a slogan, I don't know if that's ever going to be right up there with Ich Bin Ein Berliner, or "I Have A Dream," but there's a lot of truth to it.

I WANT PEOPLE TO BE ENTREPRENEURS, but I want them to do it for the right reasons, because they think they can change the world, because they think they have got something of value to give to the world. Not because they think they can make a lot of money.

CHRISTOPHER REEVES

1952 - 2004

ACTOR, SCREENWRITER, DISABILITY RIGHTS ADVOCATE



IF I CAN LAUGH, I CAN LIVE.

YOUR BODY IS NOT WHO YOU ARE. The mind and spirit transcend the body.

I THINK A HERO IS AN ORDINARY INDIVIDUAL who finds the strength to persevere and endure in spite of overwhelming obstacles.

WE ALL HAVE MANY MORE ABILITIES and internal resources than we know. My advice is that you don't need to break your neck to find out about them.

EITHER YOU DECIDE TO STAY IN THE SHALLOW END of the pool or you go out in the ocean.

WHAT MAKES SUPERMAN A HERO is not that he has power, but that he has the wisdom and the maturity to use the power wisely. From an acting point of view, that's how I approached the part.

I'M NOT LIVING THE LIFE I THOUGHT I WOULD LEAD, but it does have meaning, purpose. There is love... there is joy... there is laughter.

I AM A VERY LUCKY GUY. I CAN TESTIFY BEFORE CONGRESS. I can raise funds. I can raise awareness.

I HAVE TO STOP THIS CASCADE OF MEMORIES, or at least take them out of their drawer only for a moment, have a brief look, and put them back. I know how to do it now: I have to take the key to acting and apply it to my life. There is no other way to survive except to be in the moment. Just as my accident and its aftermath caused me to redefine what a hero is, I've had to take a hard look at what it means to live as fully as possible in the present. How do you survive in the moment when it's bleak and painful and the past seems so seductive?

ANTHONY “TONY” ROBBINS

BORN 1960

SELF HELP AUTHOR – SPEAKER



THERE’S ALWAYS A WAY — if you’re committed.

SETTING GOALS IS THE FIRST STEP in turning the invisible into the visible.

IF YOU DO WHAT YOU’VE ALWAYS DONE, you’ll get what you’ve always gotten.

IT IS IN YOUR MOMENTS OF DECISION that your destiny is shaped.

I CHALLENGE YOU TO MAKE YOUR LIFE A MASTERPIECE. I challenge you to join the ranks of those people who live what they teach, who walk their talk.

BELIEFS HAVE THE POWER TO CREATE and the power to destroy. Human beings have the awesome ability to take any experience of their lives and create a meaning that dis-empowers them or one that can literally save their lives.

TO EFFECTIVELY COMMUNICATE, we must realize that we are all different in the way we perceive the world and use this understanding as a guide to our communication with others.

THE SECRET OF SUCCESS IS LEARNING how to use pain and pleasure instead of having pain and pleasure use you. If you do that, you’re in control of your life. If you don’t, life controls you.

IDENTIFY YOUR PROBLEMS, BUT GIVE YOUR POWER AND ENERGY TO SOLUTIONS.

YOUR PAST DOES NOT EQUAL YOUR FUTURE.

I DISCOVERED A LONG TIME AGO that if I helped enough people get what they wanted, I would always get what I wanted and I would never have to worry.

YOU SEE, IT’S NEVER THE ENVIRONMENT; it’s never the events of our lives, but the meaning we attach to the events - how we interpret them - that shapes who we are today and who we’ll become tomorrow.

JIM ROHN

1930-2009

PHILOSOPHER, AUTHOR, MOTIVATIONAL SPEAKER



DON'T WISH IT WAS EASIER, wish you were better. Don't wish for less problems, wish for more skills. Don't wish for less challenge, wish for more wisdom.

LET OTHERS LEAD SMALL LIVES, BUT NOT YOU. Let others argue over small things, but not you. Let others cry over small hurts, but not you. Let others leave their future in someone else's hands, but not you.

IF YOU ARE NOT WILLING TO RISK THE UNUSUAL, you will have to settle for the ordinary

I FOUND THAT WHEN YOU START THINKING and saying what you really want then your mind automatically shifts and pulls you in that direction. And sometimes it can be that simple, just a little twist in vocabulary that illustrates your attitude and philosophy.

OF ALL THE THINGS THAT CAN HAVE AN EFFECT ON YOUR FUTURE, I believe personal growth is the greatest. We can talk about sales growth, profit growth, asset growth, but all of this probably will not happen without personal growth.

DAYS ARE EXPENSIVE. When you spend a day you have one less day to spend. So make sure you spend each one wisely.

TAKE ADVANTAGE OF EVERY OPPORTUNITY to practice your communication skills so that when important occasions arise, you will have the gift, the style, the sharpness, the clarity, and the emotions to affect other people.

WE MUST ALL SUFFER ONE OF TWO THINGS: the pain of discipline or the pain of regret.

THE CHALLENGE OF LEADERSHIP IS TO BE STRONG, but not rude; be kind, but not weak; be bold, but not a bully; be thoughtful, but not lazy; be humble, but not timid; be proud, but not arrogant; have humor, but without folly.

SHERYL SANDBERG

BORN 1969

CEO FACEBOOK



WHAT WOULD YOU DO IF YOU WEREN'T AFRAID?

LEADERSHIP BELONGS TO THOSE WHO TAKE IT.

WE HOLD OURSELVES BACK IN WAYS BOTH BIG AND SMALL, by lacking self-confidence, by not raising our hands, and by pulling back when we should be leaning in.

IT IS THE ULTIMATE LUXURY TO COMBINE PASSION and contribution. It's also a very clear path to happiness.

WHAT I TELL EVERYONE, AND I REALLY DO FOR MYSELF IS, I have a long-run dream, which is I want to work on stuff that I think matters.

FEELING CONFIDENT — or pretending that you feel confident — is necessary to reach for opportunities. It's a cliché, but opportunities are rarely offered; they're seized.

WE CANNOT CHANGE WHAT WE ARE NOT AWARE OF, and once we are aware, we cannot help but change.

I THINK WHEN TRAGEDY OCCURS, IT PRESENTS A CHOICE. You can give in to the void, the emptiness that fills your heart, your lungs, constricts your ability to think or even breathe. Or you can try to find meaning.

I FEEL REALLY GRATEFUL TO THE PEOPLE who encouraged me and helped me develop. Nobody can succeed on their own.

WHEN YOU'RE MORE VALUABLE, the people around you will do more to make it work.

TAKING INITIATIVE PAYS OFF. It is hard to visualize someone as a leader if she is always waiting to be told what to do.

KNOWING THAT THINGS COULD BE WORSE should not stop us from trying to make them better.

BRING YOUR WHOLE SELF TO WORK. I don't believe we have a professional self Monday through Friday and a real self the rest of the time. It is all professional and it is all personal.

HOWARD SCHULTZ

Born 1953

CHAIRMAN & CEO STARBUCKS



STARBUCKS IS A GREAT AMERICAN STORY and I think it shows the entrepreneurial spirit, that the entrepreneurial opportunity in America is alive and well.

I BELIEVE LIFE IS A SERIES OF NEAR MISSES. A lot of what we ascribe to luck is not luck at all. It's seizing the day and accepting responsibility for your future. It's seeing what other people don't see and pursuing that vision.

FEAR OF FAILURE DROVE ME AT FIRST, but as I tackled each challenge, my anxiety was replaced by a growing sense of optimism. Once you overcome seemingly insurmountable obstacles, other hurdles become less daunting. Most people can achieve beyond their dreams if they insist upon it. I'd encourage everyone to dream big, lay your foundations well, absorb information like a sponge, and not be afraid to defy conventional wisdom. Just because it hasn't been done before doesn't mean you shouldn't try

SUCCESS IS NOT SUSTAINABLE if it is defined by how big you become or by growth for growth's sake. Success is very shallow if it doesn't have emotional meaning.

ENTREPRENEURS MUST LOVE WHAT THEY DO to such a degree that doing it is worth sacrifice and, at times, pain. But doing anything else, we think, would be unimaginable.

THERE ARE MOMENTS IN OUR LIVES when we summon the courage to make choices that go against reason, that go against common sense and the wise counsel of people we trust. But we lean forward, nonetheless, because, despite all risks and rational argument, we believe that the path we are choosing is the right and best thing to do.

RUSSELL SIMMONS

BORN 1957

PRODUCER, WRITER, GODFATHER TO HIPHOP



SURROUND YOURSELF WITH PEOPLE WHO ARE SMARTER THAN YOU.

I AM VERY LUCKY THAT I HAVE TALENTED and creative people around me. Also, mediation has been a very big part of my freedom, because it allows me to watch all the things going on and allows me to focus.

I TRY TO DO THINGS THAT I THINK ARE HELPFUL to the environment, to the animals, and to the planet.

THE THING ABOUT HIP-HOP is that it's from the underground, ideas from the underbelly, from people who have mostly been locked out, who have not been recognized.

I TRY TO KEEP A POSITIVE INTENTION and use whatever resources I have to benefit others. I try to create businesses that i think are not hurtful. I try to do things that i think are helpful to the environment, to the animals, and to the planet.

I TRY TO MAKE MY LIFE ABOUT SERVICE, and hope that one day we can all 'see' a little better because god is with everyone and everywhere.

IF YOU GIVE A GOOD THING TO THE WORLD, then over time your karma will be good, and you'll receive good.

THERE ARE NO FAILURES, ONLY QUITTERS.

WHEN YOU DO GOOD BY THE WORLD, THE WORLD WILL DO GOOD BY YOU.

WHEN YOU BECOME MORE MINDFUL of what you put in your body every day, that mindfulness will seep into everything you do. Instead of sleepwalking through your life, you'll be more adept at living in the present moment. And the present, as i like to say, is the only place where good things can happen to you in life.

BRUCE “THE BOSS” SPRINGSTEEN

Born 1949

MUSICIAN – SONGWRITER



TALK ABOUT A DREAM, try to make it real.

WHEN IT COMES TO LUCK, YOU MAKE YOUR OWN.

IT'S A SAD MAN MY FRIEND WHO'S LIVIN' in his own skin and can't stand the company.

I THINK THAT YOUR ENTIRE LIFE is a process of sorting out some of those early messages that you got.

YOUR SUCCESS STORY IS A BIGGER STORY than whatever you're trying to say on stage. Success makes life easier. It doesn't make living easier.

IF THEY TOLD ME I HAD TO MOP THE FLOORS and clean the toilets for the show in order to play, I probably would have done it.

I ALWAYS WANTED MY MUSIC TO INFLUENCE THE LIFE you were living emotionally — with your family, your lover, your wife, and, at a certain point, with your children.

THE FUTURE IS NOW. Roll up your sleeves and let your passion flow. The country we carry in our hearts is waiting.

AT THE END OF EVERY HARD DAY, PEOPLE FIND SOME REASON TO BELIEVE.

IF MY WORK WAS ABOUT ANYTHING, it was about the search for identity, for personal recognition, for acceptance, for communion, and for a big country. I've always felt that's why people come to my shows, because they feel that big country in their hearts.

BORN TO RUN, that expands every time we go out. It just seems to you — more of your life fills it in, fills in the story. And when we hit it every night, it's always a huge catharsis. It's fascinating to see the audience singing it back to me. It's quite wonderful, you know, to see people that intensely singing your song.

W. CLEMENT STONE

1902 - 2002

PMA PROMOTER - AUTHOR - PHILANTHROPIST



ALL I WANT TO DO IS CHANGE THE WORLD.

AIM FOR THE MOON. IF YOU MISS, YOU MAY HIT A STAR.

BE CAREFUL THE ENVIRONMENT YOU CHOOSE FOR it will shape you; be careful the friends you choose for you will become like them.

SELF-SUGGESTION MAKES YOU MASTER OF YOURSELF.

DEFINITENESS OF PURPOSE IS THE STARTING POINT OF ALL ACHIEVEMENT.

TELL EVERYONE WHAT YOU WANT TO DO and someone will want to help you do it.

EVERY GREAT MAN OR WOMAN, every successful man or woman, no matter what the field of endeavor, has known the magic that lies in these words: every adversity has the seed of an equivalent or greater benefit.

ALL PERSONAL ACHIEVEMENT STARTS in the mind of the individual. Your personal achievement starts in your mind. The first step is to know exactly what your problem, goal or desire is.

BONDAGE: SUBJECTION TO EXTERNAL INFLUENCES and internal negative thoughts and attitudes.

YOU AFFECT YOUR SUBCONSCIOUS MIND BY VERBAL REPETITION.

EVERYONE WHO ACHIEVES SUCCESS IN A GREAT VENTURE, solves each problem as they came to it. They helped themselves. And they were helped through powers known and unknown to them at the time they set out on their voyage. They kept going regardless of the obstacles they met.

THERE IS LITTLE DIFFERENCE IN PEOPLE, but that little difference makes a big difference. The little difference is attitude. The big difference is whether it is positive or negative.

THERE'S A GREAT JOY IN MY GIVING. It's thrilling. It's exhilarating. It's important to be a part of sharing. It is my love. It is my joy.

TED TURNER

BORN 1938

FOUNDER CNN, PHILANTHROPIST



LEAD, FOLLOW, OR GET OUT OF THE WAY.

EARLY TO BED, EARLY TO RISE, WORK LIKE HELL AND ADVERTISE.

I'VE GONE FROM A MAN OF WAR TO A MAN OF PEACE.

YOU SHOULD SET GOALS BEYOND YOUR REACH so you always have something to live for.

YOU CAN NEVER QUIT. WINNERS NEVER QUIT, AND QUITTERS NEVER WIN.

ALL MY LIFE PEOPLE HAVE SAID THAT I WASN'T GOING TO MAKE IT.

I SEE WHAT KEEPS PEOPLE YOUNG: WORK!

WE ARE GOING TO SURVIVE TOGETHER, or we are going to perish together.

MEN SHOULD BE DISQUALIFIED FOR PUBLIC OFFICE. Women should run the planet. They're better than us.

IF YOU'VE GOT AN INNOVATIVE IDEA, and the majority does not pooh-pooh it, then the odds are you must not have a very good idea. When people thought I was loony, it did not bother me at all. In fact, I considered that I must really be onto something.

JUST BECAUSE YOUR RATINGS ARE BIGGER DOESN'T MEAN YOU'RE BETTER.

WHEN YOU LOSE SMALL BUSINESSES, you lose big ideas. People who own their own businesses are their own bosses. They are independent thinkers. They know they can't compete by imitating the big guys; they have to innovate. So they are less obsessed with earnings than they are with ideas.

OVER A THREE YEAR PERIOD, I gave away half of what I had. To be honest, my hands shook as I signed it away. I knew I was taking myself out of the race to be the richest man in the world.

I KNOW WHAT I'M HAVING 'EM PUT ON MY TOMBSTONE: 'I have nothing more to say'.

NEIL DEGRASSE TYSON

BORN 1958

ASTROPHYSICIST, COSMOLOGIST,

TV SCIENCE COMMUNICATOR



NOT ONLY DO WE LIVE AMONG THE STARS, THE STARS LIVE WITHIN US.

WE ARE PART OF THIS UNIVERSE; we are in this universe, but perhaps more important than both of those facts, is that the universe is in us.

CURIOSLY, LIGHT-LOVING GREEN PLANTS reject the sun's green light, reflecting it back at you, which is why they look green.

THE CENTER LINE OF SCIENCE LITERACY — which not many people tell you, but I feel this strongly, and I will go to my grave making this point — is how you think.

IF YOU THINK OF FEELINGS YOU HAVE WHEN YOU ARE AWED BY SOMETHING — for example, knowing that elements in your body trace to exploded stars — I call that a spiritual reaction, speaking of awe and majesty, where words fail you.

ASTRO-EDUCATORS REMAIN BUSY UNDOING DAMAGE CAUSED BY 1973 HIT ALBUM “DARK SIDE OF THE MOON.” Nope. All sides get sunlight.

IF ALIENS DID VISIT US, I'd be embarrassed to tell them we still dig fossil fuels from the ground as a source of energy.

MORE AIR MOLECULES IN BREATH OF AIR than breaths of air in earth's atmosphere. Some air you inhale was exhaled by Cleopatra.

KNOWING WHERE YOU CAME FROM IS NO LESS IMPORTANT THAN KNOWING WHERE YOU ARE GOING.

COSMOS' AND STAR TALK ARE OCCASIONS to bring everything that I have, all of my capacity to communicate. We may go to the edge of the universe, but we're going to land right on you: in your heart, in your soul, in your mind. My goal is to have people know that they are participants in this great unfolding cosmic story.

HAMDİ ULUKAYA

BORN 1972

Founder & CEO Chobani Greek Yogurt



MOST AMERICANS DESCEND FROM THE VERY PEOPLE who built this country with their bare hands.

I'M A SHEPHERD AND I'M A WARRIOR. I come and go between those two. I'm a nomad, and nomads are the most real people. You can't pretend.

GROWING UP IN EASTERN TURKEY, I was not really involved with the family business — sheep and cow farming, yogurt and cheese making. But I think I learned from my father the unspoken business language or instincts that go back thousands of years.

I SEE SOMETHING AND IT REMINDS ME OF HOME. It could be a light, a taste, a song. It reminds me of my mother's food or sitting around the fire, of us kids playing in the snow or watching the stars.

WHAT HAPPENED WAS I SAW THIS AD FOR A YOGURT PLANT FOR SALE. It was in my junk mail pile, and I threw it into the garbage can. And then about half an hour later, with the dirt on it, I picked it up from the garbage can, and I called out of curiosity.

EVERY SMALL BUSINESS WILL GIVE YOU AN ENTREPRENEURIAL WAY of looking at things. I guarantee you that for every plant that closes, if you gave it to one small businessperson in that community, he or she would find a way to make it work. The small business attitude is you always find a way to make it work.

I AM AMAZED WITH MYSELF, TO BE HONEST WITH YOU. That joy, that discovery of self, is so powerful that it is above and beyond anything. And you wonder: If I did this, where else can it go? What kind of impact can I make? I can't end it here. I just discovered this guy. I'm not going to let him go yet.

UNKNOWN GREAT THINKERS!

BORN EVERYDAY



DEAR KARMA, I HAVE A LIST OF PEOPLE THAT YOU MISSED.

ONE OF THE GREATEST CHALLENGES IN LIFE is being yourself in a world that's trying to make you like everyone else.

IF IT DOESN'T CHALLENGE YOU, it doesn't change you.

IF YOU ARE GOING TO WALK ON THIN ICE, you might as well dance!

LEARN FROM YESTERDAY, LIVE FOR TODAY, HOPE FOR TOMORROW.

DEMOCRACY IS MOB RULE, but with income taxes.

DO NOT FOLLOW WHERE THE PATH MAY LEAD ... go instead where there is no path and leave a trail.

WHEN YOU FEEL LIKE QUITTING, think about why you started.

EVEN A STOPPED CLOCK is right twice a day.

IN ORDER TO DISCOVER NEW LANDS, ONE MUST BE WILLING TO LOSE sight of the shore.

REMEMBER, PEOPLE WILL JUDGE YOU BY YOUR ACTIONS, NOT YOUR INTENTIONS. You may have a heart of gold — but so does a hard-boiled egg.

I HAVE OFTEN REGRETTED MY SPEECH, never my silence.

TO REACH A GREAT HEIGHT A PERSON NEEDS TO HAVE GREAT DEPTH.

IF YOU LOVE SOMEBODY, LET THEM GO. If they return, they were always yours. If they don't, they never were.

ADMIRERS MAKE US BELIEVE THINGS ABOUT OURSELVES that we always hoped were true.

CHOOSE YOUR FRIENDS BY THEIR CHARACTER AND YOUR SOCKS BY THEIR COLOR. Choosing your socks by their character makes no sense, and choosing your friends by their color is unthinkable.

CHANGE WILL NOT COME IF WE WAIT FOR SOME other person or some other time. We are the ones we've been waiting for. We are the change that we seek.

WHAT ARE YOU DOING TO MAKE THE WORLD A BETTER PLACE?

GLORIA VANDERBILT

BORN 1924

ARTIST, AUTHOR, FASHION DESIGNER



TO BE HAPPY — ONE MUST FIND ONE'S BLISS.

I ALWAYS FEEL SOMETHING WONDERFUL is going to happen to me. And it always does. The phone can ring and your whole life can change.

YOU MUST ALWAYS HAVE GREAT, SECRET, BIG FAT HOPES FOR YOURSELF in love and in life. The bigger, the better.

I DO TAKE CARE OF MYSELF. I have an appetite for life. I'm always in love. I've had many, many loves. If it's not with a man, it's something else. I love beauty. I love the sky I see outside the window. There's so much beauty in the world.

THAT IS THE BEST — TO LAUGH WITH SOMEONE because you think the same things are funny.

SINATRA CREATED A KIND OF MAGIC. YOU WANT THOSE PEOPLE to be part of your life.

ART BRINGS A MESSAGE INTO A ROOM. It should make us perceive in a new way — either through color, form or narrative content — something we had not perceived before... and perhaps reveal something to you about yourself.

I DO SPEND MONEY. I LIKE TO SPEND MONEY, ON HOUSES — on furnishing houses. And I love to give presents to people. It's just in my nature to be that way. I always spent money I had. And I always spent what I made. I'm not stingy.

YOU BREATHE IN AND OUT; you breathe in and you breathe out, and you live one moment into the next moment, and then time goes by, and you find you're able to put one foot in front of the other.

THERE'S A SAYING I READ RECENTLY; I painted it on the fireplace and in my studio: "Be kind to everyone you meet, for everyone is fighting a great battle." We all are. Everyone.

RYAN NICHOLAS WALSH

1987 - 2017

YOUTH LEADER - FASHION DESIGNER



I DON'T DESIGN CLOTHES, I design dreams.

THINK POSITIVE and follow your passion. Your dreams will then come true.

WHY WASTE ENERGY over something you can't change?

IT'S SAID THAT LIFE IS WHAT YOU MAKE IT. I say it's not what life hands you but how you handle life.

I DREAM OF A WORLD OF NO BARRIERS, I do my best, and hope to make a difference.

PEOPLE WILL STARE. Make it worth their while.

I WAS CHOSEN MARYLAND DISABILITY LEADER of the Year by then-Governor Robert Ehrlich; but felt the other 100 finalists were just as deserving.

I TOUCH THE LIVES OF THOSE WHO KNOW ME, I worry not about much. I cry for those less fortunate.

I'VE LEARNED TO FACE CHALLENGES with optimism, solving problems rather than wishing things were different. You develop coping skills that surpass any you would have if things were different.

I WAS INVITED TO THE WHITE HOUSE to meet with President George W. Bush's assistant regarding my push for a Congressional Bill to be enacted requiring movie theatres emergency exits be made accessible.

WHEN I LOOK AT ALL MY BLESSINGS, I can play the cards life dealt and win.

I AM BLESSED. I have a mother who believes that I can do anything. With her guidance, and my 'so called' disability, I learn important lessons on a daily basis.

Be Unrealistic and watch miracles happen.

It's unrealistic to flip a switch and illuminate a room.

It's unrealistic for 3 tons of metal

to safely transport 210 people across our oceans boundaries.

It's unrealistic for someone in a wheelchair

to stay in formation with his JROTC Platoon.

Be Unrealistic and watch miracles happen.

ON THE LIGHTER SIDE, at concerts, restaurants, and movie theatres, I move to the front of the line, and always get the best seat in the house.

SAM WALTON

1918 - 1992

WAL-MART & SAM'S CLUB FOUNDER



CAPITAL ISN'T SCARCE; VISION IS.

HIGH EXPECTATIONS ARE THE KEY TO EVERYTHING.

THERE IS ONLY ONE BOSS. The customer. And he can fire everybody in the company from the chairman on down, simply by spending his money somewhere else.

OUTSTANDING LEADERS GO OUT of their way to boost the self-esteem of their personnel. If people believe in themselves, it's amazing what they can accomplish.

THE TWO MOST IMPORTANT WORDS I ever wrote were on that first Wal-Mart sign, 'Satisfaction Guaranteed'. They're still up there, and they have made all the difference.

I THINK I OVERCAME EVERY SINGLE ONE of my personal shortcomings by the sheer passion I brought to my work. I don't know if you're born with this kind of passion, or if you can learn it. But I do know you need it.

NOTHING ELSE CAN QUITE SUBSTITUTE for a few well-chosen, well-timed, sincere words of praise. They're absolutely free and worth a fortune.

IF I HAD TO SINGLE OUT ONE ELEMENT in my life that has made a difference for me, it would be a passion to compete.

CELEBRATE YOUR SUCCESSES. Find some humor in your failures. Don't take yourself so seriously. Loosen up, and everybody around you will loosen up. Have fun. Show enthusiasm - always. When all else fails, put on a costume and sing a silly song. Then make everybody else sing with you. Don't do a hula on Wall Street. It's been done. Think up your own stunt. All of this is more important, and more fun, than you think, and it really fools the competition. "Why should we take those cornballs at Wal-Mart seriously?"

WALLACE D. WATTLES

1860 – 1911

NEW THOUGHT PHILOSOPHER



ABANDON EVERYTHING YOU HAVE OUTGROWN.

YOUR FIRST DUTY TO GOD, to yourself, and to the world is to make yourself as great a personality, in every way, as you possibly can.

GREATNESS IS ATTAINED only by the thinking of great thoughts.

NO PERSON EVER HAD MORE SPIRITUAL OR MENTAL POWER THAN YOU CAN ATTAIN, or did greater things than you can accomplish. You can become what you want to be.

THE PRINCIPLE OF POWER GIVES US just what we ask of it; if we only undertake little things, it only gives us power for little things; but if we try to do great things in a great way it gives us all the power there is.

DO NOT MERELY THINK that you are great; think that you are great now. Do not think that you will begin to act in a great way at some future time; begin now.

IT IS NECESSARY TO CULTIVATE THE HABIT OF BEING GRATEFUL for every good thing that comes to you, and to give thanks continuously. And because all things have contributed to your advancement, you should include all things in your gratitude.

BE A LIGHT, NOT A JUDGE. BE A MODEL, NOT A CRITIC.

NOTHING WAS EVER IN ANY PERSON that is not in you; whatever you habitually think yourself to be, that you are. You must form, now, a greater and better habit; you must form a conception of yourself as a being of limitless power, and habitually think that you are that being. It is the habitual, not the periodical thought that decides your destiny.

ANDREW WEIL, MD

BORN 1942

FOUNDER, WEIL LIFESTYLE, LLC



HAPPINESS IS A SKILL. IT REQUIRES EFFORT AND TIME.

IF I HAD TO LIMIT MY ADVICE on healthier living to just one tip, it would be simply to learn how to breathe correctly.

HEALING IS MAKING WHOLE, restoring a state of perfection and balance that has been lost.

PLEASE KEEP IN MIND THE DISTINCTION between healing and treatment: treatment originates from outside, whereas healing comes from within.

THE BEST WAY TO DETOXYFY is to stop putting toxic things into the body and depend upon it's own mechanisms.

HEALTH IS WHOLENESS AND BALANCE, an inner resilience that allows you to meet the demands of living without being overwhelmed.

REMEMBER THAT BREATH walking is to cultivate openness, relaxation and awareness, which can include awareness of your undisciplined, wandering mind.

YOU CAN'T AFFORD TO GET SICK, and you can't depend on the present health care system to keep you well. It's up to you to protect and maintain your body's innate capacity for health and healing by making the right choices in how you live.

WHENEVER THE IMMUNE SYSTEM deals successfully with an infection, it emerges from the experience stronger and better able to confront similar threats in the future. Our immune system develops in combat. If, at the first sign of infection, you always jump in with antibiotics, you do not give the immune system a chance to grow stronger.

AMONG OTHER THINGS, NEUROPLASTICITY means that emotions such as happiness and compassion can be cultivated in much the same way that a person can learn through repetition to play golf and basketball or master a musical instrument, and that such practice changes the activity and physical aspects of specific brain areas.

ZIG ZIGLAR

1926 — 2012

AUTHOR, SPEAKER



IF YOU CAN DREAM IT, you can achieve it.

THERE HAS NEVER BEEN A STATUE ERECTED TO HONOR A CRITIC.

BUILDING A BETTER YOU is the first step to building a better America.

YOUR ATTITUDE, NOT YOUR APTITUDE, will determine your altitude.

I BELIEVE THAT BEING SUCCESSFUL means having a balance of success stories across the many areas of your life. You can't truly be considered successful in your business life if your home life is in shambles.

PEOPLE OFTEN SAY THAT MOTIVATION DOESN'T LAST. Well, neither does bathing — that's why we recommend it daily.

YOU HAVE TO ACCEPT WHATEVER COMES, and the only important thing is that you meet it with the best you have to give.

YOU WILL GET ALL YOU WANT IN LIFE, if you help enough other people get what they want.

PEOPLE DON'T BUY FOR LOGICAL REASONS. They buy for emotional reasons.

IF YOU GO LOOKING FOR A FRIEND, you're going to find they're scarce. If you go out to be a friend, you'll find them everywhere.

YOU CAN MAKE POSITIVE DEPOSITS in your own economy every day by reading and listening to powerful, positive, life-changing content and by associating with encouraging and hope-building people.

IF YOU DON'T SEE YOURSELF AS A WINNER, then you cannot perform as a winner.

COURAGE IS ON DISPLAY EVERY DAY, and only the courageous wring the most out of life.

IF YOU CAN DREAM IT, THEN YOU CAN ACHIEVE IT. You will get all you want in life if you help enough other people get what they want.

MARK ZUCKERBERG

BORN 1984

CEO & FOUNDER FACEBOOK



THE REAL STORY OF FACEBOOK is actually probably pretty boring, right? I mean, we just sat at our computers for six years and coded.

IN A WORLD THAT'S CHANGING REALLY QUICKLY, the only strategy that is guaranteed to fail is not taking risks.

IT FEELS BETTER to be more connected to all these people. You have a richer life.

PEOPLE CAN BE REALLY SMART or have skills that are directly applicable, but if they don't really believe in it, then they are not going to really work hard

PEOPLE ARE KEEPING UP with their friends and family, but they're also building an image and identity for themselves, which in a sense is their brand. They're connecting with the audience that they want to connect to. It's almost a disadvantage if you're not on Facebook now.

I WATCHED AN INTERVIEW WITH STEVE JOBS in which he said 'In order to be doing something like this, you have to really, really like what you're doing, because otherwise it just doesn't make sense.' The demands and the amount of work that it takes to put something like Facebook into place, if you weren't completely into what you were doing and you didn't think it was an important thing, it would be irrational to put that much of your life into it.

MOVE FAST AND BREAK THINGS. Unless you are breaking stuff, you are not moving fast enough.

THE QUESTION I ASK MYSELF like almost every day is, 'Am I doing the most important thing I could be doing?' ... Unless I feel like I'm working on the most important problem that I can help with, then I'm not going to feel good about how I'm spending my time.

UNTIL ONE HAS LOVED
AN ANIMAL
A PART OF ONE'S SOUL
REMAINS UNAWAKENED

~ Anatole France

HEIKE JUNG DVM, CAC, CPC



**FOUNDER AND CEO
HORSE WORLD CONNECT**

*“You are in your journey exactly
where you should be”*

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DR. HEIKE JUNG IS A DOCTOR OF VETERINARY MEDICINE, VETERINARY CHIROPRACTOR, CERTIFIED PROFESSIONAL COACH, AND CEO OF HORSEWORLDCONNECT.COM.

Like many girls, she felt a fascination with horses from the time she first saw one as a toddler and, since then, that deep connection to horses has been an ongoing part of her life journey. At the age of 30 she finally owned her own horse and found it to be challenging; not the romantic relationship she had pictured in her mind. In her book, *Even Unicorns Need to Learn How to Fly*, she gives the reader a glimpse of some of the life lessons her horses have taught her.

Evolving from veterinarian to entrepreneur and CEO of her start up company, HorseWorldConnect.com, has not been easy. In 2008, Dr. Jung lost the life she had worked so hard to create and often attributes that “dark moment” as the start to her amazing new journey in entrepreneurship.

As she hit the reset button on her life, her veterinary chiropractic skills evolved, her horsemanship knowledge deepened and her coaching business grew. She settled into her routine of veterinary medicine and life coaching. But something was off. Something else was still calling her.

In 2017 she dug deep into her soul, looked outside the proverbial box, and followed her passion of making this world a better place for horses by connecting horse people and horse related businesses on a more personal level via Horse World Connect. HorseWorldConnect.com is much more than an online directory for horse related businesses. It’s a connection, an experience, and a passion for “all things horse” regardless of discipline or breed preference. It’s an entrepreneurial calling.

She hopes you too will follow and act on your passions because our entrepreneurial passions will help us build a better tomorrow.



WHAT MY HORSE TAUGHT ME ABOUT PEOPLE

WHY IS IT THAT SHE STILL GETS NERVOUS WHEN I BRUSH HER? I BOUGHT HER IN JULY; IT'S NOW DECEMBER. It's been six months and she still gets nervous. She stands there tied to the stall door perfectly still, and I am brushing away in rhythmic strokes. The only sound I can hear is the wind howling outside, the snoring of my dog, over there, curled up by the tack room door, and the flapping of my horse's lips. She still does that, the flapping of the bottom lip. I noticed she does it when she is nervous. The more nervous she gets, the faster and louder that bottom lip flops up to meet the top lip. It makes a flop, flop, flop noise, like when you walk around town in your flip-flops on a hot summer day. But it is bitter cold today, and the "flip-flop" sound is coming from my horse's lips.

She clamps her tail down tight when I go to brush around her butt. I get it; it's a sensitive area. Maybe somebody hit her or maybe something poked her there in the past. I keep brushing, and I notice that the flop-flop gets louder and faster when I get to her sensitive areas, the areas between her legs, under her tail, and around her ears. It's quite disconcerting, because I stroke and brush gently, taking my time not to rush. I wonder about her past.

I'm thinking about contacting an animal communicator. I've read about them lately. Wouldn't it be nice to talk to my horse through someone else and tell her how much I care, how happy I am to have found her, to let her know that she is a dream come true, and to ask her what she wants from me. All I want is for her to trust me, to know how much she means to me, and that I would never hurt her. I'm not like everybody else in her past. I understand her feelings and her sensitivity.

In retrospect, I now know that I was NOT unlike the rest of them. I wanted to be a horse owner. I wanted to have, to own, to possess a horse. And I wanted her to want to be owned by me. I wanted to ride into the sunset. I wanted a peaceful and emotionally satisfying bond with a horse. What I didn't know, what I did not understand, was that "peaceful and emotionally satisfying" do not go hand in hand with owning or possessing? Emotional satisfaction comes from trusting others. Peace comes from trusting yourself. So how do you establish trust?

I was on the right path. I wanted to be with this misunderstood horse. I made sure to carve time out of my schedule to be with her. Every week I spent at least several hours with her. I fed her in the mornings, and in the afternoons I walked out into the pasture just to say hello and stroke her back. I fed her again at night, and a lot of times I would brush her. When I wasn't with her I spent hours reading books and magazines about horses, their vices, their problems, and how to fix them. I was educating myself in finding Band-Aids for my horse's problems. I was searching for tools, techniques, and ideas to cover up her insecurities, her spookiness, her barn sourness, her herd-boundness, and her other "unresolved issues." It was a big undertaking and a painstakingly long process. I kept reading. I kept watching videos. I audited clinics. I met specialized trainers and horsemanship gurus and I participated in clinics. With each connection, I was inching my way closer to my dream of riding peacefully into the sunset.

You have to understand that I was inching my way. I was not leaping or sprinting or diving toward my goal. I was inching. There is a lot of frustration in inching your way forward. You can only inch forward and not be discouraged and not give up if you are truly passionate about something. I was passionate about finding answers.

It always comes back to trust, doesn't it? And trust takes time. Instead of reading about how to fix her issues, I should have put the time into developing trust. Trust is a process, not a promise. Trust requires time. Trust requires patience. Trust requires consistency. But most of all, trust requires empathy.

How often do we long for somebody's time and attention? How often do we just want to connect, to sit and chat? When I think back about friendships and fun times, about connections that meant something, about teachers, mentors, and coaches, I remember those who spent time with me.

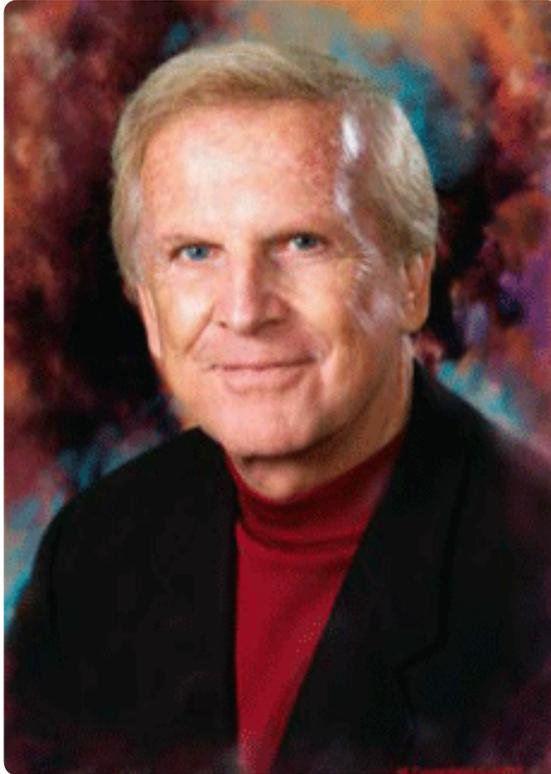
It was the time they spent with me that started the trust process. I run into this in my coaching business and in HorseWorldConnect.com. I think people should trust me because I care about their situation. I often forget that trust takes time. They don't know me. They don't know how much I care, because we haven't spent enough time together.

Knowing that has changed how I handle horses and how I treat people. And maybe, my horse story will help you remember that trust is the foundation of everything but trust is a process, not a promise.

Let's remember the promise but work on the process
to create a brighter future.



DENIS WAITLEY



**AUTHOR & KEYNOTE SPEAKER
PRODUCTIVITY CONSULTANT**

*“We become what we think about
most of the time.”*

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DENIS WAITLEY, ONE OF AMERICA'S MOST RESPECTED AUTHORS, KEYNOTE LECTURERS AND PRODUCTIVITY CONSULTANTS ON HIGH PERFORMANCE HUMAN ACHIEVEMENT, has inspired, informed, challenged and entertained audiences for over 30 years from Board Rooms of multi-national corporations to the locker rooms of world-class athletes and meeting rooms of thousands of conventioners throughout the world. Recently, he was voted business speaker of the year by the Sales and Marketing Executives' Association and by Toastmasters' International and inducted into the International Speakers' Hall of Fame.

With over 10 million audio programs sold in 14 languages, Denis Waitley is one of the most listened-to voices on personal and career success. He is the author of 16 non-fiction books, including several international best sellers, "Seeds of Greatness," "Being the Best," "The Winner's Edge," "The Joy of Working," and "Empires of the Mind." His audio album, "The Psychology of Winning" is the all-time best selling program on self-mastery.

Denis Waitley has counseled winners in every field from Apollo astronauts to Super Bowl champions, from sales achievers to government leaders and youth groups. During the 1980's, he served as Chairman of Psychology on the U. S. Olympic Committee's Sports Medicine Council, responsible for performance enhancement of all U. S. Olympic athletes.

As President of the International Society for Advanced Education, inspired by Dr. Jonas Salk, he counseled returning POWs from Viet Nam and conducted simulation and stress management seminars for Apollo astronauts. A graduate of the U. S. Naval Academy at Annapolis, and former Navy pilot, he holds a doctorate degree in human behavior.



THE CHAMPION WITHIN

YOU ARE YOUR MOST IMPORTANT CRITIC. There is no opinion so vitally important to your well-being as the opinion you have of yourself. As you read this you're talking to yourself right now. Let's see if I understand what he means by that... How does that compare with my experiences? – I'll make note of that – try that tomorrow – I already knew that... I already do that.

I believe this self-talk, this psycholinguistics or language of the mind can be controlled to work for us, especially in the building of self-confidence and creativity. We're all talking to ourselves every moment of our lives, except during certain portions of our sleeping cycle. We're seldom even aware that we're doing it. We all have a running commentary in our heads on events and our reactions to them.

Are you a nurturing coach or a critic? Do you reinforce your own success or negate it? Are you comfortable saying to yourself, "That's more like it." "Now we're in the groove." "Things are working out well." "I am reaching my financial goals." "I'll do it better next time."

When champions fail, they view it as a temporary inconvenience, a learning experience, an isolated event, and a stepping-stone instead of a stumbling block. When champions succeed, they reinforce that success, by feeling rewarded rather than guilty about the achievement and the applause. When champions are paid a compliment, they simply respond: "Thank you." They accept value graciously when it is paid. They pay value in their conversations with themselves and with other people.

A mark of an individual with healthy self-esteem is the ability to spend time alone, without constantly needing other people around. Being comfortable and enjoying solitary time reveals inner peace and centering. People who constantly need stimulation or conversation with others are often a bit insecure and thus need to be propped up by the company of others.

Always greet the people you meet with a smile. When introducing yourself in any new association, take the initiative to volunteer your own name first, clearly; and always extend your hand first, looking the person in the eyes when you speak.

In your telephone communications at work or at home, answer the telephone pleasantly, immediately giving your own name to the caller, before you ask who's calling. Whenever you initiate a call, always give your own name up front, before you ask for the party you want and before you state your business. Leading with your own name underscores that a person of value is making the call. Don't brag. People who trumpet their exploits and shout for service are actually calling for help. The showoffs, braggarts and blowhards are desperate for attention.

Don't tell your problems to people, unless they're directly involved with the solutions. And don't make excuses. Successful people seek those who look and sound like success. Always talk affirmatively about the progress you are trying to make. Do find successful role models after whom you can pattern yourself. When you meet a mastermind, become a master mime, and learn all you can about how he or she succeeded. This is especially true with things you fear. Find someone who has conquered what you fear and learn from him or her. When you make a mistake in life, or get ridiculed or rejected, look at mistakes as detours on the road to success, and view ridicule as ignorance. After a rejection, take a look at your BAG. **B is for Blessings.** Things you are endowed with that you often take for granted like life itself, health, living in an abundant country, family, friends, career. **A is for accomplishments.** Think of the many things you are proud of that you have done so far. And **G is for Goals.**

Think of your big dreams and plans for the future that motivate you. If you took your BAG — blessings, accomplishments and goals — to a party, and spread them on the floor, in comparison to all your friends and the people you admire, you'd take your own bag home, realizing that you have as much going for yourself as anyone else. Always view rejection as part of one performance, not as a turndown of the performer. And, enjoy those special meetings with yourself. Spend this Saturday doing something you really want to do. I don't mean next month or someday. This Saturday enjoy being alive and being able to do it. You deserve it. **There will never be another you.** Why not spend at least one day a week on **YOU!**

ACTION IDEA: Go for one entire day and night without saying anything negative to yourself or to others. Make a game of it. If a friend or colleague catches you saying something negative, you must put ½ dollar in a drawer or container toward a dinner or evening out with that person. Do this for one month and see who has had to pay the most money toward the evening. **Beware of the Dream Stealers.** Although your own internal measurements are the most important, you will occasionally need to seek external feedback on your progress toward your goals. When you do, be sure it is from people who are truly interested in seeing you succeed. Don't seek feedback from fair-weather friends, competitive peers, or any person who doesn't have your best interests at heart. Neutral doesn't count. Get feedback from someone who is on your side but will still be objective and honest with you.

I've observed time and again that misery truly does love company. Jealousy creates some of the most miserable people I know. Surpass the achievements of your particular social crowd or your business colleagues, and look out for the slings and arrows of those who wish you were back where they are. You have to dodge the snide remarks and catty comments. Let them roll right off you. Don't internalize them. Only pay attention to feedback from those who have similar goals or who are working actively alongside you to achieve goals of their own.

Motives and fears run deep. Study them in others. The sympathetic fairweather friend who supports you and comforts you when you're down, may like you best when you are in just that state: down and dependent. Ultimately, nobody else is responsible for your life but you. Nobody else is accountable for your actions but you. **Therefore, nobody's expectations for you and opinions about you are as important as your own.** So, make sure those take precedence in your mind over all others, and if you do need to consult with someone else, think very carefully before you choose exactly who. *Equally important, be prepared to sell your ideas to an indifferent world. As passionate as you are about your business and the fact that your products and services will have positive, life-changing benefits to everyone you meet, you are going to find resistance every time you tell your story.* People are most interested in their own dreams and goals. They have difficulty believing that you have found a better way than they have to reach them. They are suspicious and guarded when anyone tries to sell them or change their minds. Rather than have others steal your dreams by raining on them, ask questions and find out about their dreams before you launch into your sermon. People buy what they want first, then what they need. Find what turns them on. It may not be what turns you on. By helping others get what they want, you'll get what you want too!

GOING FOR THE GOLD IN LIFE. The most important belief you will ever have is about your potential. Why would you be motivated to learn if you didn't think you were worth the effort? You must look at yourself as an uncut gemstone of potential—a diamond in the making that only needs to be cut and polished with experience, skills and knowledge. **Belief is the single most important thing.** I believe I can do something more than I am doing, and I won't let anything stop me. You project on the outside what you feel on the inside. **The most important opinion you will ever have is the one in your head.** That makes you your greatest coach. How do you increase your worth and project the belief in yourself? Give your name first when you meet someone.

Smile because it's a light in the window to let someone know you care. Don't use trial and error; read biographies of people who have overcome the most to become successful. The most successful people read the most. Use mentors. There are dozens of ways to increase your belief in yourself. With a belief in yourself you can cultivate your talents. Talent is inborn. You will never have another ounce of talent because it was given to you at the moment you were conceived. It's a combination of all the marvelous things that came before you. For example, the ability to hold a scalpel steady is inborn; musical talent is inborn. There are 19 natural gifts that have been discovered. Your job is to dust off and uncover your talents so they can bud and blossom. The things you love to do in the evenings and on Saturdays are where your talents lie. **Believe in your talents. Believe in your potential. Believe in your worth.**

Remember to take your BAG

– Blessings, Accomplishments and Goals –

With you wherever you go!



RANDI SHANNON



**SPEAKER · AUTHOR
MARKETING EXPERT**

“Fall in love with life. Enjoy its madness and do not fall into normal! If I asked you to name the people you love, be one of those on your list.”

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RANDI SHANNON, SPEAKER, AUTHOR, SOCIAL MEDIA PROMOTER, AND MASTER MARKETING EXPERT, AS WELL AS A FORMER STATE SENATE CANDIDATE, RESIDES IN BEAUTIFUL MIAMI, FLORIDA. She believes you should spend your entire life learning and she hopes to learn/lead by example. Currently, Randi is on a 3– year journey to credentials as a Doctor in Naturopathic Medicine.

Randi served 5 + years as a Fox Affiliate Talk Radio Show Host. Her zeal for helping others facilitated her rise to the top of several multi– level marketing ventures.

Having owned multiple businesses large and small including a sports card store and a concierge company, she has a passion for start– ups and venture capital opportunities.

She is mom to 4 beautiful sons and spends as much time with them as she can. She loves living simply with luxury but can live larger than life while roughing it. She's spent every penny she earned and earned every penny she spent. Those kids are expensive!

Randi is a featured Speaker/Trainer in the Dynamic Divas of Networking 8 CD Sales & Marketing Training Set. She's authored several e– books/ reports (serious & parody) regarding pets/real phone etiquette/health. She's the audio voice for a best selling health & nutrition book, founder of top MLM advertising venue, and, of course, now this fabulous book!

Upcoming; A sensational book on healing pets of cancer and most all sickness, using an ancient long forgotten process. Listen to the newly syndicated, Ready Aim Fire Radio, where Randi & Co– hosts, bring together inspirational stories from people of all walks of life and their rise to success. Truly motivating!

Randi is doing her part in making this world a better place! In large part this is done through a commitment to helping others make their destiny match their dreams.

It's time for you to be all in and never again consider getting all out, accepting ONLY results and never excuses!

For interviews, personal promotion consulting, or future opportunities, contact Randi through her website and/or personal email.



SURVIVAL TO ARRIVAL

WHERE TO BEGIN...HOW ABOUT AT THE BEGINNING! The first race, do you remember it? Against all odds, you were born! Your birth into this world, your moment. Your first test was, survival to arrival and you made it. Congratulations! Arriving was half the battle. That set the stage for a lifetime of achievement! You see each of us is already a winner! Your very existence is a miracle. You were victorious right from the start. I realize you don't win all the races, but who said you would. You must continue this celebration of life and with each day comes new opportunity and new decisions.

I hope to encourage you to UP your life game. You fought hard to win your first race and I'd like to help keep you fighting for what you want tomorrow. More than half the battle is just showing up on time.

At age thirteen I was babysitting for neighborhood kids. I probably wasn't very good at it as I was just a kid myself. I had normal jobs. I worked in restaurants, as a waitress, hostess, retail cashier, a fitness trainer, chicken factory line worker, a photographer, and a manager in a theme park. I was a rep for a vacuum company, a sales rep for a car dealership, a certified nursing assistant and at one point ran an in home day care. None of these things lasted. Literally not more than 2 days to 6 weeks for any of them. Work was very good for me. I was able to develop many skills. Because of the thousands of people I came in contact with, I developed a greater ability to work with the public.

I married early while in college. I had my first son at age 21, and my second at 22. I put college on hold. Life was a struggle. We didn't have much. Those boys were absolute gifts from God Himself.

During the early years I dabbled in a few business ventures and was able to get a taste for being my own boss. I eventually became a certifiably unemployable serial entrepreneur. This did not mean I was a failure, it meant I had not found what would fulfill me in life.

I knew working for someone else was not what I wanted for me. My parents and grandparents were all very hard workers, thus I saw the fruits from having a very strong work ethic. Each new position was another step out of my comfort zone. I didn't realize it but I was in the long process of success.

I remember after my second son, when my parents came to visit. They could see I was literally starving to make sure my boys were well fed and that I had a roof over our heads. When my parents left I had walked into the kitchen and found \$100 bill on top of the counter. I broke down crying because I so desperately needed that help and was too proud to ask. I knew in that moment I did not want to live a life of desperation, like that.

At 24 I owned my first business; it was quite successful. Success can be like a roller coaster ride for the entrepreneur. So like many good runs; things can come to an end. Back to the struggle but it was different now. I had started to learn and grow. I was now starting to turn my dreams into action. Life continued.

Let's fast— forward a few years to May 1998. A 3rd son joined the wolf pack. I had come home from a long day of work only to be greeted frantically by the kids telling me that a tornado was on the way. I tried to calm them and tell them it was too nice outside. I was convinced there was no way a storm of tornado magnitude was possible. I turned on the news and saw that there was a tornado in route to a town that was just south of us. I called my aunt and told her about the storm headed her way. I asked, "Are you guys taking cover?" Her reply was gut wrenching. She said they were watching it go through the field and it is taking a direct path towards my house. Immediately I got the kids down in the cellar below the house. As the cellar door was shutting the last visual was the tornado coming through the field about a mile away. We could see it snapping the power lines. We were about to take a direct hit of a F4 level tornado!

My initial thoughts were God please spare the farm, divert the storm send it in another direction. The storm bore down and the first thing we heard go were the windows. In that moment, prayers take on another level that you can't even imagine unless you have been through something of this magnitude. The thoughts become, "God just please spare the children!" In that moment, where you believe the loss of life may very well be any or all of you, you no longer care about your own life. You only care about your loved ones. I cried out from the depths of my soul and begged God, "PLEASE spare the boys!" When the tornado went through, the entire ceiling was crumbling down on us. The roof was taken, the attached garage was completely gone, the barns, the livestock, our possessions, most all was gone. It looked like a war zone outside.

In that moment nothing matters. Things don't matter. Events don't matter. All of the things that took you away from the family, from God, from the simple things in life, literally no longer matter. You become humbled in a moment. New things become the priority. You start to live life with an absolute certainty!

You now live your life with purpose and meaning. No longer can "you" be the one who follows the crowd. You do not care if you walk alone. You no longer think of the million things that hurt you. You think of nothing, but what is happy. You start to choose the people instead of allowing the people to choose you. You build relationships on love not control. You choose what happens in life as opposed to reacting to life. Instead of running from problems you choose to stand up, embrace them, and deal with them head on. You learn from the lessons and realize you no longer must live in regret. You realize you don't need a reason to love you can just love. You learn how to be selfless; it's the most beautiful thing. You physically are happier, and that, makes you a beautiful person. You have a glow about you that everyone wants and wishes for.

Be one of those people that when you enter a room you make such an impression that others will understand why storms are named after them. Always protect whom you love. I'm not saying life is going to be easy. There will be struggles. What I am saying is that it will be absolutely worth it when

you work through the struggle differently. You are the writer and author of your own story. Do not fit in a box. Do not stay between the lines. Don't force yourself to fit in. It's time that you lead your life. Use your imagination more. Thank all of those people that told you, "No", because it DOES force you to do it yourself.

Fall in love with this thing called life. Enjoy its madness and do not fall into normal! If I asked you to name all of the people you love, be one of those on your list.

Everything does happen for a reason and it's meant to mold you into the person you are supposed to be. Just like in the tornado where all perspective changed, your strength is going to be from overcoming all of the things that you thought you couldn't survive. Don't be consumed with the apologies that you never received. Let go of the insecurities. Embrace your imperfections. Learn to be happy with your choices, but do make choices. Unlike the 1st race, success in my case was not built on competition— it was built on catastrophe!

Fall in love with the process. Fall in love with the results. Avoid frustration and chaos in life by having a purpose. You must discipline yourself like an athlete in training. Develop and hone your skills. Your skills will bring achievement. The achievement will produce joy, delight, satisfaction, and a life filled with purpose. Once you know the purpose you can make the tough decisions. This will help you create your life as the greatest masterpiece.

There will be sacrifice. The more focused you are the faster you achieve. Set deadlines for yourself. Deadlines help you trim down the waste. Time limits help make the hard calls that improve your path to your purpose. If there is no deadline to your goal then you will take forever in achieving it.

Work with those that have ears to hear and never allow the minority to silence you. These are the rules of the game and once you learn them you will play better than anyone else. Remember you already won the first race against millions of competitors you are strong you are great you are a winner you are victorious. There are no barriers except for the ones you have in your mind.

You are the “étoile filante” (shooting star) coming out of the black hole! You are the nearly perfect onion and we are about to peel back the unnecessary layers (negativity, sarcasm, sabotage etc.) to the sunshine (Optimism, genius).

We all have moments in life that are absolutely critical to our forward movement and growth. As in life, the storm passed and the sun rose again, my beautiful 4th son was born into this amazing world! Yet another winner because he survived and arrived on time!

Today is *your* day. Be strong. Right now *is your* moment. Live well. Don't wait for it. Show up. Create it. Be ambitious! You GOT THIS! Now give it ***all*** you've got!

I'D LOVE TO HEAR YOUR STORY.
TOGETHER LET'S SHARE IT WITH THE WORLD!

All my love,
Randi



HATS OFF TO WORKING MOTHERS!

Every mother is a working mother. Every day you face almost overwhelming challenges raising children while maneuvering through life's curve balls. How do you do it all?.

It is the ultimate management position because working mothers manage several lives at a time, while creating healthy, happy human beings along the way. A mother's love is steadfast through the worst crisis and the loudest cheerleader for the smallest accomplishment. And many do it without help of a spouse.

You are the warriors because you fight *the good fight* alone! You set an example of courage your children will never forget! You are very special people and, although the path seems twice as hard ~ you are twice as strong and twice as capable or you wouldn't have been chosen for the job!

Don't worry about your children's emotional adjustment! Your children will imitate your attitude, and nowhere is it written that two parents mean twice as much love. Two parents may be preferred, but one loving parent is certainly enough. You may not be able to spend as much time with your children as you like, but it's the quality of those hours that matter most. Orphanages are filled with children who have mothers very unlike you.

It's a wonder that you ever find "Me Time" to nurture your own mind, body and soul. You have raised the bar on what's possible in this world, a contribution that cannot be overstated. You have the fortitude that enables you to tackle anything that comes your way. And it doesn't come from outside of you ~ *it comes from within.*

So once again, working mothers everywhere, hats off to you! You are a credit to society, to your children, and to yourselves!

CHRIS WIDENER



**AUTHOR, SPEAKER
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“Above all, find out what your unique purpose is here on this earth—then fulfill it!”

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CHRIS WIDENER NEW YORK TIMES, WALL STREET JOURNAL, AND AMAZON.COM BEST-SELLING AUTHOR IS A SEASONED BUSINESSMAN, INTERNATIONALLY RECOGNIZED SPEAKER, AND RADIO HOST.

Chris is an example of how anyone can overcome any obstacle to achieve a successful life and help others do the same. When Chris was only four years old his world was turned upside-down by the untimely passing of his father. From then on, his mother became his foundation and inspiration. Her love and optimistic spirit, gave him the encouragement and motivation that shaped his life.

Chris has authored nine books, over 450 articles on success and leadership. He produced 85 audio-and-video programs, including the only personal development audios sold through Costco and Sam's Club. Chris' newsletter, "Made for Success", has subscribers in 105 countries – making it one of the world's most widely distributed newsletters on success and leadership.

Chris has appeared on the podium with US Presidential candidates, nationally known television news anchors, bestselling authors, and professional athletes. He has spoken on Leadership through his acclaimed live presentations and seminars to some of America's finest organizations including General Electric Company, Cisco Systems, and the Harvard Business School.

Chris a contributing editor of the late Jim Rohn's "One Year Success Program," was lauded by Jim Rohn: Chris is the leader of a new generation of personal development and leadership experts. He lives and breathes the strategies and tools he shares with millions around the globe. Chris "content is rich and practical, and his style is dynamic and engaging! If you want real change in your life, or the life of your organization, connect with him."



SUCCESS LESSONS

ATTENDED A DINNER PARTY NOT LONG AGO WHEN SOMEONE POSED THIS QUESTION: “WHO INFLUENCED YOUR LIFE THE MOST?” **I DID NOT HESITATE: “MY MOTHER.”** You see, when I was four, my dad died. At the time, we were on top of the world. My dad was earning over \$80,000 a year (In 1969); we were living in one of the largest houses in the area, and belonged to one of the most prestigious country clubs in Seattle. Then my dad was diagnosed with cancer and was gone in six months.

Soon we found out that my dad had only \$30,000 in life insurance (I don't sell life insurance, but I can tell you this — you need more!). My mom and I went from the upper financial bracket to middle bracket almost overnight. A year later, we were lower middle-class.

As I reflect back on my life, most of what I am today I learned from my strong-willed mother who went to work, breaking free of self pity, and having the faith and the understanding that thoughts really do create our experiences. While many share similarly difficult lives, not everyone has the will, the hope and motivation, to see things through to positive outcomes. It's the single moms out there with similar histories who most often demonstrate the tenacity and determination to face up to their challenges that deserve our admiration and support.

Single moms, you are doing a tough job. Keep plugging away, be tenacious, and love your kids. They'll mirror your example and lead successful and responsible lives.

Some of the main points of the success lessons learned from my single mom are:

Don't whine during tough times. You know, my mom got dealt a tough hand, but as I look back on it, I cannot ever remember her complaining. That spoke volumes to me and has been a constant reminder ever since. Two people working, one whines, the other makes the most of the situation and works harder – who do you root for? ***Successful people don't whine, they work harder and beat the odds.***

Be creative. To make ends meet, mom immediately began selling real estate. She did all right, but she also bought old houses, fixed them up and sold them. We would move in and she would hire workers from the real estate office to fix up the house on weekends. A couple of years later we would sell the house and pocket some much needed extra cash. We moved a lot, but you do what you have to when your back is against the wall. ***Successful people get creative when it comes to solving problems.***

Be independent. My mom didn't cut corners or get a leg up in anything. She worked hard for what she got. And she taught me to do the same. I can remember being taught to do things on my own that other parents were doing for their kids. Many of those kids still need their parents to get the job done. ***Successful people don't rely on others to do for them what they can do themselves.***

Believe in yourself. Whenever I would say I wanted to do something but didn't think I could, my mom would ask me, "Has anybody else ever done it?" I would say "Of course, lots of people." Her reply? "Then you can too. You are smarter than them!" Well, I probably wasn't smarter than them, but point well taken. If someone else has proven it can be done, then you have a chance! ***Successful people believe that they can fulfill their dreams!***

Stretch yourself. I remember my mom taking me to business and real estate seminars when I was a twelve-year-old kid. Not because she couldn't find something else for me to do, but because she wanted me to experience the business world and thought I could learn something valuable for my future. I did! Most parents wouldn't consider that their twelve-year-old could learn something at these events. Mine did. And I did learn a thing or two. Stretching yourself will break the limits you have set for yourself and will cause you to find joy in your expanded horizons! ***Successful people stretch themselves to do more!***

Experience is the greatest teacher. My mom used to pull me out of school all the time and take me on great trips and journeys of discovery. I would say, "Uh, mom, shouldn't I be in school." She would always answer the same way, "Chris, we can't let school get in the way of your education!"

Successful people know that nothing beats actual experience.

Some things are worth more than money. One of the greatest sacrifices my mother made for me was when I began my high school years. I did well in sports and the games were played in the evenings. So my mom gave up her real estate career which takes up a lot of evenings, and accepted a lower paying job as a secretary at the University. She rarely missed a game all through high school. That meant a lot to me. ***Successful people realize there are some things money can't buy. It's a matter of priorities.***

Have a dream and pursue it — even if it takes years. My mom kept a dream alive and pursued it on the side as I grew up. The year I graduated from high school, my mom graduated from college. She was 54 years old. She kept her dream alive and worked at it bit-by-bit and finally it happened!

Successful people dream big dreams and then they do their best to achieve them no matter how long it takes.

Dare to Dream

Do you remember as a child that no dream was too big? Some of us dreamt of stepping on to the plate and pitching the perfect Big League. Sometimes it took years to realize that in some cases we didn't have the natural attributes necessary for achieving that particular dream. (I realized as a Junior in high school I was too short and too slow to play professional basketball — the dreamer is always the last to know).

As reality sets in, we often believe that we had no chance of fulfilling any of our dreams. We start to believe the nay-sayers that achieving our dreams is impossible. They tell us responsible people are not dreamers. They settle down, get a job, become dependable and content to live an ordinary life. Do you know what I say to that? HOOEY! It is time to dream again! Why? ***Consider a few reasons*** —

Avoid regret. The day will come when life is for the most part in the past. The moment arrives when thinking about our lives, we will think about the things we wished we had accomplished. I don't want to regret what could have been, what should have been. So decide today to pursue your dreams! The world needs people like you to dream of something great and then to pursue it with all of your heart.

Set your sights higher. Maybe you belong to a business, school or organization that started with good intentions to make a difference but settled into the same ol' same ol'. Shake them up and remind them of how they could help people if they set their sights higher and take action!

Personal fulfillment. When we stop pursuing our dreams a little piece of us dies. We lose hope when we give up on ourselves. Stepping up and pursuing your dreams rekindles passion and zeal. Find your purpose. Having a purpose puts the zip in your step and the zing in your emotions!

Make the world a better place. All great accomplishments begin with a person who has a dream who rebuffed the naysayers and became convinced, "This can be done, and I am the one who will do it." And in many instances changed the world for the better. It isn't just Martin Luther King or JFK. There are people, though we may never know who they are, who create their dreams, large and small, that make the world a better place every day.

Leave a positive legacy. How will your children remember you? As someone who used their gifts and talents to their highest potential, who had a zest for life, or a couch potato who "could have been a contender"? Our children need to know that we did the best we could under all circumstances. They will do the same! So where do we start? Here are some ideas:

Reconnect with your dream. Set aside some time to focus on what you truly want to accomplish and commit to pursuing your dream. Tell others about it. This puts you on the record and makes you accountable. It will help you get through the tough times if for no other reason than to avoid embarrassment!

Develop a step-by-step plan. This is absolutely essential. You must sit down and write out a few things: Establish a time line. How long will it take from beginning to end? Point-by-point what you will do and when you will do them. Resources you will need to draw from. What will it take? Who will need to be involved for help, assistance or advice? An evaluation tool. You need to evaluate whether or not you are progressing from time to time.

Celebrate! Yep! When you reach your destination, celebrate your success! MAKE IT BIG! There is no better time than NOW to set your dreams in motion. Get started today! Follow your action plan and set your sights on the top of the mountain! Above all, take time to discover your unique purpose— then fulfill it to the best of your abilities. Let the excitement propel you forward! As you do, you will find joy in your expanded horizons!

**HERE'S TO PUTTING YOUR DREAMS
INTO ACTION!**



PAMELA EGNEW



TRUSTED ADVISOR RESIDENTIAL/COMMERCIAL REAL ESTATE

*"Faith, hope and charity, the keys to success!
Building lifetime relationships requires sincere care for the needs of
mankind, fulfilling the hope that lies within us."*

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PAMELA EGNEW IS WIDELY RECOGNIZED AS A TOP REAL ESTATE ADVISOR FOR RESIDENTIAL AND COMMERCIAL REAL ESTATE IN MARYLAND, DC, AND VIRGINIA. She is an extraordinary real estate and construction specialist and brings insights and expertise from working both as a REALTOR for 20+ years and as co-owner of the home improvement company, American Design Exterior, Inc.

Born and raised in Bethesda, Md., Pamela draws strength and agility from being the oldest of six children, the attentive daughter of a home improvement contractor, and from the highly demanding arts/dance training she mastered over many years and performs to this day.

In 2000, after her husband became ill, Pamela made her strategic entrance into real estate. Viewing real estate sales as a complement to the company they had built over 15 years, Pamela delighted most in fostering lifetime relationships with her clients. With the supportive team comprised of family, friends and co-workers, Pamela cultivated many professional and personal relationships. A great number of Pamela's clients have become her extended family and all rely upon her to do her best, always. And, in the process, both Pamela's real estate sales and the home improvement partnership grew as a result of frequent reciprocal referrals.

While working as a Long and Foster agent, Pamela's professional achievements include numerous industry and national awards include winning Top Producer for Real Estate from GCARR (Greater Capital Association of REALTORS) as well as numerous agency awards for excellent service to clients. She is certified as a Military Residential Specialist (CMRS), Seller Representative Specialist (SRS), Investor Agent Specialist (CIAS), and Distressed Property Specialist (CDPE). Pamela graduated from Maryland University Phi Kappa Phi. She attended USDA graduate school, specializing Intranet Websites and Computer Management Information Systems. Her work as a Web Developer and Programmer for a defense contractor is where Pamela honed her ability to attend to detail, a particularly useful skill in constructing and successfully negotiating real estate deals.



KEYS TO SUCCESS

ONE OF MY BIGGEST CHALLENGES, AFTER BECOMING A REAL ESTATE AGENT WHILE THE INDUSTRY WAS BOOMING), WAS NAVIGATING THE REAL ESTATE CRASH AND ITS SHORT SALE AND FORECLOSURE MARKETS FROM 2006 TO 2016. With houses losing \$50 to \$40K per year, it took all my strength, passion and compassion to help desperate buying/selling “victims” through these tough times. Assisted by great lawyers dedicated to this cause, I helped many families struggling to save their houses or sell them to avoid foreclosure.

Through this experience and others, I’ve learned key lessons about life and work. I engaged successful business coach, Brian Buffini, founder of Providence Systems for on-one coaching. Brian instilled the “I can do it” philosophy in me. This perspective enabled me to stay the course. Doing so was a true test of my faith and love of people, but I believe this:

Once you show up, you stay and do the best you can for people.

Also instructive well beyond its scope was my love and practice of dance. At age 10, I asked my parents if I could take dance classes. As I was the oldest of six and money was limited, they said it was not possible. On the very day I turned 16, I got a job and began paying for the dance lessons that led me to become a performing artist. I often share my belief about the connection between dance and other aspects of life:

It is beautiful how the aesthetics and energy of the dance thru movement and motion can build positive life experiences and long lasting memories when applied to the world around you.

Dance is focused on experiences and feelings. It taught me that the impact of movement was extremely nurturing to my spirit as well as my audience’s. Week by week, I built my strength and energy and, over time, realized positive results. Through dance, as with my one-on-one coaching, I learned to “never give up.”

With patience, I experienced a great sense of appreciation for life and all the people around me. With faith, my dance improved... step by step. Dance taught me that patience was important, and that it would serve me well to wait and hope for good things to come.

I learned that faith, hope and charity are the keys to success.

This belief became more than mantra to me. Rather, it expanded to become my way of living and working. With a positive attitude and creative approaches, I became more focused on the needs of my clients. Passionate about helping people reach their goals, I provided realistic expectations backed up by industry standards and statistics. By combining lessons from a lifetime of construction, dance and real estate, I had culled the skills to get clients their desired results.

Together, I worked with each client to create a customized plan developed specifically for them and developed the steps to help them buy, sell or invest in real estate. It was most important for us to work together as a team to make their dreams come true. I also learned the value of having the right team by my side.

Today's complexities demand that **we walk together and face new opportunities with accountability with individual responsibility.** Thru my both my dance and work, I have become a very creative, collaborative person, on- or off-stage. I've learned that every person is unique and contributes to the final outcome.

Believing that I can do it, hoping for tomorrow, and giving back to others are the special ingredients that lead to success.

I love working with people and helping them find their dream home. I believe in treating each person like family. I believe that the more attention I give to each of my clients, and the more we focus on the details, the better the results. I believe ensuring high client satisfaction creates a win-win relationship for all.



BETH BERMAN



**SPEAKER/COACH, CEO/FOUNDER
COMPELLICATIONS, LLC.**

*Work, live, and cultivate buy-in
along your highest-potential path.*

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BETH BERMAN IS CEO AND FOUNDER OF COMPELLICATIONS™, A COMPANY DEDICATED TO HELPING LEADERS, ENTREPRENEURS AND TEAMS SPRINGBOARD TO, AND BEYOND, THE NEXT LEVEL.. Driven to create a positive, profound impact, Beth helps forward-thinking clients create compelling answers to the elusive “Why You?” And “Why Now?” questions. In high-ROI workshops, retreats, presentations, and coaching, she helps leaders generate cohesive, productive teams; significantly improve marketing and business development, increase sales results, and spur marked, sustainable growth.

Beth is a nationally recognized Speaker, Workshop Facilitator, and Coach, known for leading high-energy engagements with in-the-room results. A rostered Vistage Speaker, Certified KnowYourWHY™ Coach, and Certified GlobalCEO Advisor, Beth served as Communications Chair for the Exit Planning Exchange. 25 successful years in Marketing, Sales, Business Development, Recruiting, and Job Search Coaching inform her work.

She has delivered high-impact workshops to: Vistage and other Peer Advisory groups, National Association for Insurance and Financial Advisors (NAIFA), National Association for Entrepreneurs and Business Owners (NABOE), Wells Fargo, the American Marketing Association, and numerous conferences, leadership groups and client organizations.

Beth’s diverse experience affords her clarity about what really elevates individuals and organizations above others. At the highest level of account responsibility at AT&T’s spinoff, Bell Atlantic; she exceeded sales quotas for their top, multimillion dollar accounts and, later, garners support for, and partnered in, one their first job-share positions. A six-year Lead Facilitator role with the Maryland Child Assault Prevention Project emphasized Beth’s love of facilitating groups. From her Executive Recruiter and Marketing Director roles at Career Placement Associates, and as Partner in the reinvented company’s job search coaching business, Beth brings an understanding of diverse business functions and decision criteria. Wisdom acquired in Beth’s professional and personal life enable her to inspire profound, positive impacts in the areas of leadership, culture, team building, productivity, marketing, and sales.



6 STEPS TO YOUR MOST COMPELLING PATH

MY DIVERSE PERSONAL AND PROFESSIONAL EXPERIENCES LED ME DIRECTLY TO MY MOST HIGH-IMPACT PROFESSION AS A COACH. Over time, the stepping stones to personal satisfaction – the hard knocks and hugs – presented themselves as signposts along my coaching journey. They shaped my perspective, my beliefs, and, most importantly, my attitude.

Driven to make a profound, positive impact on excellence-seeking leaders, entrepreneurs, and teams, I am delighted to set you on your most compelling, most satisfying, and most profitable path. Below are the Compellications™ insights and gems I've acquired along the way.

LEADERS, ENTREPRENEURS & PROFESSIONALS:

Whether selling your organization, your products, or services, or your personal brand, the challenge is the same. How **compellingly** you address and cultivate buy-in around your target audiences' (often unspoken), "**Why You?**" and "**Why Now?**" questions will determine your success, level of profitability, and above all, staying power.

In an increasingly fickle marketplace, compelling buy-in on these points is key to producing your sustained, competitive advantage. Buy-in from aligned customers and clients – and for leaders, buy-in from current and prospective team members – separates market leaders from the "also rans."

Only when you are truly compelling, when you connect people to why you matter and why they want you, will you be armed with a solid foundation for growth and remarkable success. Your ability to compel your customers, clients, and partners to **Buy In & Buy**™ and your people to **Sign On & Stay**™ is your key differentiator.

6 STEPS TO YOUR WIN:

My Compellications™ formula includes:

ATTITUDE

FORTITUDE

AUTHENTICITY

BOLDNESS

OUTWARD FOCUS

SHARING

“A FAB OS” or Fabulous Operating System! Intentionally missing from this list are the facts, figures, features, and benefits commonly used to “sell” products and services. Not only are these precise claims often echoed by your competitors, they do not drive individual decision making. Nor do they instill customer – or team member – loyalty.

I often speak and write about “Marketing (yourself or your company) from the Inside Out™”. As such, my approach begins internally.

ATTITUDE

Thought leaders – from coaches, to best-selling authors, to famed “Ted Talkers” – all agree that the ability to influence others is largely determined by one’s attitude. A purposeful, positive attitude is essential to achieving the highest levels of success.

Lest you are inclined to turn away, thinking this is yet another “woo-woo” “piece, I assure you, it is not. A directed, can-do attitude does not mean living with a false, inflated sense of self. Nor am I suggesting you view the world through the proverbial rose-colored glasses.

A confident, purpose-driven attitude is foundational to compelling customers, and team members, to buy in, back you, and believe in you. It emanates from knowing yourself and aligning what you do with what you care about. It comes from believing in, and focusing on, what you want to accomplish, and is strengthened by aligning your words and actions around that.

Belief in your ability to achieve your desired impact becomes a contagious, persuasive force.

Your purposeful, positive attitude empowers your ability to inspire others. When people resonate with and share your beliefs, they connect with you, support you, and advance you toward your goals. Your customers *Buy In & Buy™* and your people *Sign On & Stay™*, and all advocate for your win.

FORTITUDE

Closely aligned with attitude is fortitude, your ability, and your propensity, to overcome challenges. Winning often is determined by how well you respond to downturns, disruptions, and disappointments. Captains of industry and uber-successful leaders know this: the ability to remain focused on the goal, especially, in the face of setbacks, is what separates the winners from the rest. You control which group you will occupy.

In my life, extreme resilience was modeled by my father. Bert Perl — a name which my dad pronounced in emphatically separated syllables — was a serial entrepreneur, well before the term became popular. Not only did he weather challenges in his dual accounting and sales careers, he *knew* he would succeed. His oft-shared proclamation, “You’re a Perl, you’re a winner!” implied the sustained rigor, determination, and optimism with which he approached life and work. He instilled this belief in me and it guides my view on life and work to this day.

Setbacks are inevitable. When challenges, disappointments, or disruptions occur, focus on the *why* behind *what* you want to accomplish and on reaching your goals. Examine the situation dispassionately, and be willing to adapt, scrap, disrupt or reinvent. Evaluate and act upon your best options. Use setbacks as an opportunity to demonstrate to your customers and your team members that you will be there for the long haul.

Connect your people, early on, to your beliefs and they will help you regain your footing during challenging times. Your ultimate success depends on your having garnered buy-in and fostered commitment to a shared, clearly-expressed vision.

AUTHENTICITY

To compel customers and teams to buy in, commit, and rave about you, be 100% authentic. Sell the *why* behind your products and services. Share, stand for and demonstrate what you believe and how you want to impact your world. Connect your customers — and your people — to why you, and why *they*, matter.

Communicate your message in repeatable, tweetable, clear language and in actions that customers and team members can remember, identify with, and share with others. Create lasting impressions that elevate your

company above the daily, barrage of intrusions competitive providers (and employers), direct at them.

Make all that you do and represent echo your messaging... everything – including your conversations, your pitches, your business operations, your activities. Those who “get” you will buy-in in a big way. Your consistent authenticity will align your customers with you. Being authentic also inspires loyal team members who become vested in your win and sell you.

For a moment, reflect on your allegiance to your favorite providers, suppliers, employers or partners. Think about why you are willing to: endure some inconvenience, pay more and/or advocate for them. It is because you “*get*” them and they “*get*” you.

For me, I travel farther and, at times, pay more to shop at My Organic Market. (In addition to be a driven businesswoman, I am extremely health conscious, and simply stated, MOM’s floats my boat)! Everything MOM’s does, from the “100% Organic” labeling to the ever-multiplying recycling bins, reminds me of what they stand for, why they matter, and why they care. We share beliefs, and, like their people, I *feel* I am part of MOM’s tribe.

To create loyalty and win, connect your customers and your people to you, your organization and what you stand for. Connect your people, beyond the paycheck, to their jobs and each other. Connect everyone to *why you, and why they*, matter.

There is another extremely compelling reason to be authentic. With technology, and the volume of information, accelerating exponentially, you have no choice but to be congruent in all that you do. Casual and committed online “reviewers”, including disillusioned employees and disappointed customers, sniff out and publicly rant about the slightest inconsistencies with companies’ stated claims or promises. Many negative, often inaccurate posts, go viral.

Get beyond your product or service. Walk your talk. Sell your beliefs. Your language, your business operations, your activities and all that you do must represent what you believe and how you want to impact your world. This is what cultivates relatively forgiving, relatively price-insensitive, loyalty. This is what inspires others buy in, buy, buy more and rave... and defend your reputation.

BOLDNESS

Injecting boldness into how you present yourself and your company is another key element in my Compellications™ approach. In this age of non-stop, ubiquitous communications, and shrinking attention spans, you've simply got to rise above the noise and become... **bold**.

This does not mean I support using BLASTING SCREAMING CAPITALS in your online and offline messaging. Nor do I recommend imposing yourself, or your people, on others. Rather, the boldness that makes you compelling and memorable involves letting your distinctive, authentic characteristics shine in surprising ways.

Command your target audiences' attention in unexpected ways. If, like me, you are a high-energy person, do not constrain it, promote it. Boldly express — and demonstrate — what makes you different and interesting, while retaining your professionalism. (By the way, being professional is not synonymous with being serious or stodgy — if you can pull off funny, be funny)!

Creatively deliver your products, services, proposals, bios, presentations, and pitches. Whether you express your boldness with words, your personal or company style, your personality, actions, and/or graphics, be unique. To amplify your visibility and memorability, and imprint your compelling answers to the “Why You” and “Why Now?” questions, be inventive, be bold

OUTWARDLY FOCUSED

In the current, highly entrepreneurial marketplace, great emphasis has been placed on perfecting pitches. Whether your presentation will occur in an auditorium or on an elevator, whether it is addressed to team members, prospects, customers, or investors, whether it is online or offline, **shut up, listen, and learn**.

Before you focus on the factors that might compel others to work with you, work for you, buy from you, or bring you into their world, become relevant... to **them**. The way into another person's, or another organization's world is to find your way to fit into it. First, “listen generously”, to quote my client, Gordon Bernhardt, the CEO of Bernhardt Wealth Management. Listen to what is meaningful **to them**. Learn what **they** want, beyond your products and services. Learn what **they** care about!

Only by initially learning what is important to them can you tailor your focus and, refine your message, and work your way into relevance. Only by learning what is important to *them*, both at this moment and in the future, can you become meaningful to your target audiences. Yes, communicating value is empowering, but first — look both inward and outward — to learn and connect others to your *perceived, decision-impacting* value.

SHARING... WITHOUT ASKING

This last section is about providing value in order to demonstrate your fit and applicability. Beyond being a “giver,” admittedly, as I am, there are practical, ROI-producing reasons for leaders, professionals, and entrepreneurs to share freely.

When you roll up your sleeves to help others with their issues, challenges, and opportunities, you demonstrate your, and your company’s, value. When you demonstrate your unique ability, you create connection and trust with those people you most want to influence. When you immerse yourself in their situation, you begin forming a relationship with them. You take the relevance you established by first listening and learning and kick it up a notch. You establish a dialogue in which you demonstrate your answer to the “Why You?” and “Why Now?” questions. Most importantly, you set the stage for positive answers to *your* ultimate question: *The Ask!*

The people to whom you afford a first-hand, shared experience or substantive interaction, learn why they want you in their world. Your willingness to dig in and share your knowledge or ability may spur them onto other, direct or referred opportunities. In addition, you may find they perceive greater value than you had initially anticipated.

You create a win-win. The people you want to attract and retain — customers, clients, investors, partners, and/or team members — understand, and *feel* the value you and your organization bring. These shared experiences provide the ROI-producing, memorable impressions your targeted people will recall when considering you now, at a later date, or when selling you to others.



FRED EVANS



**ASSOCIATE
RE/MAX GOLD COAST REALTORS®**

*"You have the ultimate power in this country
to create your life as you choose it to be."*

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FRED EVANS, HONORED WITH EVERY PRESTIGIOUS AWARD INCLUDING CIRCLE OF LEGENDS, LIFETIME ACHIEVEMENT, CHAIRMAN'S CLUB AND HALL OF FAME, has made a name for himself as one of the most consistently top-ranking ***billion-dollar producers in the world!***

Fred believes that everyone is American has the chance to grow and get ahead on the strength of their own efforts. ***“What is important is finding a profession to which your talents direct you to make the most of whoever you are. And then, hopefully, by working hard and keeping hope alive, you can make a difference and contribute to the whole.”***

After earning a marketing degree from Cal State in 1969, Fred spent 16 years in retail management with Sears and Roebuck. He declined a promotion to company headquarters and joined a national real estate firm. His star rose quickly, due to his people skills, energy, desire and persistence. At the height of his career, he left that firm to pursue growth opportunities with RE/MAX®. He determined that RE/MAX® could provide the best systems and support tools in the industry. With this infrastructure in place, he undertook the new challenge of building one of the top real estate teams in the world!

**FRED AND HIS TEAM – RANKED WITHIN THE TOP 100 USA TEAMS,
16 YEARS IN A ROW, ASSISTED OVER 2,500 FAMILIES ACHIEVE THE
AMERICAN DREAM OF HOME OWNERSHIP!**

Today, Fred lives with his wife, Lynda in Ventura. They have been married for 47 years and still live in the same home they purchased 46 years ago. This is where they raised their 3 children, Cain, Erik and Rebecca. They now have two grandchildren Oliver and Edith.



GROW EVERY DAY

SUCCESS IS ALL ABOUT GROWING YOURSELF AND OTHERS. As you start each day, appreciate that you have the ultimate power in this country to create your life as you choose it to be. Our desires and attitudes give us direction and focus. If we perform beyond expectations, we succeed and get ahead.

My mother, the greatest influence in my life, came to this country from the Philippines, a World War II bride. She was so grateful to be a U.S. citizen. She taught me that it was my responsibility to work hard and give my best, and God would take care of the rest.

I vividly remember being 6 years old raking leaves in our neighborhood. Mom told me not to set my price – just do my best – and the customers would pay me more than I expected. She was right!

Early on, I learned the valuable lesson that income is based on performance. I learned about service and the value of under-promising and over-delivering. Do more than your customer expects and it leads to good things.

With an optimistic attitude comes the excitement and energies which enable us to change possibilities into realities and goals into realized dreams.

In business, as well as in our personal life, optimism (expressed as a positive belief in ourselves and life's prospects) can attract others to us, blending our talents in a synergism that contributes to our mutual success.

It is also important to recognize opportunity for growth when it presents itself. This meant leaving my old firm behind even though I was the number one real estate agent in Ventura County. It was a little scary.

We were renovating our home which tripled our house payments. But we made the right decision to join RE/MAX®.

I will never forget my first RE/MAX® Convention in Orlando in 1990. The atmosphere of recognition and positive energy was palatable. I could barely contain my enthusiasm at meeting a multitude of upbeat top producers – like Tim Baker and Ida Terber – willing to give their time and energy to someone like me who had yet to make the first sale.

That is what impressed me the most! These top producers had systems, they had marketing plans, they had quality service, they gave back to their community, and they gave their time to help other agents succeed!

*To this day, **I still get excited helping families realize the American Dream – home ownership** – that special place to raise their families and create a lifetime of memories. But no matter what's happening, I stop every year to attend the RE/MAX® convention to celebrate another year of growth – **with the best real estate sales force in the world!***



PAM HOLLAND



PROFESSIONAL ORGANIZER LIFE TRANSFORMATION COACH

“Releasing beliefs, habits and physical objects that no longer serve you is a courageous act of self-love, an affirmation that you deserve to live in a sacred space.”

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PAM HOLLAND IS A FOUNDER OF MINDFUL DECLUTTERING & ORGANIZING, LLC, speaker, teacher, professional organizer and life transformation coach.

Pam delights in helping people free themselves from clutter in order to make room for their passions to flourish. By studying, following her intuition, trying and stumbling and trying again, she has become a thought leader in the field of professional organizing and an inspiration to many through her workshops, blog posts and publications.

Pam believes that each individual has within them the wisdom to make the right choices regarding which objects and commitments to hold onto and which to release. Often, a person feeling overwhelmed with physical, emotional or time clutter just needs non-judgmental support in tapping into that place of inner knowing.

Mindful Decluttering & Organizing offers such caring and confidential support through personal services, publications and free resources on their website and on many social channels.

Pam's outlook can be summed up in this quote from her book, **"All In the Family: Clutter and Your Primary Relationships."** Pam writes, *"Releasing beliefs, habits and physical objects that no longer serve you is a courageous act of self-love, an affirmation that you deserve to live in a sacred space."*

Since establishing Mindful Decluttering & Organizing in 2005, Pam and her caring organizers have successfully guided hundreds of clients from all walks of life in creating clutter free, productive space in their lives, homes, and offices. Her clients have discovered their inner power to let go of the old in order to make space for something new.



THE POWER OF TRANSFORMATION

DON'T RECALL A WHITE LIGHT, OR ANYONE CALLING MY NAME, BUT SURELY THERE MUST HAVE BEEN BUTTERFLIES. On a sunny day in April, an elementary school teacher read a story of Monty the butterfly to a circle of 1-3 graders. The butterfly asked, "Am I dying?"

A hush fell over the school, followed by the sound of sirens.

Or so I am told. My body lay slumped over my desk in the school office, but my spirit had flown away. To where, I blissfully do not know.

My mom and my two brothers flew in to say goodbye. My 8-year old son, Adam, played at his friend's, unaware that I, like the butterflies in the classroom, was in a state of hibernation.

That young boy, Adam, had more clarity of purpose than I. In fourth grade, he picked up a pencil, wrote a story, and knew his destiny.

For me, purpose was more elusive.

After my cardiac arrest; feeling joyously happy to be alive, I wanted to make the most of life and finally uncover my life's purpose.

Organizing came naturally to me. My friend Peggy encouraged me to explore helping other people through organizing. As I transformed my life, could I use my gift to help others transform theirs?

Peggy saw my gift before I did. I was attached to my old self, but change was already happening. ***I was the caterpillar in the cocoon. The caterpillar doesn't know it will become a butterfly, or what kind of butterfly it will be.***

I cautiously explored professional organizing and discovered rather quickly that I could indeed help people transform their lives by releasing attachments to their "stuff!"

How do butterflies feel as they transform from one state of being to the next, without conscious thought, following some path mapped out for them long before? My purpose – to assist folks in creating ease and flow in their day-to-day lives – remained hidden, incubating, before emerging, blinking, into the light of day.



**WE DO NOT BELIEVE IN OURSELVES until someone
reveals that deep inside us something is valuable,
worth listening to,
worthy of our trust, sacred to our touch.**

**ONCE WE BELIEVE IN OURSELVES we can risk curiosity,
wonder, spontaneous delight, or any experience
that reveals the human spirit.**

— e.e.Cummings

STÉPHANE PROVENCHER



**AUTHOR · SPEAKER · RESEARCHER
INSTRUCTOR & WHOLE-LISTIC PHYSICIAN**

“Tell your heart that the fear of suffering is worse than the suffering itself.. And that no heart has ever suffered when it goes in search of its dreams, because every second of the search is a second’s encounter with God and with eternity.”

- The Alchemist

www.drstephane.com
www.all4ourkids.org

www.ghcenter.com
www.billionaireparenting.com

STÉPHANE PROVENCHER D.C., D.I.C.S., C.K.T.P., FOUNDER OF GAINESVILLE HOLISTIC HEALTH CENTER, CO-FOUNDER, WHOLE-LISTIC CHILDREN'S FOUNDATION AND HOSPITAL, AND FORMER CHAIRMAN OF RESEARCH, SACRO OCCIPITAL RESEARCH SOCIETY INTERNATIONAL, IS A STORY OF THAT WILL AMAZE AND INSPIRE YOU. For many years, Stéphane Provencher's earliest memories resounded with cries of pain and discomfort. Massively obese and bullied throughout childhood, he knew only one thing for certain: He was not normal. "By the time my parents divorced, it was clear that any personal roadmap I might have developed had been shattered, my apparent destiny no more than a vague memory wrapped in the solitude of despair. It was not until years later, after leaving school and traveling through Europe, that I read *The Alchemist* and discovered that my limiting beliefs were no more than illusion and began to ask Who am I? Why am I here?"

Now able to see his past cast in the colors of a rainbow rather than the prior swathe of black, Stéphane recalled how his gift for intuiting where people held pain had enabled him to look deep inside their souls, feel their feelings, and help them heal their wounds. This awareness guided him in his dedicated studies and career in chiropractic, through which he began to truly understand the intertwined relationship among the body, mind, and spirit. For Stéphane, learning that emotions—not physical ailments—actually cause 90% of all pain, all dis-ease, was not as much revelatory as confirmatory.

It was the staggering realization that emitting or sending frequencies of love can restore proper balance, however, that forever changed Stéphane Provencher's life and the lives of those he serves. "I am 100% clear that I am only a vehicle. My commitment and passion is to guide as many as possible to wellness through self-love and knowledge, and I invite all of you to join me on this extraordinary journey of the soul."

From a young age, Dr. Provencher's dream was to unite a multi-faceted model of health care in one place. With the building of the Whole-Listic Children's Hospital underway, this dream is now coming to fruition.



WHEN LOVE IS YOUR PURPOSE

*WHEN WE DO WHAT WE DO IN THE SPIRIT OF LOVE AND LIGHT,
WE ARE FREE TO LIVE IN OUR HIGHEST PURPOSE.*

*WHEN WE TAKE EACH STEP WITH A HIGHEST PURPOSE OF LOVE, THEN
EACH STEP, IN AND OF ITSELF, IS ALWAYS A "SUCCESS"
AND ALWAYS IN PERFECTION.*

*WHEN OUR HIGHEST PURPOSE IS LOVE, WHATEVER WE UNDERTAKE
HAS A POWERFUL, ENERGIZING, MAGNIFYING ENERGY ALL ITS OWN –
BECAUSE LOVE IS THE MOST POWERFUL ENERGY THERE IS.*

*WHEN WE TAKE EACH STEP IN THE SPIRIT OF LOVE WITH THE PURPOSE OF
EXEMPLIFYING LOVE, THEN EVERYTHING WE DO
IS A MANIFESTATION OF A SUCCESSFUL LIFE.
AN EMPOWERED, PURPOSEFUL LIFE. AN ENTREPRENEURIAL LIFE.*

WHEN LOVE IS THE IMPETUS BEHIND EVERYTHING WE SAY AND EVERY ACTION WE TAKE, NOTHING IS TOO GREAT, TOO DAUNTING, OR TOO IMPOSSIBLE TO FATHOM. When love is both our purpose and the end result we desire, there is nothing to run from, be afraid of, or struggle against. There is only what comes next... and what comes after that... and then again after that on the journey of life.

What would happen if you decided what you wanted to accomplish is not based on external constructs and belief systems but on how closely it resonated with the feeling of love? When love becomes your purpose, and the power behind your purpose, goals and objectives realign, moving from "making lots of money" or "owning three houses, four cars, and three horses," or even "selling a million products that help people live better lives," to expanding love energy into the world – in whatever form that takes. That's it. That's your purpose. The beginning and the end. The whole enchilada.

WITH LOVE AS BOTH INCENTIVE – CATALYST, DRIVE, MOTIVATION, INSPIRATION – AND PURPOSE – GOAL, OBJECTIVE, VISION, CREATION – THERE IS NO LOSING, NO MATTER WHAT THE OUTCOME APPEARS TO BE.

There is never any true “outcome” because we embrace each step along the way knowing that perfection is in the intent. Partnering love energy with our brain’s knowledge and ability to strategize presents opportunities, one... after the other... after the other.

It is when we detach ourselves from perceived necessary outcomes that we are free to expand the nature of our ability to create, generate, share, achieve, and succeed.

The more connected we feel to Source, and to understanding our human selves, the easier it becomes to walk a path of self-assuredness and creative consciousness because we no longer question every decision we make out of the fear of being wrong or stupid or – most common – failing. Instead, we see the road ahead as lit from behind with a perpetual glow that illuminates the way. We no longer have to worry about whether the street lights will go out or what’s around the shadowed corner, because we know that the light of Source energy, of completeness, of empowerment, will be there to highlight our options. That we will have always-changing, never-diminishing invitations to choose differently, magnify our connection, and manifest in new ways.

“WHAT DOES LOVE HAVE TO DO WITH IT?”

Looking at entrepreneurship within the context of the energetic power of love.

Oddly enough, the word *entrepreneur* originated with the French to describe the “one who undertakes or manages,” the verb *entreprendre* meaning “to undertake,” *entre*, meaning “between,” and *prendre* “to take.” Entrepreneurs, who create new markets and fresh opportunities, are certainly managers and promoters. Yet it is their ability to make *connections* others may not see that makes the difference.

CONNECTIVITY IS WHAT INVITES LOVE IN TO OUR RELATIONSHIPS, WHETHER PERSONAL OR PROFESSIONAL. You know the old saying, “It’s not personal; it’s just business.” In actuality, there is no difference. In our new paradigm, nothing is “just business” in the sense that we are all connected. If we hurt someone else, we hurt ourselves. If we inspire someone else, we inspire ourselves. It is a space of empowered purpose.

Novelist Lisa Samson writes about Purpose, a figure who sits in a straight-backed chair opposite her in his gray felt fedora holding a brown leather banker’s satchel. Purpose is waiting for her to “wake up and emerge from inside.” When will we allow ourselves to wake up and become all that we can be?

A Hebrew sage once confessed that, when he died, he wasn't afraid that God would ask him why in life he hadn't been more like Moses, or Isaac, or Abraham, but that God would ask him why he hadn't been more like himself. How interesting to think about how being "more like ourselves" could shift the construct from having power to feeling empowered through connectivity. From achieving greatness not through separation, but through purposeful awareness and resonance without fear.

Instead of viewing entrepreneurship as an example of a feat of scaling mountains by stepping over the heads of others, perhaps we can see it as a feat of scaling mountains by inviting others to come along with us.

WHAT IF THE TRUE ENTREPRENEURIAL SPIRIT CAME FROM A PLACE AND SPACE OF DIVINE LOVE AND SOURCE ENERGY? What would power and purpose look like then? What if we were to generate energetic momentum to the degree that our purpose – manifestation through the energy of love – unfolded gracefully and with a sense of *rightness*, no matter the apparent outcome?

HOW TO GET THERE FROM HERE

Most of us straddle the line, the one between doing things the old way and holding onto old belief systems and moving into a new way. It feels safer, somehow, more comfortable to allow feelings of empowerment to exist as the whim of an aggrandized ego that justifies our actions than to question our motivation. Who wants to examine too closely that moment when inspiration energy changes into bulldozer energy? Why must so many of us experience intense suffering before we feel ready to take the dive over the line into self-love and connectedness? The good news is that once we've taken that dive, we never want to go back.

Validating connectedness, that feeling that you're in the flow, is easy. When you're there, there is an open-ended invitation to end the struggle, not to promote it or perpetuate it. You are only concerned with your own behaviors, actions, and thoughts, and respect those of others. There is no place for drama or egomania. You live – and think – from your heart, which partners with your brain, to recognize opportunities and be aware of signals from the environment that validate you are listening to guidance. You trust you will make the right decisions about how to move forward in any situation. Of course, there are times when no action is the preferred action. Then it's time to ask: *What is my motivation? Am I putting pressure on myself to do something – anything – when non-action would be more appropriate?*

ENERGY ALIGNED WITH THE PURPOSE OF LOVE
ALWAYS UNFOLDS GRACEFULLY IN FRONT OF YOU.

If we redefine *purpose* as a vibration of rightness, we can promote the creation of greatness in whatever form it might take, and wherever it might lead us.

Purpose is the knowing behind the doing, the freedom behind the being, the sovereignty that encompasses the wholeness of you. It is...

...knowing who you are and expressing it into the world;

...settling into your unique energetic frequency and inviting it to ring true in everything you touch and everything you do, in everything you are and everything you create, in each and every breath you take;

...speaking your truth into each relationship you have;

...moving through life consciously, with awareness that you are not alone, that you exist among other humans, that your actions have consequences;

...knowing that since we are all one with Source, your light shines as brightly as every other light in the universe.

When we focus the power behind our purpose on integrity, we no longer feel compelled to run back into the hole, the cave, the place where we felt safe because we were more comfortable in discomfort – in numbness – than in moving in a direction that feels foreign. Taking a new action or thinking a new thought shakes us out of our complacency. Purposeful action and purposeful thought equals empowerment!

***Hold onto to what makes you feel
Don't let go – it's what makes you real!***

Most cultures teach us to believe to trust the brain over the heart, logic over feeling. That making “good decisions” takes common sense and nothing else will get us where we want and need to go. We are instructed that emotions must be shut down because decisions based on emotions cannot possibly stand firm. It is not the vibration of logic that brings things to us or keeps things away, however; it is the vibration of our deepest feelings that manifests our desires into 3-D form. It is how we *feel* that determines whether the Universe will resonate with those desires. Overriding our feelings with logic causes the Universe to throw up its hands and say, *How can I know what you really want? How can I possibly know what would truly make you sing?*”

HOW TO CLEAR THE BS (BELIEF SYSTEMS, NOT BULL S – T!) AND FOLLOW YOUR HEART'S PURPOSE

Given that we often allow living our lives in reactive mode, driven by emotions like fear, avoidance, defensiveness, blame, shame, guilt, the only answer to living differently, to living an empowered life and following your heart's purpose, is to shift our emotional compass. To press the "reset" button on our Belief Systems.

The key, you may not be surprised to learn, is *love*. Love for others, but more importantly, love for Self, because self-love drives self-acceptance, which drives the acceptance of others. Self-love breeds non-judgment of self, which breeds non-judgment of others. Self-love opens the door to self-awareness, which opens the door to awareness of the gifts every other human being on the planet brings. Love, the most powerful emotion there is, invites us to experience ever more love, joy, gratitude, and reverence for who we are and the choices we make.

ENTREPRENEURS WHOSE POWER AND PURPOSE RESIDE IN LOVE

It takes audacity, creativity, and trust to know that whatever happens, in this moment in time, if you exist in a state of love energy, your quantum field will always be one of success.

It takes acceptance of what is in front of you, not what you may perceive or want to be true; of what is possible, not what you might think or others might think is possible. It takes searching for and finding the truth in all possibilities to recognize your place and your purpose. It takes forgiving all that keeps you tied to your past stories and motivations.

When empowerment comes from knowing who we are, we find ourselves full of purpose – full of positive energy we want to share with the world. In that place, we are freed up to tap into our creative minds and spirits. We become the connector. We become the connection.

In other words, we are free to become truly entrepreneurial.

If we take one step on our path following our deepest guidance, our spiritual compass is set for LOVE. When we take the next step, all we need to know is that we are moving in the absolute best direction for all concerned. If we are consistent in our focus, choosing integrity and love over all else, we can be assured that we will stay in a space and focus of inspired living. When we live in an energetic frequency of inspiration in which we remain guided by these principles, we tend to inspire others to join us in our empowered pursuit of purposeful creativity.

Focusing on building, clearing, archiving, and achieving through love sends that energy into the quantum field and brings more of the same in return. We enter that vibrational reality, even before we enter the see-it, hear-it, taste-it reality.

THINKING WITH YOUR HEART

If we live by the tenets Don Miguel Ruiz offers in *The Four Agreements* – if we are inscrutable with our word, don't take things personally, don't make assumptions, and always do our best – then it is a natural progression to understanding that we are only responsible for our own thoughts, feelings, beliefs, and actions. Amazingly, instead of feeling more burdened by “all this responsibility,” our load lightens. When we have no one else to blame (nothing others do is because of us; what others say and do is a projection of their own reality), we become immune to the opinions and actions of others and stop falling into the role of victimhood. When we find the courage to ask questions and express what is in our heart, we have no need to judge or correct; we only deal with what *we feel* and *what is*, not with the stories we make up in our head. When we always do our best and speak with integrity (saying only what we mean and avoiding gossip, no matter the situation), self-judgment, self-abuse, and regret become irrelevant.

As the load on our shoulders dissipates, we are free to step into our true power, our true state of connectedness: the space and place where true creativity is conceived and birthed: the place of entrepreneurship.

Giving permission to ourselves to express who we really are out into the world means no more hiding, fleeing, or defending against. No more denial or going on the offensive. Jarrad Hewett³, visionary teacher and healer, advises us to become the “way-shower,” the one who gives permission to him/herself and others. To *be* the expression of energy moving out into the world that activates and acknowledges in others their own individual experiences and expression. Such an invitation allows us to express new ways of being the change through getting in touch with all that we are.

Being the way-shower means feeling empowered by your own sense of conscious awareness and excitement about what it feels like to inspire and motivate, to be the person to whom others gravitate. It's as if suddenly we have a “gravitational pull as strong as the one earth has for every single entity that resides on it.” Entrepreneurs are often described as people with charisma. They are people we want to be around because we feel compelled to know what they know, because we feel their connectedness and we

want to experience it for ourselves. We sense that they know something amazing and we want to follow them through that door into knowledge and awareness.

True empowerment is only possible when we release fear and distrust and the idea that we need to “win,” where winning means someone else has to lose. Liberated, we do not need to conform, or fight against anyone or anything, or struggle to be heard or seen or appreciated. We can choose expansion over constriction and connectivity over separation, so that every moment is another opportunity to gravitate to the Divine within us and all others.

It’s generally agreed that when we pass over from this lifetime we go through a “life review process” where we are often surprised to learn that God loves us unconditionally, without judgment or recrimination for every single choice we’ve ever made.

Entrepreneurs with the power and purpose of love are those whose stories and belief systems no longer keep them trapped. They have stepped into resonance with Who They Really Are. They invite every aspect of themselves into the ring, where expression and creativity and inspiration reign. They have stepped into sovereignty.

INTO FREEDOM.

INTO LOVE.

Co-authored with Dr. Stéphane Provencher:

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DEEPAK CHOPRA, MD



**SPIRITUAL LEADER, AUTHOR, PUBLIC SPEAKER
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*"Our minds influence the key activity of the brain,
which then influences everything; perception, cognition, thoughts
and feelings, personal relationships; they're all a projection of you."*

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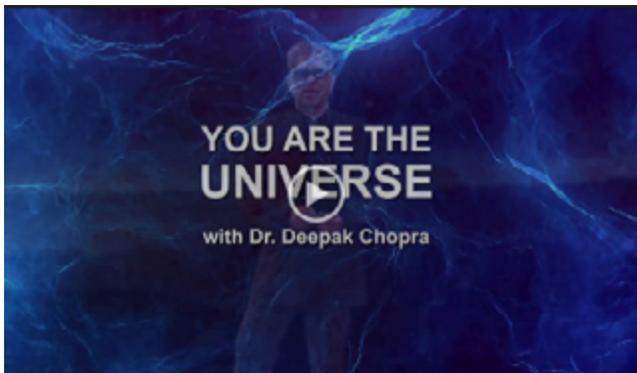
DEEPAK CHOPRA MD, FACP, A WORLD RENOWNED PIONEER IN INTEGRATIVE MEDICINE AND PERSONAL TRANSFORMATION, IS THE FOUNDER OF THE CHOPRA FOUNDATION, cofounder of Jiyo.com and the Chopra Center for Wellbeing. TIME magazine has described Dr. Chopra as “one of the top 100 heroes and icons of the century.”

Chopra is Board Certified in Internal Medicine, Endocrinology and Metabolism, a Fellow of the American College of Physicians, Clinical Professor in Medicine and Public Health at the University of California, San Diego, Researcher, Neurology and Psychiatry, at Massachusetts General Hospital, Adjunct Professor at Kellogg School of Executive Management at Northwestern, Adjunct Professor at Columbia Business School, Columbia University and Professor of Consciousness Studies at Sofia University.

The World Post and The Huffington Post global internet survey ranked Chopra #17 influential thinker in the world and #1 in Medicine.”

With more than 85 books, including twenty-five New York Times Bestsellers, *You Are The Universe: Discovering Your Cosmic Self and Why it Matters*, became an instant New York Times Best Seller and Wall Street Journal Bestseller.

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8 SECRETS TO FREE YOUR SPIRIT AND FIND JOY

JOY IS A DIVINE QUALITY OF OUR TRUE SELF, WHICH IS INHERENTLY LIGHTHEARTED, PLAYFUL, AND FREE. You can see the full expression of this joy in young children who haven't learned to worry or take themselves too seriously. They play and laugh freely, finding wonder in the smallest things. They are infinitely creative because they haven't yet built up the layers of conditioning that create limitations and restrictions. They are in touch with their intuition, which is a form of intelligence that goes beyond the rational mind. Far from being superficial or trivial, joy is an experience of our deepest spiritual nature.

The path to joy is a return to wholeness. It is about shifting our perspective from ego to spirit. Our ego's fear and insecurity cause it to puff up with self-importance and attempt to control the uncontrollable, while our spirit, knowing it is eternal and infinite, simply allows life to unfold. This creates a natural state of ease, which predisposes you to lightheartedness, joy, and laughter.

If you want to cultivate more joy, creativity, and love in your life, the principles that follow will help you shift your internal reference point from the limitations of the ego-mind to the freedom of spirit.

LAUGHTER IS THE HEALTHIEST RESPONSE TO LIFE

While we all experience loss and sorrow, in the end, joy and laughter dispel suffering like so much smoke and dust. When you feel momentary happiness, or you want to burst out laughing, or you smile for no apparent reason, you are glimpsing eternal reality. For a fleeting moment, the curtain parts and you experience something beyond the illusion. In time, these moments of joy will begin to knit together. Instead of being the exception, the primordial state of joy will become the norm.

THERE IS ALWAYS A REASON TO BE GRATEFUL

The purpose of gratitude is to connect yourself to a higher vision of life. You have the power to choose where you focus your attention, and whatever you focus on will grow in your experience. If you pay attention to those aspects of spirit that demonstrate love, truth, beauty, intelligence, and harmony, those aspects will expand in your life. Bit by bit, like a mosaic, disparate fragments of grace will merge to form a complete picture. Eventually this picture will replace the fearful or limited images created by your ego.

YOUR SOUL CHERISHES EVERY ASPECT OF YOUR LIFE

Your worth is absolute, and everything that happens to you—whether it feels good at the time or not—is part of a divine plan unfolding from the level of the soul. In the conventional view, self-worth comes down to having a strong ego. People who possess strong egos feel self-confident and enjoy asserting themselves against obstacles. They meet challenges and in return life gives them money, status, and possessions—external rewards for external accomplishments. Yet in reality, your worth is the value of a soul, which is infinite and never varies. Since every event in your life isn't happening just to a person but to a soul, everything in life should be cherished.

YOUR LIFE HAS A PURPOSE

Even when you feel lost or confused, your life has a purpose. You determine that purpose at the soul level, and then that purpose unfolds in daily life as part of the divine plan. The more deeply you are connected to the plan, the more powerful it becomes in your life. Ultimately, nothing can stop it. As you spend time meditating and engaging in other practices that expand your awareness, you will become more and more certain of your true purpose.

YOU ARE SAFE

Many people live in a state of chronic anxiety, feeling isolated and threatened by all the potential threats of modern life. While fear feels very real, our true self can never be hurt or threatened. That's why the ancient sages said that all fear is born of duality. When we know ourselves to be one with the ground of all existence, then nothing is separate or foreign to our nature and therefore nothing can truly threaten us.

You can gradually begin to let go of unhealthy fear by questioning your thoughts and opening your awareness. When fear arises, just observe yourself. See yourself, notice what your body and breath are doing, watch your behavior, your tone of voice—all of it. Then ask yourself, "Who is it that is observing all this?" The observer is your core self, your quiet center that exists outside of and independent of your fear. Shift your center of identity to that authentic self, and from that place you can be with fear without being in its grip. The fear is then only a disturbance within your larger field. This settled presence of your awareness will allow your fear to dissipate as you experience the joy and peace within.

OBSTACLES ARE OPPORTUNITIES IN DISGUISE

Obstacles are signals our true self sends us to let us know that we need to change directions or take a new tack. If your mind is open, it will perceive the next opportunity to do so. The secret is to abandon rigidity and trust in spontaneity. You can't plan in advance how to meet the next challenge, yet most people try to do just that. They cling to a small repertoire of habits and reactions and they narrow their lives.

Sticking to the familiar may feel comforting but it will completely shut out the unknown, which is the same as hiding your potential from yourself. How will you know what you are capable of if you don't open yourself to life's mysteries or usher in the new? Whenever you catch yourself reacting in an old, familiar way, simply stop. Don't invent a new reaction; don't fall back on the opposite of what you usually do. Instead, ask for openness. Go inside, be with yourself, and allow your next response to come of its own accord.

THERE IS A CREATIVE SOLUTION TO EVERY PROBLEM

Every question includes its own answer. The only reason a problem arises before its solution is that our minds are limited—we think in terms of sequences, of before and after. Outside the narrow boundaries of time, problems and solutions arise at the same instant. While you might think that heroic efforts are required to face the problems that face us and the world, in fact the reverse is true. When you're living in a state of expanded awareness, you act without effort, you feel joy in what you do, and your actions bring results.

YOU ARE A CO-CREATOR WITH THE UNIVERSE

You are a co-creator with the universe and infinite energy is available to you. To claim your creative power, you need only connect with the primal energies that play within you. The kind of energy you can call upon at any given moment depends on your level of consciousness. Most people rely on the superficial energies generated by the ego: anger, fear, competitive drive, the desire to achieve, and the yearning for approval. There is no right or wrong in the domain of energy, but the ego falls prey to the illusion that only anger fear, the drive to achieve, and so on are real. It ignores the higher energies of love, compassion, truth.

On the path to joy, we proceed to subtler and subtler realms of the mind, and with each step, new levels of energy become available. At the highest levels of consciousness, all energy becomes available. At that point, all of your wishes and desires are in alignment with the universe, God, or spirit. You are able to create with effortless ease and you experience the spontaneous fulfillment of your desires.



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from your brilliant glow.
Share your light and your blessings!”*

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CASANDRA J MCFARLAND, DC, DCBCN (DOC CASI), IS IN A FULL-TIME PRACTICE AS A CHIROPRACTOR AND BOARD CERTIFIED CLINICAL NUTRITIONIST. Her focus is educating and working with her clients so they can better understand how everything in their body is connected, and she designed Envision Health Chiropractic and Wellness Center in Rockville, MD., to deliver that kind of complete care.

Doc Casi sees patients of all ages and health concerns, including, but not limited to low back pain, headaches, knee pain, sciatica, and shoulder pain. She has quickly become the regional expert in helping patients balance their hormones, thus leading to optimal health. She also provides nutritional support for digestion, musculoskeletal, and immune system health.

For Doc Casi, this is more than a practice. It is a calling. Prior to opening her own wellness center, she worked for two other practices. Realizing there was a better way to take care of people, she quit and went on her own. Her first month's rent was \$800 and she had \$832 in her checking account. If you do the math you get a sense of her commitment. This drive of always delivering the highest-quality care continues to fuel her.

Dr. McFarland is a graduate of Northwestern College of Chiropractic (2001) and obtained her BS in Biology from the University of South Dakota (1997). In addition, she received her Diplomate in Clinical Nutrition in August of 2011.

Doc Casi is a two-time All-American hurdler and sprinter. In her free time, she enjoys rock climbing and anything that has to do with nature. During the summer months, you will likely find Doc Casi playing sand volleyball. Her active and outdoors lifestyle is no coincidence. She believes regular chiropractic care and eating nutrient-dense foods provides the foundation for leading a healthy, fulfilling, and active lifestyle.



IMAGINE...

WOULD LIKE YOU TO IMAGINE SOMETHING.

It's a day in the future, but not that far in the future. Imagine you have not been feeling quite right. Not badly, but also not your best self. And, in this story, you are walking along a street, on the sidewalk. You might be in a city or a small town. A neighborhood. Anywhere. And you come across a building. You vaguely recall it used to be a warehouse or a manufacturing facility that lost its way. *Only now, it is something very different.*

The sun is striking its entrance and you see a sign that announces something about health and wellness. The word "*Envision*" is in lights!

You move closer and almost without even realizing what you are doing you open the door and walk inside.

You are greeted by a sense of activity and calm. Both at the same time. Of peace and, also, of complexity. There is a vast open space that is garden green, full of light. Somehow the air feels different. Fresher. You begin to connect a few dots.

You recognize you are in a clinic the likes of which you have never seen. The directory lists chiropractors, acupuncturists, and nutrition counseling. *There is more.*

You see a sign directing you to a pool, an oval track, even volleyball. There are people in lab coats walking around. Mostly, you detect a casual professionalism. You spot a welcome station and, as you are about to approach it, someone sweeps past your vision. A few feet after passing in front of you, the object stops, turns and walks toward you.

It is a woman. She is smiling. No, she is beaming. She looks straight at you as if you are the only person in the building. In the universe.

She leaps forward, stops in front of you, bows deeply. You notice she is wearing a cape as her bow causes it to cascade over shoulders. She proceeds to announce herself.

"Hi, I'm Casi, the proprietor of this establishment."

You have just met...me. Or, more precisely, you have met the *future* me. Today, I am a chiropractor, a nutritionist, and a healer. My practice is called *Envision Health Chiropractic and Wellness Center*. The cape is real. And the "establishment" described above is more than a dream; it is an intention that I make more real every day.

I would like you to understand why everything imagined above will one day be, so I appreciate this opportunity to tell some of my story. In this story are themes of impossible odds, resilience, inescapable fate and, especially, love.

I was not supposed to be a chiropractor, much less a change-agent. Doctor? No one who witnessed my early surroundings would have imagined "doctor" would be in my future.

Growing up in South Dakota, I was part of a family who knew poverty and hunger. And worse, alcoholism and addiction. But even as a young tomboy, elements of the cape-wearing Superhero could be seen. Burdened with difficult circumstances, I was also blessed with courage, athleticism, ferocious independence and, also, compassion and a sense of gratefulness.

From the beginning, my friends were of every color and background. What's more, I saw goodness in the helping hands that showed up when my family and I needed them most.

There were people in those early years who had my back. Grandma Harr – who may or may not have actually been my grandmother – was one. Another was my stepfather's mom, Granny Dort or Dorothy, who taught me the magic of giving full-on, *"I love you for who you are"* hugs. Granny Dort also instructed me on the art of always "putting your face on" before going out into a male-dominated world. Then there was Dr. Munsterman, who I will get to in a second.

My mom worked with physical therapists. The expectation was I would do the same. Thankfully, my brains and running skills (I'm proud to say I was a two-time All American) got me into college. I met a boy there. Not a remarkable occurrence, of course, *but this was not just any boy.*

Sam was not a boyfriend, he was much more. He was the first person to show me the power, beauty, and authenticity of simply being myself. The first person who truly understood me. *Sam* helped me to fill in the holes of confidence and purpose. He showed me how to be whole and happy. Together we played *King of the Snowbank*, broke rules, and shouted more than sang to *The Rolling Stones*. Then, just as suddenly as *Sam* had shown up in my life, he was gone. He had driven when he should not have. At the instant he was killed, I was geographically far away, yet I felt a chill go through my body.

Dying did not and has not stopped *Sam* from showing up from time to time. It is when I have a particularly rough day or maybe a magical one that, by no coincidence, a *Stones* tune comes on the radio. It is validation of my own belief that we are all energy...all connected...now and forever.

Sam is indicative of other people and events that have landed in my path. With the support of what I call my "*non-biologicals*," I pushed myself through college and into the world. My first job as an intern for a chiropractor happened because I walked in the wrong entrance of a physical therapy clinic. It was there I met *Dr. Munsterman* who said to me, "*Casi, you were always destined to be a chiropractor.*"

I felt limited living in Minnesota. Once again, there comes a story about a boy. This time, it was a boy who invited me to the Washington, DC, area. The boy did not last, but like a bee serving his queen (or in this case, a Superhero!), he had done his job. He got me here, to one of the most influential health care markets in the country. I had always told friends and family I would change health care. Now I was in a place to do it.

So, today, if you are feeling not quite right – like you were at the beginning of this story – and walk into Envision, we will get to meet. Yes, I could very well be wearing the cape.

What I work hard to bring to my practice and to you is a wholeness. An understanding that everything in your body is connected. I am an Empath. Literally. I will *feel* what is going on for you before you even tell me what is going on.

I am unflinchingly honest and will use a vocabulary that mixes in more than my share of color. People have told me I have the uncanny ability to look them in the eye and be completely relatable, whether “they” are a child, a grandma, an astrophysicist, a CEO, or a Superhero of their own.

And, while I recognize I have called myself a Superhero and have made myself the star of this story, this is the only time I am comfortable doing that. I am here for you. Like a Superhero, I may fly around all day, but thanks to people like Grandma Harr, Granny Dort, Sam, and others, my feet are planted firmly on the ground.

Finally, I will say that calling me an entrepreneur is a stretch. My profession is simply the vehicle to achieve this vision of respectful and integrated health. So. if one day you pass by what used to be a warehouse or manufacturing facility and you feel drawn to enter, please come in.

I CANNOT WAIT TO MEET YOU.



JOHN P. LIN



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real estate brokerage is a long term relational business
not a transactional business.”*

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JOHN P. LIN FOUNDED CAPSTAR REALTY IN 1994, a Washington DC area based commercial real estate brokerage firm focusing on retail/office/industrial leasing, investment sales, property management and business acquisition with a staff of 50 seasoned professionals. Graduating from the University of Maryland College Park campus and earning his master's degree from Johns Hopkins University prepared John with financial accounting, insurance, security, restaurant, information technology, as well as real estate and business acquisition knowledge.

John believes honesty and integrity are important in the commercial real estate business and are two qualities he looks for in all his agents and staff members. John received the 2016 Maryland Top 100 Minority Business Entrepreneurs and the 2008 Top 100 Minority Business awards. John has been an advisor and visiting professor at the University of Maryland, Johns Hopkins University and Georgetown University real estate masters programs and is also serving as the National Chairman of the Commercial Committee of the Asian Real Estate Association of America (AREAA). In addition, John also teaches at the Nanjing University Business School MBA Program.

John believes in giving back to the community and serves as the Chair of the Asian Pacific Americas task force in the city of Rockville. He also has been a long time member of the Gaithersburg Business and Economic Development Committee. John has been promoting investors to establish new business operations in the Washington DC metro area.

John has a strong passion for tennis. He is a big sponsor of USTA teams and is serving as President of the Washington Area Chinese Tennis Association (WACTA).



*AS YOU THINK, you travel,
and as you love, you attract.
You are today where your thoughts
have brought you;
You will be tomorrow where your thoughts take you.
You cannot escape the result of your thoughts.
But you can endure and learn, accept and be glad.*

*You will realize the vision, not the idle wish
of your heart
Be it base or beautiful, or a mixture of both
You will always gravitate to that which you most love.*

*Into your hands will be placed the exact result
of your thoughts.
You will receive that which you earn; no more, no less.
Whatever your present environment may be,
You will fall, remain or rise with your thoughts, your vision.
You will become as small as your controlling desire;
As great as your dominant aspiration.*

*— James Allen
“As A Man Thinketh”*

DR. DAVID SHIRAZI

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DR. DAVID SHIRAZI GRADUATED FROM HOWARD UNIVERSITY COLLEGE OF DENTISTRY, WASHINGTON DC. He then went on to earn his masters degree in Oriental Medicine, Acupuncture, Herbology, and TCM theory from SAMRA University. He completed over 2000 hours of continuing education in TMD and facial pain, cranial mandibular orthopedics, and sleep disordered breathing. After completing his Masters he traveled to both China and Korea where he completed a hospital mini-residency in Oriental Medicine at the China Beijing International Acupuncture Training Center. He then completed a mini-residency at the Kyung Hee University and Medical Center. This University is the top medical hospital and research school in Korea. He is the first and only dual degree dentist and RPSGT. He is the founder of the Bite, Breathe, and Balance medical study group, dedicated to the multidisciplinary approach of treating craniofacial pain and sleep disorders.

Dr. Shirazi's owns and operates the TMJ and Sleep Therapy Centre of the Conejo Valley, where the views of the Santa Monica Mountain Range and the surrounding valley below are a therapy of their own. His knowledgable staff will warmly invite you into their work place, and his care. He has been successfully practicing for 15 years, treating Jaw Disorders, TMJ, Facial Cephalic, Cervical pain, and Sleep- Disordered Breathing (OSA) in children and adults. Dr. Shirazi's Professional Memberships include: AACP, IAO, AAOP, CSS, BRPT.

He is a primary investigator, researching for non-pharmaceutical, and pharmaceutical, medical, and dental treatment. He continues to lectures throughout the world on craniofacial pain, sleep disordered breathing, electro- acupuncture, and advanced orthodontics. Dr. Shirazi enjoys hiking, and camping with his family. He is married to the love of his life, Kimberly, and together they have their first-born son Maximus. They live close to nature in a small community in the Santa Monica Mountains.



MY JOURNEY

MY FAMILY LIVED IN IRAN WHEN I WAS VERY YOUNG. Both of my parents were medical professionals. My father was a Pharmacist, and my mother a Dentist. Shortly after the Ayatollah came to power in February of 1979, we left our home to escape religious persecution or death. I was the tender age of 5 years old when we arrived at our new home, the United States. Here are the key principals that helped me get to where I am today.

BLAZE YOUR OWN TRAIL

As a child, I struggled with bedwetting, hyper activity, and attention deficit (behaviors I would later discover could be caused by sleep Apnea). People used to say, “Why are you doing that?” and “What’s wrong with you?” My parents were at a loss for solutions to my needs. My issues were unexplained but tolerated by the medical community. Diagnosis of Sleep Disordered Breathing were not available at the time, especially in the Pediatric population. I felt ashamed, embarrassed, and frustrated. I was too young to recognize it at the time, but looking back I realized this drove me to find the answers for myself that my parents didn’t have for me. I learned not to accept “facts” as absolute until I had verified them for myself. As a result, I was not willing to follow the well-worn path if it was unclear, or undefined, or wasn’t focusing on the actual cause of the problem. Rather than be like my mom, a “by the book” person, I decided to blaze a new trail. This mindset started me down a path that ultimately led me to be the type of Doctor that sets the standard, rather than observing it.

PERSEVERANCE

Newt Gingrich said, "Perseverance is doing the hard work you do after you get tired of doing the hard work you already did." My mother had already become a Dentist in another country. During most of my childhood, she was studying and working toward her U.S. Doctorate of Dental Surgery while learning a new language, at UCLA. There's no Latin in Farsi! Learning English while studying textbooks written in English was a huge challenge. Watching her I learned how to be diligent and tenacious in the pursuit of a dream... twice!

PURSUE YOUR PURPOSE

As a young man, I came down with a common flu virus and asked my mother's advice. She told me to go to the local emergency room and get a prescription. The Dr. that saw me wrote a prescription for an antibiotic. My mind was unclear about why I would need an antibiotic when I had no bacterial infection. The Dr. offered an explanation, but I was not content with his answer. I felt there must be a better way to obtain the desired effect. I wanted to know how. This exchange turned out to be the impetus that brought my pursuit of purpose into focus. I needed to know how to reverse a condition if possible, not just treat the symptoms while the condition remained. By the age of 14 I already knew I wanted to be a dentist and that I was going to learn something after dentistry that encompassed a more "whole person" view in treating illness.

PLAN YOUR WORK AND WORK YOUR PLAN

I had decided to pursue dentistry, but not stop there. I would obtain a degree in dentistry and in addition would study the effects of dentistry *on the body, and mind as a whole*. With excitement and drive of a treasure hunter upon finding their first piece of treasure, I began this quest.

After I completed my undergrad at CSUN, I attend Howard University College of Dentistry in Washington DC. Where I graduated with a Doctoral of Dental Surgery (DDS.)

During college, I had started Shaolin Martial Arts. I became friends with my instructor who was a dental auxiliary in the Army. Shaolin teaches both external and internal philosophy of Chinese Medicine. It opened my eyes to the internal energy and how it related to the external body. I learned about Eastern Medicine and its applications to Western Medicine. Because I was convinced that TCM would greatly benefit my patients, after Howard, I enrolled at the SAMRA University of Traditional Oriental Medicine for my post graduate Masters. There I completed a 3000-hour Master's program in Acupuncture, Herbology, and Traditional Chinese Medicine (TCM) theory. I am still the *only* fully credentialed dentist and acupuncturist to date. I continued to learn in all avenues of

Western and Eastern medicine and dentistry. My diligent study was rewarded by The American Board of Craniofacial Pain (ABCP) awarding me with "Diplomat" status. This is the *highest academic* award any DDS can achieve in the field of pain treatment.

GIVE BACK

My whole life I wanted to make it so that kids didn't have to go through what I went through. As a child, I believe I would have been diagnosed with a sleep breathing disorder as the cause of my ADD/ADHD. During my research I came to understand that my childhood conditions were driven by sleep apnea. I had found the cause for my childhood issues! This discovery brought me to a new pathway. I now had the knowledge and the tools to help others find the solution my parents and the medical community had been unable to find. This new path led me to becoming a fully licensed Sleep Technologist able to conduct and score sleep studies at my Center. I am the *first* dual degree dentist, and sleep technologist to date.

FIND THE MAGIC

I knew there was still a need to correct the *cause* of sleep apnea. I found that studies show palatal expansion can CURE SLEEP APNEA in children and that dental appliances resolved the structural issues behind sleep apnea. This led to my discovery of ALF (Alternative Light Wire Functional). One of my clients aptly called ALF "The Magic". She is right. This is a gentle, nearly passive, non-invasive method to align teeth and improve bite without

braces. It addresses alignment of the bones using principals of cranial osteopathy. It brings changes in muscle function to achieve stable results. ALF is a whole body and mind approach to improving overall health and performance.

SCHOOL IS NEVER OUT FOR THE “PRO”

I have never stopped learning. I have always continued my professional education and residencies in the field of, Advanced Orthotics, TMJ disorder, Headaches, Neuralgias, and Sleep-disordered breathing (OSA), I have also completed over 200 hours of continuing education in various techniques in Chinese and Korean medicine, and their application to this field.

I now own and operate the TMJ and Sleep Therapy Center of the Conejo Valley and Los Angeles, where the views of the Santa Monica Mountain Range and the surrounding valley below are a therapy of their own. I have been successfully practicing for 15 years, treating Jaw Disorders, Facial, Cephalic and Cervical pain, Sleep-Disordered Breathing (OSA) in children and adults. I offer non-surgical, extremely conservative approaches to effectively treating: TMJ Disorders, Headaches, Migraines, Facial Neuralgias, Tinnitus, Ear Pain, Snoring, Apnea, for both children and adults. I primarily use Oral Appliance Therapy, ALF (Alternative Lightwire Functional) in conjunction with or without PAP to correct these issues. I personally evaluate each patient and designs a custom treatment plan specifically suited to their individual needs.

I insist on forward motion toward the improvement of past discoveries, and then following those improvements through to additional discoveries. We must continue to teach this new generation of doctors hungry to learn..



KAREN SCHEMBARI



**WELLNESS EDUCATOR
YOUNG LIVING DISTRIBUTOR**

*“Essential Oils will benefit your health
and greatly enhance your spiritual,
mental, and physical well-being!”*

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KAREN SCHEMBARI IS A HIGHLY REGARDED WELLNESS EDUCATOR, AND A SUCCESSFUL YOUNG LIVING DISTRIBUTOR.

Long before Karen was introduced to Young Living and Essential Oils, she strived to live life as naturally as possible. She researched Essential Oils for over 16 years before making an informed decision to join Young Living as an enthusiastic and knowledgeable advocate of its benefits since 2004.

Karen teaches classes weekly on how to use Essential Oils, tips on taking care of the environment, and reducing our bodies toxic burden. Locate her schedule of classes on Facebook via Schembari Family Wellness.

Karen grew up in a small river town Beacon, New York, in The Hudson River Valley. She relocated to Maryland to attend the University of Maryland in College Park. She transferred to the University of Maryland in Baltimore City graduating with a BS in Clinical Laboratory Science. Karen pursued her passion to become a Wellness Educator by gaining vast experience by working in clinical laboratories in many area hospitals.

Karen met Vincent A. Schembari, a dentist, Founder & Owner of Schembari Family Dentistry, while working at Georgetown University Medical Center. After 7 years, they married. The family has lived in Laurel, Maryland, for 25 years, and are parents to three sons. Their eldest sons, Vincent 21, and Kevin 19, are college students. Her youngest, Christian, 17, graduates high school in May 2017.

Karen is an active and dedicated community volunteer. During the last 25 years, Karen is seen around town at many Boy Scout activities with her sons, managing the Troop Treasury, on home schooling field trips with her boys, running the annual Christmas Bazaar at their church, and organizing other people's treasures at the annual Granny's Attic Sale.

In addition to community activities, she volunteers her services for her son's high school in many capacities. Over the last eight years, she served as Sports Team Mom; Co-Chair of Pallotti High School Annual Gala; and President of Pallotti High School Parent Guild. As her last son finishes his senior year of high school, she cares for her aging parents.

Karen is a current board member of the Laurel Regional Hospital Charitable Foundation. And, continues her life's calling to teach the Young Living lifestyle of wellness, and benefits of Essential Oils for overall well-being, to as many health conscious people as possible



THE BENEFITS OF ESSENTIAL OILS

MY PASSION IS TO TEACH OTHERS TO LIVE LIFE AS NATURALLY AS POSSIBLE. In that light, I believe many people are unaware of the power of using Essential Oils and how they can improve our everyday lives.

Yes, we all experience the everyday power of scent. But did you know that some scents can actually improve your health? Essential Oils can also help you relax or sleep, lift your mood, or improve your skin or digestion – their benefits go well beyond a pleasant smell. Essential Oils can have a healing effect mentally, physically, and emotionally. You can apply them directly onto your skin, inhale, or use through a diffuser, or add a few drops to make your food taste yummy.

Young Living Essential Oils have a line of oils approved by the FDA for internal consumption. Purity of essential oils greatly matters. Look for the *Seed to Seal Commitment* by Young Living Farms on [Seedtoseal.com](https://www.seedtoseal.com). It is their promise to families, without compromise.

There are four areas most important to our health and well-being: Spirituality, eating healthy food, reducing stress in our lives, and getting enough good quality sleep.

Essential Oils have long been used in religious ceremonies to elevate the mind and unlock emotions for spiritual health and well-being. Young Living pure Essential Oils are ideal for enhancing your spiritual practice when you use these meditative essential oils to diffuse or inhale directly: **Sacred Frankincense, Frankincense, Idaho Balsam Fir, and Sweet Myrrh.**

Reducing stress in our lives is very important. We need to learn to relax from the demands of this modern world's busy schedule. When we live with chronic stress, we increase the production of **"cortisol"**, resulting in poor digestion, insomnia, weight gains, headaches and much more. We have a great product **Cordistop®** that lowers cortisol to healthy levels.

Did you know that your body repairs and heals itself while sleeping? Do you sometimes not feel rested in the morning? You can use Young Living's Essential Oil-infused **Sleep Essence™** product to help soothe your mind and body for a restful night of sleep.

Now let me tell you about essential oils and how they do what they do.

Essential Oils are the aromatic liquid that is part of the trees, flowers, bushes, shrubs and seeds that are extracted by steam distillation. It is the life force of the plant. They provide exquisite fragrances to uplift our mood, spirits, relax our muscles and get rid of negative emotions.

Essential Oils are very complex substances, they are considered strong antiviral, antibacterial, and antimicrobial. A single essential oil may have 80-300 different chemical constituents. Essential Oils have a similar chemical structure to that found in human tissues and cells. This allows the essential oil to be compatible with the human proteins which explains why it is so easily accepted by the human body.

Essential Oils allow oxygen to travel to every cell of our body, fight infections, and initiate regeneration of our cells. Essential Oils enter our body via three ways. You can inhale them through your nose, ingest the **Vitality™ Essential Oils** in a capsule or a beverage, or apply them topically on your skin in a carrier oil, lotion or shampoo.

Once they enter your body, the Essential Oil molecules travel very swiftly to every cell in your body in under a minute. Since they are very small, they can penetrate cell membranes and travel swiftly via the blood and tissue systems, and cross the blood brain barrier. These Essential Oils have components called Sesquiterpenes. **Frankincense is a beautiful oil that can cross the blood brain barrier.** Even though they are very complex, they do not upset the body's natural balance. They work together, if one constituent exerts a strong response, another will counter act it.

Essential Oils for that reason are called *Adaptogens*. Synthetic chemicals usually only have one action and thereby can disrupt the body's homeostasis. When you inhale an Essential Oil, the oil molecules are trapped by olfactory membranes that are well protected by the lining inside the nose. The nerve cells trigger electrical impulses in the olfactory bulb in the brain. The olfactory bulb then transmits messages to the taste buds, the amygdala which is our emotional storehouse, and the other parts of the limbic system. Of the five senses, smell is the only one linked to the limbic lobe of the brain. This explains why when we have an emotional memory, there is always a scent associated with the memory.

DID YOU KNOW THAT YOU CAN USE ESSENTIAL OILS TO RELEASE EMOTIONAL TRAUMA?

An Essential Oil can be from 100 to 10,000 times more concentrated than an herb. Essential Oils are more potent than herbs. Herbs are the fresh or dried plant material. Essential Oils unlike prescription drugs, very rarely create a negative side effect, which can be profound for those wanting to maintain or regain their health naturally.

What I love about Essential Oils, is that they have a unique ability to relax your mind, body and spirit. Contact me to discover how using Young Living's pure Essential Oils can help maintain mind-body-spirit balance in your life. By diffusing Essential Oils, cleaning with toxin free ***Thieves™ Household Cleaner***, and drinking our supplements infused with Essential Oils, you reap the benefits of these beautiful aromas from plants found all over the world.

I cannot imagine my life without these oils.

Essential Oils will benefit your health and greatly enhance your spiritual, mental, and physical well-being!



ALETA SCHUSTER



**SPIRITUAL ADVISOR
REIKI MASTER
TACHYON PRACTITIONER**

*“When the mind, body and spirit work together,
I believe anything is possible.”*

— Criss Angel

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ALETA SCHUSTER, HAVING SPENT THE BETTER PART OF HER LIFE RESEARCHING SPIRITUALITY AND ITS EFFECT ON THE HUMAN CONDITION, HAS BEEN TEACHING CLASSES FOR OVER 25 YEARS ON SPIRITUAL CONCEPTS, INCLUDING **USUI REIKI** AND OTHER FORMS OF ENERGY WORK.

Aleta, who attended **The Institute of Metaphysical Humanistic Science (IMHS)** is a Registered Nurse. Known for her “hands-on” approach, she incorporates classroom educational components on energy work as well as Attunements, with extended practice time to give each student an in-depth understanding of their personal consciousness and the tools needed to advance spiritual healing.

Aleta recently added **Tachyon Therapy** and products to her practice for which clients often express a noticeable reduction in stress levels and anxiety, as well as lessening chronic pain. (Tachyon means fast moving particle created by Dr. David Wagner, who received a US patent for the process in 2010.) Since including Tachyon in her practice, Aleta witnessed a considerable difference in her client’s response to everyday stressors that zap energy and leads to chronic health issues.

Believing in a holistic approach to include mind, body and spirit, Aleta continues to search for avenues to help her clients balance mind, body and spirit to create the life they are meant to have. Anyone who receives energy work from Aleta receives a personalized program dedicated to their specific needs.

Aleta loves music and understands how sound and vibration can create a healing environment for most people. At times, she incorporates her love for playing the Harp into her practice during an energy session to help a client relax.

Aleta’s Spiritual Blog appears on her website for you to ask a general spiritual question. She will post a reading on the blog; or email you her personal response.



PAULINE BOWEN



**HEALTH COACH
HEALINGUSNOW, LLC.**

*“Never stop learning...
knowledge is power.”*

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PAULINE BOWEN, PROFESSIONAL NETWORK MARKETER, ENTREPRENEUR, HEALTH COACH, has dedicated her life to the Health and Wellness profession for over 30 years. Pauline's passion for health motivated her to research health modalities in order to help people heal emotionally, spiritually and physically.

In 2010 she started a company, HealingUsNow, LLC, which represents a breakthrough patented health technology called Redox Signaling Molecules. She is a Certified Self-Talk Trainer with the Self-Talk Institute and is currently studying to be a Life Coach with the Life Coach Institute. Pauline is committed to continually expanding her health knowledge to help others.

HealingUsNow, LLC, represents a new health science called Redox Biochemistry, whereby the products provide healing at the cellular level in humans, animals and plants. Educating people about the ability of Redox Biochemistry to help the body heal is extremely important to her because humans live and die at the cellular level. The company's products are recognized as a global leader in redox-based cellular health technologies. The technologies empower individuals to join her team to educate the public on the benefits of these life-changing products.

In 1974, Pauline pursued a career in nursing, which led her to further her knowledge in Health Sciences later in life. She received her bachelor's degree in Applied Behavioral Sciences from National-Louis University in 1989. Her expertise includes Health Technology and other health modalities such as Energy Medicine, Meditation, Emotional Freedom Techniques (EFTs), Massage, Essential Oils, Holistic Health and Nursing.



PERSISTENCE

WHEN YOU GROW UP POOR, PEOPLE EXPECT YOU TO STAY POOR.

W Growing up in a poor area did not deter me from my motivation to one day make a better life for myself. A strong, persistent will was needed to go against the expectations that were commonly placed on people in my situation. It was frequently difficult to go against the status quo; however, in order to maintain a vision of success for the future, staying strong and focused was the key. My early life was traumatic due to losing my mother when I was 12 and my grandmother when I was 14. After high school, I was determined to move to a big town and get a good job. After moving from North Carolina to Washington, DC, I began having new experiences such as developing healthy relationships that showed me a different perspective, which, in turn, influenced me to keep pursuing other avenues of bettering myself. Part of what I did was to envision my goals so I could stay focused to reach them.

I had been introduced to network marketing many times in the past, but with no guidance. However, after being introduced to this new health technology, I learned a method of successful network marketing, which has led me to my business, HealingUsNow, LLC. I have always fostered a deep longing to educate and help others with their health challenges, so I continued looking into the science around health and wellness. I learned that cellular healing was the most effective method I have found in all the years dedicated to learning health modalities. My life has taught me that consistency and commitment lead to success! I am committed to pursuing my passion for good health for everyone with cellular healing and other modalities. Promoting ultimate health and wellness is my passion and that takes focus, commitment, hard work and determination in today's world. Pursuing your goals and ideas is always a challenge, but if you are persistent you will win in the end.



OPTIMIST CREED

Promise Yourself...

- TO be so strong that nothing can disturb your peace of mind.*
- TO talk health, happiness, prosperity to every person you meet.*
- TO make all your friends feel they are worthwhile.*
- TO look at the sunny side of everything and make
your optimism true.*
- TO think the best, work for the best and expect the best.*
- TO be as enthusiastic about the success of others as your own.*
- TO forget the mistakes of the past and press on
to greater achievements of the future.*
- TO wear a cheerful expression at all times
and smile to all you meet.*
- TO give so much time to improving yourself
no time to criticize others.*
- TO be too large for worry, too noble for anger, too strong
for fear, and too happy to permit the presence of trouble.*
- TO think well of yourself and proclaim this to the world,
not in loud word, but in great deeds.*
- TO live in the faith that the whole world is on your side,
so long as you are true to the best that is in you.*

~ C. D. Larson

NICOLE GOLDMAN



**CERTIFIED PROFESSIONAL COACH
COR.E WELLBEING DYNAMICS SPECIALIST**

*“and if I asked you to name all the things you love,
how long would it take for you to name yourself?”*

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NICOLE GOLDMAN OFFERS A STRESS DECREASING AND ENERGY INCREASING COACHING PROGRAM THAT WILL GUIDE YOU TO PEACE OF MIND AND HAPPINESS. She transforms human needs and desires into a blueprint for life. She calls herself a Personal Trainer for the Brain. She is a fully trained and iPEC Certified – Professional Coach, – Energy Leadership Index Master Practitioner and – COR.E Wellbeing Dynamics Specialist.

For Nicole, Life Coaching is a partnership and every coaching session is focused directly on her client’s needs, goals and aspirations. She supports and collaborates on identifying the “next best steps” for her clients on the path to greater fulfillment. The success and wellbeing of her clients is her top priority and she encourages her clients to make use of her expertise.

Her clients are people who want to build their self-confidence and self-esteem, who seek guidance and motivation, who wish to lower their stress and anxiety, who want to balance and simplify their hectic lives, and/or who seek support in a wide variety of life changing situations.

Born and educated in the Netherlands, Nicole started traveling around the world for business and pleasure in her twenties. Because of her multicultural experiences in her expat life and on her foreign journeys, she has the openness and cognitive flexibility that makes her extremely approachable. She likes to challenge herself in her personal life.

Among her many accomplishments, she ran the Houston Marathon 2 years ago and just finished a bicycle ride from Houston to Austin this year, called MS150 (a two-day fundraising ride organized by the National MS Society. The ride is the largest event of its kind in North America, with 13.000 cyclists). Her latest challenge was surviving Hurricane Harvey that badly damaged her home. Nicole and her family are re-building and she already knows that she will be so much stronger coming out of this misery.



EMBRACE CHANGE

CHANGE IMPLIES MAKING EITHER AN ESSENTIAL DIFFERENCE OFTEN AMOUNTING TO A LOSS OF ORIGINAL IDENTITY OR A SUBSTITUTION OF ONE THING FOR ANOTHER.

Change is one of the few things guaranteed in life. Some of us are fearful of stepping into the unknown beyond comforting predictability. This fear can cause stress and reduce our natural ability to innovate, transform and positively adapt.

Some people seem better able to embrace change while others remain stubbornly resistant to change. Why is that? Change can create positive opportunities for the future and it can solve many problems in life. If you can learn to accept change as a helpful friend rather than something to be avoided, you may experience less stress.

Change is an inevitable part of life, but it doesn't mean it is easy. In fact, for some it can be so difficult that doing so or even planning to do so creates all kinds of feelings that aren't very pleasant at all. Many people interpret these uncomfortable feelings as signs that they shouldn't proceed and stop the progress they were making.

Change can be unnerving and messy but with the right attitude and motivation, change can offer great opportunity. When you realize that, you will experience a sense of relief inside you. Your body doesn't want you to try to hold back change. When you try to hold back change your body gets confused, shuts down, and that causes tension, stress, and all kinds of discomfort.

To help you embrace change be aware that there are two kinds of changes, those that happen to you and those that you make happen. The more changes you make happen the happier you will be.

Life is calling you to expand, move forward and be happy. If you want to find out how visit: www.coachingwithnicole-namaste.com



THE DESTROYER FEAR WILL ALWAYS APPEAR WHEN IT IS TIME TO CHANGE COURSE. She will threaten you with torpedoes of uncertainty; she will fire cannons of doubt; and besiege you with negativism. She will create illusions of danger where there are none. She will magnify circumstances out of proportion, making small ice floes seem like glaciers too monumental to even approach, let alone overcome. These same obstacles, viewed by the light of self-confidence, shrink, melt and disappear. *Be on guard for fear.* She may attempt to disguise herself as caution or practicality. She may travel under the ruse of maturity or fly the flag of security, but she is anything but secure. Fear is the height of insecurity. And if you summon even a little confidence, she will quickly turn and flee. Each time you win a victory over fear, your beacons of confidence become a little brighter, a little more intense, until eventually they crystalize into a radiant light beaming from a watchtower of courage. *Other vessels will recognize that light and feel safer in your passing, while the Destroyer Fear will not dare travel the same seas.*

~ Pat Sampson

RHONDA MARIA FARRAH



**FOUNDER & AUTHOR
HELP ME RHONDA NOW INTERNATIONAL, LLC**

*“Gratitude is knowing we Live in an abundant world...
with more than enough good to spare and share.
Of this, I AM certain!”*

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RHONDA MARIA FARRAH MA, DRWA IS A VISIONARY AND INSPIRATIONAL LEADER WHO HAS SPENT YEARS APPLYING THE POWER AND IMPACT OF THE MIND AND SPIRIT AS CRUCIAL IN CREATING PERSONAL & PROFESSIONAL SUCCESS... THAT LIFE WE DESIRE, RATHER THAN MERELY LIVING A LIFE OF DEFAULT.

Rhonda's success philosophy is simple: Identify & Live your deepest Passion while striving for balance in all areas of your Life.

Over the past 25 years, Rhonda has applied her experience and education as a LIFEstyle Coach, Author, Speaker, Spiritual Practitioner, and licensed Art of Feminine Presence™ teacher specializing in Wellness Empowerment in body, mind, Spirit, relationship, and society. She has consulted with clients and companies to include International Centers for Spiritual Living, and the US Open Wellness Team.

Rhonda has written several e-books, including: The Journey, as well as an e-book of Inspirations...Thought 4 Today...Thought 4 LIFE! She authored a forthcoming book: How to Forgive, Live & LOVE During the Process of Divorce... A Journey In Healing & Transformation.

Rhonda's Education and Training includes a Master's Degree & Teaching Credential in Educational/Counseling Psychology, University of Connecticut; and Certification/Member International Coaching Federation. Her professional affiliations include National Association of Entrepreneurs, Women's Entrepreneur Network, and Self-Growth Network. Rhonda has participated as a Radio Show Host, as well as, personality, most notably with Voice America Talk Radio, the largest internet International Talk Radio Network.

Rhonda assists individuals in utilizing their Authentic Power from within, actualizing their Essence & desires. She has a demonstrated talent for inspiring and guiding individuals in a positive direction for betterment. Her spiritual strength, gleaned through a variety of personal & professional LIFE challenges, has enabled her to turn adversity into opportunity. Rhonda's creative endeavors are dedicated to individual empowerment and the collective conscious evolution of humankind, so we may align perfectly with our Source, fulfilling our purpose while enjoying the process.



GRATITUDE EMPOWERS US!

ASK YOURSELF...

*Are you living with love, gratitude, and thankfulness...
or hanging out in that fear and doubt place?*

GRATITUDE MEANS THANKFULNESS, COUNTING OUR BLESSINGS, AND APPRECIATING EVERYTHING THAT WE RECEIVE. IT means rejecting thoughts of doubt, despair and discouragement. It means living life as if everything were a miracle. It means welcoming confidence, joy and hope. It means appreciating how much we've been given as we go forward to the certain realization of our dreams.

Gratitude shifts our focus from lack to the abundance that is ours for the asking. Practice positive thinking and positive experiencing until they become so natural to us that they flow effortlessly and manifest surprisingly life improvements by introducing gratitude into our daily lives.

Gratitude makes us happier and more resilient, strengthens our relationships, improves our health, and reduces stress. We become more responsive to these truths as we honor them with our thought, therefore, we keep our thoughts uplifted. And we give thanks.

*"If the only prayer you say in your life is **'Thank You,'** that would suffice."*

— Meister Eckhart

Greet each moment with the thankfulness of all that is yours. Smile in the face of trivial annoyances, and remain calm in times of stress. Fortify yourself with truth to carry you unscathed through negative experiences. It is in our knowing that the acceptance of truth melts negative appearances and attracts the people, places and activities that will work to our best advantage.

Act with personal Authentic Power and effectiveness... in lieu of knee-jerk responses. In other words, we control our lives to the extent that we control our attitude. We are not empowered when we allow fear and doubt to enter our thinking. If we doubt our ability to thrive and realize abundance... consciously or not... we set in motion the forces of scarcity, and the expectation of failure and disappointment.

On a larger scale, we may see ourselves in competition for the world's resources, and on the personal side, we may yearn for more love and the attention of others; rather than understanding there is enough good for everyone. We live in an abundant world, with more than enough to spare and share. Of this, I AM certain!

If we forget that we are Magnificent Beings, with plenty of wealth and happiness to go around, we lose. If others lack self-confidence and scarcity of gratitude, they also lose. So, whenever individuals see themselves as not good enough to have their needs met from a physical, social, mental, and emotional perspective, conflicts are likely to arise. The result is broken relationships, strained communication, emotional pain, struggle, and suffering. All dis-empowering...and all needless to experience by detaching from the struggle and mastering our emotional response.

That response is Gratitude!

When we acknowledge that we are not alone...that we are more alike than unlike... we break the vicious cycle of endless misunderstandings. We realize we are ONE. We become aware that cooperation and communication is more effective in producing harmony than self-interest based on fear. With this understanding, comes the knowledge that we can intentionally choose to trust that others are doing their best, based upon their perception of the world.

Once we see ourselves as friends, worthy, competent, loving, and good, we become capable of forming win-win relationships. This attitude brings further understanding of human nature that keeps us in touch with the needs of others. Together, we can claim our natural birthright of wealth, abundance, and love...and with gratitude be empowered to lead healthy, happy, and successful lives!

You may not know what others will do, or the course they will take, but you know what you believe in, what you trust, what you think is right. When you champion others and interact with each person appreciating their strengths, and positive qualities, you anchor yourself securely to a center of peace and well-being; thereby aligning yourself with the most powerful force in the universe... goodness and truth.

Especially, within this year, I have chosen to totally detach from any negative reaction to any situation or circumstance that tests my resolve. All of us share such moments of disempowering beliefs of not being good enough. Instead, we must promise ourselves to align with the truth of our magnificence...our GODling Self... not merely our earthling Self. . having buoyed our own self-esteem and winning the admiration and respect of those who witness how we navigate through circumstances beyond our control.

Decide once and for all to show gratitude for the challenges that arise in your personal and business life. See “problems” as opportunities for growth. Stay positive as you go about your day. Be grateful and persevere not only for yourself, but for those who look to you for guidance and inspiration.

Obstacles are just what we make of them. They are big and threatening, or small and unimportant... subject to our interpretation. Choose courage in the face of adversity. With courage, you will know what to do even when you encounter the unexpected. So, even if you find yourself in unfamiliar territory, you will automatically give your best.

We are not at the mercy of a random universe. If we think of ourselves as being a child of a loving universe, then we will experience and create the life that mirrors our greatest heart desires! By lifting our consciousness to a higher dimension, we will rise above circumstances into the realm of the miracle-producing power that cannot be touched by limitation, and where our imagination is free to conceive any combination of possibilities for growth and success.

Should you encounter difficulties along the way, when your resolve is tested, and you feel the dark clouds will never part. . . meet the challenge openly and honestly. No matter how muddled or tangled it may seem, it is an opportunity for growth. All storms must come to an inevitable end, and clouds, though dark and filled with rain, eventually blow away, and a rainbow is sure to shine through.

Be thankful. Say a prayer of thankfulness for all you have taken for granted. The vibration of gratitude is such a creative force that it, alone, if indulged in continuously, could lift you to a higher state of mind. Give of your joy without reservation and you will be amazed and delighted how magically positive energy reproduces itself and showers its benefits lovingly upon your life.

Today, I invite YOU to challenge yourself to be happy for all that you have been given... Happiness lives in the mountains of your higher consciousness, among the rivers of flowing self-expression, against the sky of an enlightened attitude, free from clouds of doubt and negativity. Once your consciousness has been lifted, you will always have a haven, a retreat, a place from which you can maintain a perspective of gratitude, proving that there really is a “pot of gold” at the end of the rainbow for all who will step forward to claim it.

Today will bring you a new awareness, a lesson, a manifestation that you are making progress – **BELIEVE IT! BE GRATEFUL!**

And, give thanks!



DESIDERATA

*Go placidly amid the noise and the haste,
and remember what peace there may be in silence.
As far as possible, without surrender,
be on good terms with all persons.
Speak your truth quietly and clearly;
and listen to others,
even to the dull and the ignorant;
they too have their story.
Avoid loud and aggressive persons;
they are vexatious to the spirit.
If you compare yourself with others,
you may become vain or bitter,
for always there will be greater and lesser persons than yourself.
Enjoy your achievements as well as your plans.
Keep interested in your own career, however humble;
it is a real possession in the changing fortunes of time.
Exercise caution in your business affairs,
for the world is full of trickery.
But let this not blind you to what virtue there is;
many persons strive for high ideals,
and everywhere life is full of heroism.
Be yourself. Especially do not feign affection.
Neither be cynical about love,
for in the face of all aridity and disenchantment,
it is as perennial as the grass.
Take kindly the counsel of the years,
gracefully surrendering the things of youth.
Nurture strength of spirit to shield you in sudden misfortune.
But do not distress yourself with dark imaginings.
Many fears are born of fatigue and loneliness.*

*Beyond a wholesome discipline,
be gentle with yourself.
You are a child of the universe
no less than the trees and the stars;
you have a right to be here.
And whether or not it is clear to you,
no doubt the universe is unfolding as it should.
Therefore be at peace with God,
whatever you conceive Him to be.
And whatever your labors and aspirations,
in the noisy confusion of life,
keep peace in your soul.
With all its sham, drudgery, and broken dreams,
it is still a beautiful world.
Be cheerful. Strive to be happy.*

~ Max Ehrmann

JANET ANGELL



**ENTREPRENEUR
AUTHOR/WORLD TRAVELER**

*“We were all put on this earth for a reason.
Our destiny requires that we leave this world
a better place than when we arrived”*

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JANET ANGELL'S LIFE EMBODIES WHAT IT MEANS TO LIVE THE AMERICAN DREAM. She has come a long way from her childhood as a shy youngster in rural Minnesota, to becoming a successful retail entrepreneur in the Washington, D.C. area, the author of her memoir JUMP SEAT, a parent, grandparent, and world traveler.

When she was born in the early 1940's with a caul (veil) covering her body, the doctor told her parents that this was a sign that she would indeed be a very lucky person. Superstition has it that this phenomenon (only perhaps one in 80,000 births) can indeed give one special powers of luck and clairvoyance. Either that, or Janet was an innately positive person who from the time she was very young hoped to spend her life experiencing as much of it as she could.

She credits her mother, one of the last one-room elementary school teachers in Minnesota, for encouraging her to accomplish much on her own before settling down to marriage and children. An independent thinker can make for an independent leader.

With a degree in Elementary Education, the job of Airline Stewardess to afford travel all over the world, building a successful retail business from scratch with her husband, and an accomplished author in her later years, it has been quite the ride.

It took a lot of sacrifice and perseverance, and, as in anyone's life, there were setback and disappointments. Through it all, she has gained the love and respect of her peers, making it all that she hoped it would be, back when she was a little farm girl growing up in Minnesota.



JUMP SEAT

A STEWARDESS' MEMOIR

I WAS A FLIGHT ATTENDANT FOR NORTHWEST AIRLINES (NOW MERGED WITH DELTA) NEARLY FIFTY YEARS AGO, WHEN IT WAS PROPER TO BE CALLED A STEWARDESS. After an almost thirteen year stint with them, now married, I worked with my husband to build a successful retail business, while also raising two sons. This is how my recently published memoir “Jump Seat” is described. It was a small, but wonderful time of my life.

Wanting to see as many countries as possible, I signed up for a BOAC (the government run British Overseas Airways Corporation) airline-sponsored land trip. Airfare was minimal, and I had a good discount on the land tour that started in London, crossed the English Channel to France, and moved through Belgium, Switzerland, Austria, Liechtenstein, and Switzerland with many stops in Italy. It was a condensed version of *Around the World in 80 Days!*

Travel is like knowledge; the more you see, the more you realize you haven't seen; and, it is addictive. The years I spent working for an airline and the numerous trips to parts of the world where my job didn't take me, are irreplaceable. It taught me to appreciate how lucky one is to be born in America.

More recent trips also cemented that feeling. It would be nice if everyone lucky enough to be born in the U.S.A. had the opportunity to travel and compare our culture with the poor in Africa, the suppressed in China, the limited opportunities for Cubans and the changing borders due to wars and conflicts over the years in the Baltic countries. We'd come back to appreciate the good in even the smallest of things that were in the past taken for granted, Charities to help in some of these countries would also benefit.

Although I experienced hard work and sacrifice to reach my goal of graduating from college, the true test of my character came when after years of being an employee I was now an owner of a small business. When I'd married my husband, he was burgeoning entrepreneur.

Juggling to make a home and raise two young sons, while at the same time working as a gift shop manager, bookkeeper and buyer in a struggling start-up business, was no small feat. It called at times for every ounce of energy and creativity that we could muster. In the end, we enjoyed working with the public and that is what kept us going. We were too invested to just give up when at times that was very tempting. Again too, look at the opportunity we had to serve customers who could afford to come in and buy our wares, enabling our business to grow.

Looking back, it was all worth it. My sons both turned out great. One can now run and oversee an even larger venue and the other is equally successful in his own right. Now (supposedly) retired, I get the chance to set my own hours, travel when I want, volunteer, and pursue other interests.

Where else but in America is this possible? In an increasingly more complicated world, it takes each person's effort to be as good as you can be to make a difference.

My advice to everyone: Dream your dreams. Set goals and don't forget what they are. Be honest with yourself and others. Keep your sense of humor. Try to understand where others are coming from and treat them fairly.

It doesn't take long to live a life... ***so live it to the fullest!***



THE LONGER I LIVE...

the more I realize the impact of attitude on life.

Attitude, to me, is more important than facts.

It is more important than the past, than education,
than money, than circumstances, than failures,
than successes, than what other people think or say or do.

It is more important than appearance, giftedness, or skill.

It will make or break a company... a church... a home.

The remarkable thing is we have a choice every day
regarding the attitude we will embrace for that day.

We cannot change our past... we cannot change the fact
that people will act in a certain way.

We cannot change the inevitable.

The only thing we can do is play on the one string we have,
and that is attitude... I am convinced that life is 10% what
happens to me and 90% how I react to it.

And so it is with you... we are in charge of our Attitudes.

— *Charles Swindoll*

KEN ROCHON



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KEN ROCHON IS AN INTERNATIONAL AUTHOR AND SPEAKER..

After losing his mom to Alzheimer's Disease in 2008, he searched for meaning and purpose in his life. He prayed for a sign that would allow him to dedicate his life to service and utilize his skillsets to amplify leaders.

His gift to amplify (market viral campaigns on social media) the messages of authors, speakers, and leaders was referred to as a game changer in the social media world. He studied strategies of leveraging like-minded and like hearted audiences to create these epic social proof campaigns for the leaders he chose to serve. His ability to capture the human spirit is another reason he is sought after and invited to some of the biggest international events and speaks on those stages on how to collaborate their influence to cause social proof viral campaigns that benefit everyone at the event.

He has authored 18 books on a multitude of topics to include children, linguistics, marketing, networking, and travel. His current book 'Keep Smiling... Shift Happens!' has caused a movement of celebrities and leaders to want to join in helping remind the world positivity attracts positive power.

Ken is considered a humanitarian and philanthropists for the hundreds of events he and his company promotes and sponsors each year. His desire to inspire living a purpose driven life caused him to create The Umbrella Syndicate to support leaders. His ability to see the vision of a leader and cause the perception of the vision to become a reality is one of the reasons he is included in so many amazing concepts, inventions, and projects.

Ken loves to travel and recently accomplished one of his bucket list of visiting over 100 countries. Ken's favorite place to travel is back home to spend time with his family. His son Kenny is the light of his life.

Listen to his show 'Amplified' on Voice America Business Channel.



POWER OF ONE MINDSET

WHEN I FIRST READ GANDHI'S QUOTE 'BE THE CHANGE YOU WANT TO SEE IN THE WORLD' IT EMPOWERED ME. I questioned if this was really possible. I researched leaders from Rosa Parks to Bono and it was clear they were creating a life and a world they wanted to see. With the passing of my mom and just getting married, I was consumed with the power of this quote, and the purpose-driven life I would choose to commit to.

Through conversation with my maker, I believed my divine calling was to amplify good messages. I took one year to design a hybrid marketing/public relations / social media company that my partner and I named 'The Umbrella Syndicate'. My choice ultimately was to serve authors, speakers, creative and innovative thinkers and problem solvers. I was fascinated with the power of social media and how photo and video content could be used to inspire and create movements of people to support these leaders and their brands.

My first year I challenged myself to attend and support an event a day for a year and post the photos of the events I attended within 24 hours. I did not achieve the goal but finished at 333 events. This quantity and frequency of posts put my new company on the map.

After losing my mom and so many relatives and grandparents without any recording of their thoughts, I committed I would download my brain onto my computer with hopes of publishing my thoughts one day. After my book was published, I decided everyone has a book and a story in them worthy of printing, and it is vital that you download it for at least the people you love. This became an important mission of mine to assist people who wanted to share their story.

I wrote my first book believing the world was so excited about what I had to say about networking and creating business relationships. Although the book eventually did well and received lots of wonderful reviews, it was a very slow start with a couple of books sold out of my first shipment of 2,000. I was discouraged, but not willing to quit. I volunteered to speak and looked for radio shows, and this determination led to over fifty appearances on radio and television and another four editions to be printed.

Some facts and statistics I learned in doing some research on why publishing a book is typically unsuccessful.

- 85% of professional want to write a book
- 2% of them accomplish this task
- 95% of authors sell much less than 100 print books
- 5% make their investment back and this does NOT include their time.

My philosophy is that the world takes notice of you and your message when you have enough social proof that your commitment to be this change is carefully and consistently executed in a campaign. A tipping point is realized which creates a new possibility and reality that is likely to be embraced by the world.

For a leader to leave a legacy, she/he must first commit to being an influencer and this is done through many acts of kindness, and an intention to create massive value. If you are willing to focus on solving big problems, you will be rewarded.

My recommendation after publishing over 50 books is to focus on becoming an influencer first so you have a following and a platform to help and get support from. Many authors do the 'Bucket List' approach of writing a book and publishing it without a budget or thought to market the book before during and after with a campaign that is compelling.

Remember the stronger your commitment is to be the change you want to see in the world, the more you will impact and shift the world.



YANNICK CAM



**EXECUTIVE CHEF
ARTIST, TEACHER**

“To become a great Chef, you must be ready to spend a lot of time in the kitchen and have dedication, perseverance and grit and patience.”

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YANNICK CAM ONE OF THE NATION'S MOST FAMOUS EXECUTIVE CHEFS, OPENED THE BISTRO PROVENCE, IN BETHESDA, MARYLAND, IN THE SPRING OF 2010, TO RAVE REVIEWS FROM RESTAURANT CRITICS, PEERS, AND FINE DINING LOVERS OF NOUVELLE FRENCH CUISINE.

A native of Concarneau, France, Yannick was 15 years old when he became apprentice to legendary Executive Chef, Pierre Ledonge. The immensely enriching experience sparked a lifelong love of cooking and passion for perfection inherent in the artistic young man's nature.

After training three years in apprenticeship, the aspiring young chef spent the next decade cooking in several highly prestigious restaurants and hotels in France, before immigrating to America in 1973; working the next four years at the world-famous Four Seasons Restaurant in New York City before opening Le Coup De Fusil in 1977 – one of the nation's first contemporary French restaurants.

In 1978, Chef Cam accepted an offer to become Executive Chef at Le Pavillon in Washington, DC.; and over the next twelve years, elevated the restaurant to one of the country's best, earning the Wine Spectator's 1985 Grand Award.

Next, he opened Yannick's in the Radisson Hotel in Alexandria, Va., winning the James Beard nomination as Best Mid-Atlantic Chef in 1993 and 1997. In 1994, Esquire Magazine recognized Yannick's as one of the nation's 25 Best New Restaurants. In 1995, Washingtonian Magazine named Cam as Restaurateur of the Year; followed by critical and culinary successes at Provence and Coco Loco in Washington, DC.

In 2004, Cam and then-partner Michael Klein opened Le Paradou, chosen by Esquire Magazine one of the nation's 25 Best New Restaurants. And in 2005, Cam won the Wine Spectator's Best Award for Excellence.

Following a lifetime of artistic achievements and international recognition, Yannick Cam: Chef, Painter, Teacher, is a man of inexhaustible energy whose remarkable life is always a work in progress. Stay tuned!



THE ARTIST'S WAY

LOVING MY WORK AS PASSIONATELY AS I DO, I ALWAYS WANT TO GIVE AND SHARE AS MUCH AS I CAN. As Executive Chef I cooked for “greats” from around the world; normal events; lavish glamorous occasions; and the Supreme Court.

Although I am honored among my peers and receive worldwide acclaim for my haute cuisine, my life is the Artist's Way, not only as an Executive Chef, but as a Painter, and as a Teacher, all inseparable.

The artist is the creator of beautiful things. Art may appear to be mostly one individual's effort, but every successful artist acknowledges the debt of the many who inspired our gifts to make the artistic expression possible, and to the public, who appreciate and support what we have to offer.

At a very young age, I took a lot of interest in pastry making ~ simple choice ~ observing my grandmother making pies, crepes, flans, preparing delicious rabbit stew.

My educated and artistic grandmother gave me a front row seat as a child to the life of an artist. I was taught to appreciate and honor the creative nature of my French heritage. In our home, art books and classical music was a means to open the mind and heart.

Life has sorrows and worries too, that's how it is. I remember one day, sitting on the banks of a river in France, I had no money, and was so hungry, it was painful.

The memory has never left me, and makes me always grateful for the profound influence my grandmother had that I learn the work ethic and become completely self-sufficient.

As fate would have it, along one of her daily morning walks, she met renowned Chef Pierre Ledonge. During a conversation, she voiced her concern that her talented grandson was spending too much time at the

beach, and needed a strong successful male role model and ~ did he possibly need an apprentice?

He agreed to hire me. I became an apprentice to one of France's most renowned Chefs. That was the beginning of the journey from there to here. At first, I resented being away from the beach and working 17 hours a day. But soon I realized how privileged I was to be the apprentice of a great artist to experience his creativity, and to witness who he was as a person. Like a great painter, he had a technique. He stressed the importance of consistency ~ that anyone could do something great once ~ but to become a master you must be patient to always achieve great results. Mediocre would never do. As a Chef, he had one clear life philosophy: perfection.

He used his talents like a maestro ~ refine and refine. Only when he created a culinary masterpiece in eye appealing presentation, only then would he serve. As I watched this great chef chop vegetables, filet a fish, or make a soufflé, I realized what I was seeing was the result of many hours of practice and repetition, which I found later in life to be the necessary foundation of all success. Many hours of practice, discipline, focus and passion, until all the intricacies and skills involved are mastered to excel in any profession.

I never thought of food again the same way. After training three years in apprenticeship, I started to look at a philosophy for life adapting simplicity, precision and a total focus of determination to achieve a very high level of perfection. I dedicate myself every day since then to do better than the day before.

Simplicity is the sign of a true artist, whatever cooking or painting. Like a great painter, in the beginning you want to paint fast; later you discover that to succeed at a certain high level, you must focus intently, and be patient. You never settle for less than great.

This teaching experience not only set me on my life's journey, but also taught me a great deal about the human spirit. The creative process is an obsession. The message here is that we often miss the truth by not taking the time to go beyond the casual observation; if we quickly take an artistic image ~ or any other visual event, for that matter ~ for granted, we will not see what lies behind the surface, with all its richness and possibilities.

The Chef's Way

Food, as an art form, is unique in many ways. While painting appeals to sight, and music appeals to the sense of sound, food when created at its highest form, appeals to all five senses at once. Textures, flavors, colors and aromas all play a role on a successful dish and takes a world of technical understanding to execute.

I create my own haute cuisine ~ plate by plate. It is an obsession. Its precision. Its chemistry. Its knowing what goes together. I build upon each beautiful dish from scratch using only the freshest ingredients with a passion for perfection to please all five senses. Every dish goes through my hand. I want to see it... the colors of the earth. I want to feel it... the dough between my fingers. I want to taste it... the sauce like a bit of the ocean... the saltiness of the caviar. Only when everything is perfect can I smile.

I paint every morning and approach it the same way I approach cooking ~ with caution in the beginning ~ you must not go too fast. If you do something long enough and progressing, it may feel frustrating at times ~ you think you are stagnant ~ and you are not ~ you are progressing.

My paintings are founded upon visualization rather than upon vision, upon organization of elements rather than upon a reproduction or a presumption. The spectator looking at a painting of mine must deal with the seemingly chaotic orchestration of broken colors intermingling, slanting, halting, spiraling, jumping, highlighting. As one moves away, the painting falls into focus, revealing another aspect. At no two distances does the image appear the same; this gives the viewer more room for conjecture, to complete the visual and emotional experience with one's own perception.

My style, technique, and attitude are inseparable. I never allow myself the thought of failure. This is my natural preserve. I choose to teach only those who I recognize have the "spark". It is a thrilling experience to teach people at the top of their field. Lately, I taught seven at the pinnacle of their careers. Scholars. I loved every minute. I felt myself challenged with these guys who were great listeners and who absorbed as much as I impart.

After two years, of cooking classes for six prominent doctors, one of them who took record of every dish that we demonstrated, he came to me and said: *“You know Yannick, you are not only a talented Chef but also a scholar and a great teacher who incorporates chemistry and art in your techniques.”*

Listen to Classical Music

Classical music, once we really discover it, can transform the quality of our experience in our whole life, so great the riches to be found. I listen to classical music every day. Whether you play it, or listen to it, classical music can be a wonderfully nurturing experience, a spiritual unfolding always new, always exciting; the more we are exposed to music, the more engrossed with its spirits, its nuances, the more we enter the world of art, in all its uniqueness and passion.

There is something in the very nature of the artistic experience, as there is in all art, that allows us to discover and re-discover it endlessly, time after time.

Loving what you do

People say *“Yannick, you have reached world acclaim, when will you retire?”* I will never retire, when you love what you do, it’s a passion, it’s not a job. It’s an obsession. I am persistent perfectionist. I go with the assumption that everything I do is great. Failure is not an option. I work on it, the canvas, or the teaching, or the cooking. I expect everything to be great or it is not good enough.

I offer to you these lessons my life as an artist has taught me; and these lessons are the stuff of love. Although I am not young enough to theorize, nor old enough to reflect, I feel immensely fortunate to feel and share an intense love for what I do with the world. In many ways, I feel I haven’t even begun.

This is the Artist’s Way.



ART when really understood is the province of every human being.

It is simply a question of doing things, anything well. It is not an outside, extra thing.

When the artist is alive in any person, the individual becomes an inventive, searching, self-expressing creature. He or she becomes interesting to other people, disturbing, upsetting, enlightening, opening ways for better understanding. Where those who are not artists are trying to close the book, the artist opens it showing there are still more pages possible.

The world would stagnate without the artist, and the world would be beautiful with the artist; for the artist is interesting to him or herself and interesting to others. The artist does not have to be a painter or a sculptor, but can work in any medium. He or she simply has to find the gain in the work itself, not outside it.

Museums will not make a country an art country. But where there is the art spirit there will be the happiness that is in the making. Art tends towards balance, order, judgement of relative values, the laws of growth, the economy of living – very good things for anyone to be interested in.

— Robert Henri
'The Art of Spirit'

JOHN DE LA VEGA



LEGENDARY PORTRAIT PAINTER

*“A portrait painter’s most satisfying reward
is bringing a person fully alive on canvas”*

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JOHN DE LA VEGA, LEGENDARY PORTRAIT PAINTER, FOUNDER OF PORTRAITS FOR GENERATIONS, WAS BORN JUAN CARLOS GOMEZ DE LA VEGA IN BUENOS AIRES, ARGENTINA, TO A FAMILY OF TEACHERS, SCIENTISTS AND DIPLOMATS. At age fifteen he started a career in portrait painting extending successfully to this day.

John came to the USA to study architecture at the University of Miami, Florida in 1961. Since then, a distinguished career in portraiture includes paintings of several presidents, political and sports figures. His portrait of President Ronald Reagan graces the cover of the recently published book by Hoover Institution Press, "Ronald Reagan: Decisions of Greatness" by Dr. Martin Anderson and Aneliese Anderson.

Other paintings include landscapes, seascapes, and figures in nature. As a poet, John's book "*The Mirror and the Door*" was published by Inspiration Press in Washington, DC. With other books in preparation. John's film making activity includes short films shown in international festivals, work in independent and Hollywood feature films, one of which will be produced in 2017 on the artist's script.

John de la Vega has taught a variety of workshops in painting portraits and figures, watercolors, and other media. In Dayton, Ohio, in 1977, he founded and conducted the "*Thou Art Seminar*" to explore the common elements in all the arts and avenues of personal growth.

He has received numerous awards, from a second place in the Pan American Art Exhibit with the US, Canada, and all Latin American countries represented, to top prizes in group art shows around the country. John de la Vega had a major retrospective of his paintings, photographs, and sculptures at the now defunct Miami Museum of Modern Art in Miami, Florida.

A quote from "*Dreaming and Winning in America*" a book on notable individuals published by America's Press: "*The child prodigy grew up to be the Renaissance Man, a legendary artist who passionately feels, think, and lives art, finding inspiration everywhere*".



PORTRAITS FOR GENERATIONS

PORTRAITS HAVE THE GREATEST TRADITION IN THE HISTORY OF ART: the majority of the paintings in world museums are portraits of men, women and children, happy or severe, in home settings or battles, dressed in everyday clothes, flowing gowns or gaudy uniforms. Kings and peasants receive equal treatment from a passionate painter's brush, the expressions portrayed covering a wide gamut of human emotions, from happy to severe to angry to downright indifferent to the subject's own place in posterity. Ah, posterity! Think of the characters that would have been lost if art hadn't almost magically concocted a way to preserve images of humans on canvas, marble, and other materials. Think of all the soul content that would have never made it to posterity!

As a portrait painter, my life and career have been a passionate journey toward the soul, and I feel blessed to be able to connect with the deeper essence of the person I paint. If a soul glimpse is apparent to people in the final result, I consider the painting a success. My goal as an artist is to convey emotion and motion in my paintings, whether in portraits or any other subject my brushes touch. Emotion and motion are the biggies, the major criteria which help us distinguish art from simply accurate illustration, something truly living as opposed to something mimicking life behind the curtain of illusion called canvas.

Capturing the essence of a human being, the nuances of the soul manifested in features, expression, personality, body language is something I was born with. You can't learn it, but life experiences certainly add to one's ability to do it. Technically speaking I learn something with every portrait I paint, whether rendering the subtle form

of a cheek, the almost invisible landings of a forehead or the thrust of a particularly arched eyebrow. Conquering these often daunting challenges affords an extraordinary joy: *a portrait painter's most satisfying reward is bringing a person fully alive on canvas.*

My preferred path for discovering the soul is to work from life, which, on these days of hurried schedules, is not always possible. Over the years I have mastered the process of using the camera, but I never copy a single photograph and distill instead an individual's essence from a large number of images taken in different lights, settings, backgrounds, clothing. I have developed the capacity to read a person's soul revealed in photographs.

Largely self-taught, my masters are many painters from the past and present. John Singer Sargent (1856-1925), an American living in England most of his adult life with whom I connected very early in my development teaches me something every time I study his paintings. In a style of bravura strokes and dancing rhythms Sargent painted many other subjects besides portraits, as I do, his own journey to the soul taking him into nature's soul in trees, water, clouds, flowers, fields, mountains. Other great portrait painters who constantly inspire me are Moroni, Van Dyck, Velazquez, Rembrandt, Sorolla, Zorn, De Laszlo, and living artists whose work ranks up there with the greats of the past.

I started as practically a boy (at age 15) doing pastel portraits of tourists in Mar del Plata, a large beach resort in my native Argentina, working behind a ceiling-to-floor window at a real estate company selling lots in a nearby beach town. The owner joked around with my customers a great deal, telling people that my specialty was to 'capture a person's chin' and other such buffoonery. People laughed, I laughed too, until the day a woman looked me in the eye after I finished her portrait and said: ***"Young man, you have captured my soul on the portrait, by God, you have brought me to life"***. I never forgot that.

Was I really able to capture people's souls, make somebody alive? Was such a miracle possible for a budding artist? That day changed me, making me commit to the privileged path of painting portraits as my chosen career. As a painter of people my life has been an affirmation of that lady's verdict, as if

I tell her often, still seeing her sweet face and deep blue eyes looking at mine, "...you are right, I CAN capture somebody's soul, I CAN make somebody alive". I love painting people of all ages, from the innocence of childhood to the experience and maturity of a nonagenarian. Life adds expression and depth to all of us, but our soul is unchanged. Discovering and portraying it on an artistic surface has been a great gift and privilege.

It often happens I receive emails and letters with photographs of portraits I painted of people years ago, ten, twenty, even thirty years or longer, from the time I came to this great country from Argentina. The contents of the emails and letters is fairly similar in tone: my clients love the painting done all these years ago, it has greatly enriched their lives and they are proud to have it as an heirloom to future generations.

What can be a greater gift for a family to have a portrait or portraits that can be passed down to the coming generations? Aside from the investment value in the work or works of art, the enjoyment and shared happiness which portraits of beloved members bring to the family are incalculable, a priceless gift to our loved ones and to the rest of the world.



THE RIGHT KIND OF PEOPLE

*Gone is the city, gone the day,
Yet still the story and the meaning stay;
Once where a prophet in the palm shade basked
A traveler chanced at noon to rest his miles.
“What sort of people may they be,” he asked,
“In this proud city on the plains o’erspread?”
“Well, friend, what sort of people whence you came?”
“What sort?” the packman scowled; “why, knaves and fools.”
“You’ll find the people here the same,” the wise man said.*

*Another stranger in the dusk drew near,
And pausing, cried, “What sort of people here
In your bright city where yon towers arise?”
“Well, friend, what sort of people whence you came?”
“What sort?” the pilgrim smiled,
“Good, true and wise.”
“You’ll find the people here the same,”
The wise man said.*

— Edwin Markham

MAYA ANGELOU



**POET, EDUCATOR, CIVIL RIGHTS ACTIVIST
PRODUCER & DIRECTOR
[1928-2014]**

*"People will soon forget what you said,
and what you did. But they will never
forget the way you made them feel."*

MAYA ANGELOU FOUGHT, STRUGGLED AND INEVITABLY WON OVER CIRCUMSTANCES, SEEMINGLY WINNING OVER FATE ITSELF. Maya Angelou hailed as one of the greatest voices of contemporary literature; was also an Actress, Screenwriter, Dancer, Educator, Civil Rights Activist, Producer and Director.

Born in St. Louis, Missouri, her childhood was traumatic. After her parents split, she and her older brother, Bailey, lived with their father's mother, Anne Henderson, in Stamps, Arkansas. As an African American, she experienced racial prejudices and discrimination. Around the age of 7, Angelou was raped by her mother's boyfriend. As vengeance, Angelou's uncles beat the man to death. So traumatized, Angelou spent years as a virtual mute.

Dr. Angelou's published over 30 titles; including ***I Know Why the Caged Bird Sings; Give Me a Cool Drink of Water 'Fore I Die; Even the Stars Look Lonesome; And Still I Rise; Gather Together in My Name;*** and ***The Heart of a Woman.*** In 1972 she wrote the screenplay and composed the score for ***Georgia, Georgia*** (the first by an African American woman to ever be filmed), which went on to earn a Pulitzer Prize nomination.

Since 1981 Dr. Angelou has served as Reynolds Professor of American Studies at Wake Forest University in Winston-Salem, North Carolina. Making countless appearances on television and in film, Angelou continues to influence.

Maya Angelou was the second poet in history to attend a Presidential Inauguration, when in 1993, she delivered her passionately eloquent poem; ***On the Pulse of Morning*** during Bill Clinton's Inauguration Ceremony. Angelou also read ***Amazing Peace*** for President George W. Bush at the 2005 Christmas Tree Lighting Ceremony at the White House.

Maya Angelou died May 28, 2014. President Barack Obama issued a statement, *"Maya Angelou was a brilliant writer, a fierce friend, and a truly phenomenal woman. She had the ability to remind us that we are all God's children; that we all have something to offer."*

Editor's Note: *This Great Lady's legacy lives on to inspire generations to come. I will forever cherish the memory of the precious hours in 2008 I spent with her. It is crystal clear that although Maya Angelou was a friend of presidents and royalty, her LOVE for others is what made her such a beloved human being.*



WE ARE MORE ALIKE THAN UNLIKE

Someday, I knew i would meet her. It would take time and perseverance – but finally – in a posh hotel in Raleigh, N.C I would have the great pleasure of visiting with Maya Angelou, one of the greatest women of our times, whose gifts to American culture are beyond measure.

THE MOMENT WE ENTERED THE CROWDED RESTAURANT, AND DURING OUR ENTIRE CONVERSATION, FANS OF ALL AGES KEPT COMING; and Ms. Angelou is gracious and giving of herself. How privileged I felt to listen and record her thoughts on life and the challenges confronting us as a people and as a nation.

Pat Sampson (PS) *You are one of the most revered and loved women in our country. Will you share a childhood memory that helped mold your life story?*

Maya Angelou (MA) Well, I'm no complainer. When my grandmother was raising me in Stamps, Arkansas, she had a particular routine when people who were known to be whiners entered her store. Whenever she saw a known complainer coming, she would call me from what I was doing and say conspiratorially, "Sister, come inside. Come". Of course, I would obey.

My grandmother would ask the customer, "How are you doing today, Brother Thomas?" The person would reply, "Not so good today Sister Henderson. You see, it's this summer heat. I hate it. Oh, I hate it so much. It frazzles me up and frazzles me down. It's almost killing me." Then my grandmother would stand stoically, her arms folded, and mumble, "Uh-huh, uh-huh". She then would cut her eyes toward me and make certain that I had heard the lamentation.

At another time a whiner would mewl, 'I hate plowing. That packed down dirt ain't got no reasoning, and mules ain't got no good sense. It's killing me. My feet and my hands stay sore, and I get dirt in my eyes, and up my nose. I just can't stand it". My grandmother would say, "Uh-huh, uh-huh", and then look at me and nod.

As soon as the complainer was out of the store, my grandmother would call me to stand in front of her. Then she would say the same thing she had said at least a thousand times, it seemed to me.

"Sister, did you hear what Brother So-and-So or Sister Much-to-Do complained about? You heard that?" I would nod, Mamma would continue, "Sister, there were people all over the world that last night, poor and rich, and white and black, but they will never wake again. Sister, those who expected to rise did not. Their beds became their cooling boards, and their blankets became their winding sheets. These dead folks would give anything, anything at all, for just five minutes of this weather or ten minutes of that plowing those people were grumbling about. So, you watch yourself about complaining Sister. What you're supposed to do is change it. ***If you can't change it, change the way you think about it. Don't complain.***"

It is said that persons have few teachable moments in their lives. Mamma seemed to have caught me at each one I had, between the ages of three and thirteen. Whining is not only graceless, but can be dangerous. It can alert a brute that a victim is in the neighborhood.

PS What's happening, that so much violence exists in our society?

MA Some years ago there was a conference called Facing Evil at the Institute of the Humanities in Salado, Texas. I was one of the participants in a group that included the psychologists, Rollo May, Sam Proctor, a pastor from New York, a Tai Chi master who has a temple in China and also teaches in this country, to mention a few. In front of an audience of about two hundred people, including Miss Barbara Jordan. We took a serious look at evil, its causes and manifestations in our society and everywhere else. I spoke about a theory of mine, which probably stems a great deal from reading Martin Luther early on, and also from everybody else I've read and loved and have been loved by.

I believe it's likely that in the Universe there are two forces. One does not add value to these forces. One doesn't have to think of them as negative and positive, although, to describe them one could use these words. It may be that out of these forces in their pressure to take over, out of their struggle, comes life. Luther suggests that if aggressive force takes over, then the whole business will explode. If the passive force takes over, men will not woo women, and bridges will not be built. It is in that balance of the forces which is to be built upon. Having said all that as prologue it seems to me that the aggressive force is talking over.

PS Why is this the case?

MA Because too many of us have become inert, not just passive; because passive can become active in this theory; because too many of us have relinquished our charge to make peace and keep peace.

We have relinquished some of our autonomy because we are lazy and have given it to others, saying, "You take over". We don't want to use the energy to say, "This is right, and I will stand by it". It takes energy to be courageous, and courage is the most important of all the virtues. You can't be fair, or kind, or generous, or just, or merciful or loving without courage. Not consistently. You can be that erratically. You know when it's convenient. So, I think that in our sloth, in our idleness, we have given some power to evil, and it burgeons. It's like algae and moss. It will take over the stream if the water is not moving. It will take over and slough it, and choke it. I think that is happening.

PS How can an individual find wisdom to help change things?

MA I do believe that all our religious tracts, the Bible, the Torah, the Koran, the Bhagavad-Gita, give us the wisdom of the ages. Further, I think that we are obliged to study and recognize that one voice – ONE – one voice crying in the wilderness, one, can turn the whole thing around. Of course, that takes great courage.

People know the answers, but they are too lazy to do anything about it. There is a Chinese saying that:

TO KNOW AND NOT TO DO IS IN FACT NOT TO KNOW.

No matter what you say you know, unless you do the thing, you don't know it. So, our idleness and almost indifference, has brought us to this ledge, this precipitous ledge, where we, our species may be endangered; not our nation, not our race, but our species.

It is very important, again, to go back to that one voice crying in the wilderness. It's important for everyone who knows, to do; but in our heart of hearts, we don't want to change. What we might want is exchange; but the thing that's so frightening, is we may come to the realization too late. That's really frightening.

PS You don't sound very hopeful today.

MA I don't mean to sound like a doomsayer. That is not my nature, but we must become alert to the dangers. There is a wonderful Ethiopian song, written during the reign of Emperor Haile Selassie. He kept the poor very poor and the very rich disgustingly rich, and I mean that in the literal sense. So the song was written and sung by the poor people to make their lot in life easier to bear. It goes like this:

(Here she sings the song in an unintelligible language, with a lot of animation and joy, translating as she goes along):

"Don't tell me how beautiful you are, or how rich you are, or how young you are, or how healthy you are. If you do, you will force me to take you to the ends of the earth, where people much more fortunate than you have willingly jumped off. Don't think that the world holds you on top of it like a satisfied woman holds a lover. The world is doing what it does in the universe, and if it ever stops doing what it is doing, you'd slide right off."

(She rolls her eyes amid raucous laughter).

So, you see, too many of us act like its all about us. Not so. Not so!

PS So, what does an individual do to help change things?

MA Our country needs us all right now to stand up individually and do something for someone else. Reach one – teach one – it's so glib, but so true. We are each necessary in this country, and we need to give something back – that is to say, go to a local hospital, go to the children's ward and read a story, or go to an old folks' home and visit. Go to your church or your synagogue or your mosque, and say, "I'd like to be of service. I have one hour twice a month". You'll be surprised at how much better you will feel, and you will make a difference, even for a moment, in someone else's life. Good done anywhere is good done everywhere.

PS Do you believe that some of the problems young people experience is because of a lack of exposure to the inspiration of the arts, music, culture, and those things that add beauty to life's experience?

MA Yes. For their sake and those yet to be born, we need to do more, obviously.

I think at the same time, however, that we have to be practical. That is to say, we can talk about exposing our young people to art, to literature, to culture, and then not go to the polls to vote for those people who support our art programs in schools and who will legislate the necessary funds. This again speaks to our idleness; our lack of involvement.

PS Ms. Angelou, most people know that you are a special friend of the President, but I know a four-year-old girl who is a big fan of yours.

MA Now that makes my day. Tell me about her.

PS Like most little children, Morgan has a very active imagination. Every bedtime she would cry that monsters were peering at her in the dark. She was inconsolable. Finally, her mother began reading her your poem, "*Life Doesn't Frighten Me*," and now bedtime is no longer scary. Morgan kisses your picture, hops in bed, and says, "*I am like Maya Angelou, and life doesn't frighten me either.*"

MA That's a wonderful story. Children are such a blessing.

PS I know how much you love children. Would you like to send them a message?

MA Among other things, every morning look in the mirror and say; *GOD LOVES ME*, and then work at having a cheerful heart. The Judeo-Christian Bible says it. A cheerful heart is good medicine. It's so wonderful.

Learn to laugh. Laugh not at anybody's expense, but laugh. Take life seriously, very seriously. It's serious business but be willing to laugh at yourself. Don't be too ponderous. Forgive yourself your trespasses, and go on. I think that possibly what we all have to do is to forgive ourselves as quickly as possible.

Further, it's very important for young people to have a curiosity. Very. So, sometimes they can wet their own curiosity by showing interest in anything. Someone says: I'll show you how to forge a piece of iron. Great! Show me. Teach me. I want to learn.

PS What advice would you give parents of young children today?

MA First, honor and cherish them, and read to them. Puzzles are wonderful. When the adult joins in with a child in trying to work a puzzle, or a word

game, or charades, the child's intellect is engaged and cheer enters into it because it's fun.

I think if I were raising a young child today, I would indeed engage him or her in puzzles, in card games, and in parlor games. It seems on the face of it a very shallow and frivolous thing, but it isn't. It engages their intellect. They get to laugh; they get to think; they get to wonder, to wonder in the large sense of the word; they can become amused. They can be taught, and they can teach themselves. That's what I would do.

PS What us the most important thing in life?

MA: LOVE. By love I don't mean indulgence, and I don't mean sentimentality. I think love is that condition in the universe that holds the stars. I think it's that cohesive element which holds the molecules together. It's the DNA of life. That's it.

Literally the very structure of life itself is what I mean by love. *Love accepts that human beings are more alike than we are unlike.* It accepts the differences and viva la difference, but the differences only heighten our similarities. It means taking responsibility for the time you take up and the space you occupy.

That's what I mean by love, and to be more willing to be inclusive as opposed to exclusive. That's what I mean by love. Accepting that my life is finite, and yet my life, my contribution through my life can be infinite. That's what I mean by love. Not being afraid of death. Not wanting it, but knowing it is part of life. That's what I mean by love."

Time sped by quickly and too soon it was time to go.



PAT SAMPSON



**FOUNDER/EDITOR
AMERICA'S LEGACY LIBRARY (ALL)
NETWORK OF STARS**

*"Remember that wherever your heart is,
There you will find your treasure."*

— Paulo Coelho

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PAT SAMPSON'S SUCCESS STORY IS ROOTED IN THE GOOD FORTUNE OF WORKING FOR LEGENDARY SALES EXECUTIVES MANY MOONS AGO.

Think and Grow Rich by Napoleon Hill was required reading; positive thinking books and seminars, part of daily life.

A single mother and sole support of two little girls, Pat was motivated by the earning potential of salespeople to join one of the nation's leading community builders – and with no previous sales experience – ranked first in a 100,000 male-dominated sales force.

After achieving the company's highest honors, she sought new challenges in the field of life insurance. Within six months she became the first woman in the company's 96-year history to achieve Four Honor Club status; breaking into the exclusive One Hundred Million Dollar Sales Club in One Hundred Days.

Recognized as one of the most prominent salespeople in the nation in newspapers, magazines, and television, thousands of people were inspired by her personal story. At the height of her career she left financial rewards behind to create a publishing company to honor positive people in every walk of life.

Encouragement from her heroes, W. Clement Stone, Louise Hay, Wayne Dyer, and Jim Rohn, cemented her commitment. Her first book, *A Star to Steer By*, was Editor's Choice in *Success Unlimited*. Best sellers included: *Dreaming & Winning in America*; *Solid Goal: The Magazine for Winners*; *Positive News: A Good News Tabloid*; *The Power of Positive People*; *RE/MAX: A World of Winners*; and *Leaders & Legends*.

America's STAR Entrepreneurs, Inaugural Issue, is the first of a series of eBooks, celebrating the passion and purpose of entrepreneurs who make a difference.

To reach an even greater audience, Pat is launching the Network of Stars, an online meeting place for entrepreneurs and kindred spirits.

JOIN US! www.networkofstars.us



A JOURNEY OF HEART

There is a time in your life when you finally get it.

One of the greatest lessons of my lifetime was gleaned from the pages of the classic: Think and Grow Rich. I learned that a strong positive attitude works powerfully in anything you set out to do and in any circumstance in which you find yourself.

This perception changed my life, liberating me from the illusion that we are victims of our circumstances; and through greater awareness came the understanding that we become what we think. ***Always.***

This kind of thinking became my lifeline as I embarked upon a most unrealistic journey. I dreamt of creating a publishing company to celebrate entrepreneurs – those passionate and purposeful risk takers – and by sharing their optimistic stories inspire others with a new sense of what is possible.

I can think of no time in our history when we need it more.

Each of us are endowed with the inner resources to achieve all we've ever dreamed of – and more. Surrounding yourself with positive people – within an attitude and relationship network – is to align yourself toward positive forces and events.

Thank you for accepting the following original attitude affirmations from a person educated solely on the power of positive thought. It is my hope that you find a compelling thought or idea that moves you in a special way to follow your own dreams, ambitions, hopes and desires.

I offer my creation as inspiration for your own. It has not been easy. Miracles never are. Hang a sign on your heart: ***“Miracle in the Making”***. Live your passion. Share it with others. Leave a lasting mark. GO for it!

AFFIRMATIONS

You are what you think. Whatever you believe with feeling becomes your reality. If you wish to change your reality, keep your mind focused on positive images to attract the good you desire—in all areas of your life.

Affirming brings about the fastest and most dramatic changes in the mind's programming. Like seeds, the affirmations are planted in the mental garden and bear fruit in their own time. It is work at first uprooting die-hard thoughts of doubts and negativities. But soon even the pluckiest ones surrender to consistently applied new ones and a beautiful garden of deep delight and insight takes root and grows.

Our thoughts intelligently cultivated, or allowed to run wild, eventually becomes a permanent part of our personality. The moment you catch yourself being negative, affirm that all is well –and you can handle anything that comes your way. Make affirming the most important event of the day around which all others revolve.

Do you want your present thoughts to be creating your future? Your subconscious mind accepts whatever you choose to believe. Create affirmations to reflect whatever it is you want to attract into your life. Daily, repeat your chosen affirmations twenty times in succession with feeling. Don't do it by rote. Believe that the desired result is already achieved. Say that you are well and all is well with you!

Write your favorite affirmation on a separate page. Hang it in a place you pass throughout the day, so each time you see it you experience the thought anew. As you build your inner world with daily positive affirmations, wonderful changes in your consciousness occurs. Your commitment to mastering your mental forces instead of being controlled by them ~ benefits your life ~ your friends ~ your family ~ and your community. Try this method for thirty days! The results will amaze and astound you!

CHANGE

To change is to be born again. The buds of spring blossom into full bloom in the heat of summer. Summer's plush greenery changes by nuances into the fiery brilliance of autumn, which becomes the icy, tempestuous fairyland of winter. So, it is, that change is the very essence of life itself.

Your attitude makes the difference between being changed by whatever happens to you and creating the kind of change you want to happen.

Realize who you are –

To become what you must.

Though the newness may seem strange.

Meet today with courage, tomorrow trust.

As you welcome the challenge of change.

Something new may be meeting a need,

And needs change as one grows.

Many a change transforms the seed

Before it becomes a rose.

But if the seed were to shrink from the sun

And cling instead to the earth,

The bud would never be begun,

Nor could the rose find birth.

Don't cling with fear to the tried and true,

Remember – it once was new.

Greet life eagerly, ever knowing –

Ever changing means ever growing.

@Pat Sampson

Light your way with a positive attitude that also encourages others that the quest for happiness is worth whatever changes are needed to experience a lifetime of growth and creation.

COURAGE

It is easy to be courageous when life is treating you well. But when you are met with experiences that test your faith, when plans go astray and hurts sadden ~ hope wanes. It is a time of no guarantees, a time of uncertainty, and perhaps even chaos.

Just as a construction site is a jumble of bricks and boards before the new building rises through the rubble, so does life sometimes appear hopelessly confused; but there are no wounds that cannot be healed, no matter how deep, or permanent they seem. You persevere not only for yourself but for those who look to you for guidance and inspiration.

Every principle you have ever studied and every experience you have ever had is called upon to stretch your courage to heights you were unaware were within your reach. It is true that if you keep fear from moving in, you find resources at your command that you never dreamed possible.

Real courage is an exercise in facing the truth, and loosening the shackles of habit to respond to old situations in new ways. You become a master at generating self-inspiration. When you feel inspired everything changes. There are no conflicts – all is as it should be. You become aligned with the knowledge that the answers you seek are on the way. Your inner being—the core of your strength—whispers: ***“Hold on. You’ll make it. There is work to be done.”***

Courage is always personal and needs no enforcement. You eliminate all but’s, maybe’s, and ‘perhaps’, and replace them with definites, positives, and absolutes. You are a person of honor and worth and deserving of the pass to the total freedom that real courage makes possible.

Courage doesn’t dwell on the impossibility of anything. If there were no magic in the power of believing, you would soon stop believing. But you don’t. You go on in the face of overwhelming odds that transform circumstances beyond physical explanation. Even if your world crumbles, you have the power to put it back together and with renewed faith move in an increasingly positive direction to enrich your life.

GOALS

Goals are as essential to success as steps are to walking—the process of arriving, the only way to get ahead. The gains may, at first, be large or small, but a goal achieved is a victory. It registers success on the subconscious, and sends back the message: ***“You Are A Winner.”***

Once your goal is lit brightly enough by your imagination, let nothing, real or imagined, sway you off course. The price of giving up is too high. The time, talent, and toil invested must never be devaluated by even considering the temptation to turn back. Winning is what occurs when all other alternatives are eliminated.

As you strive to reach your goals, a series of circumstances will test your faith. Each challenge will exercise your optimism and ingenuity until you become positively ingenious in your remarkable talent for winning. At no time are you challenged beyond your capabilities. If passionate and purposeful people with brilliant minds, lacked perseverance, there would be no progress.

It would be easy to get where you are going if all it required is one giant step. Presto! The magic carpet swoops you in one single graceful movement from start to finish! When someone suddenly skyrockets to the top, be certain that for a long time he/she has been doing something right.

You make the difference between the possible and the impossible, the dream and the reality, the goal envisioned and the goal realized. You are success unfolding. Everything that you could ever hope for is close at hand. Go forward in the mandate of the present: giving the best, expecting the best, being the best.

Keep faith in your ability. Faith multiplies the magic that is you and surpasses all else in its power to sustain you over the most elaborate obstacle course of circumstance’s wildest design.

This kind of thinking will lead to giant steps forward in the quality of your life, and to funneling your positive energy into reaching your goals. Keep your eye on the prize. One day, you will be rewarded far beyond your expectations.

HAPPINESS

Everyone is searching for happiness. The search goes on in the midst of big business deals, high skylines and crowded restaurants, mansions and apartments, drawing rooms and corner bars.

People of all ages, all colors, and all backgrounds search their jobs, hobbies, families and dreams, in the quest that has motivated us since the beginning of time. Only to discover ~ ***the answer lies within.***

A willingness to question long-cherished values enables you to become your own expert, creative catalyst and self-therapist. Get off by yourself and ask yourself the following questions.

Who am I and what do I really want? What am I feeling and what makes me feel this way? What am I thinking? Why? Am I willing to change? What is truly important? What do I owe myself? What do I owe others? When am I happiest? With who? Why? If I felt free to follow the longings of my heart, what would I do? What is right and what is wrong? What is winning and what is losing? What is my purpose?

Answering these questions honestly opens up new possibilities to express all aspects of yourself, in a balanced, integrated way. If current circumstances do not harmonize with your true nature, don't change to fit them. ***Change them to fit you.*** Strive to be happy.

Surround yourself with positive people. Go where the happy happenings are. Listen to music that inspires you. Go where the good words are being spoken. Travel with people who are productive and inspired. Speak positively of yourself and others. Say a good word on behalf of life and expect it to return the favor.

Think about it. If each person were concerned with making his, or her own world happy, maybe universal peace and understanding wouldn't be such a far-off dream, after all.

PERSEVERANCE

Words from the Wise on the value of perseverance in business and life.

Barack Obama:

“Making your mark on the world is hard. If it were easy, everybody would do it. But it’s not. It takes patience, it takes commitment, and it comes with plenty of failure along the way. The real test is not whether you avoid this failure, because you won’t. It’s whether you let it harden or shame you into inaction, or whether you learn from it; whether you choose to persevere.”

Harriet Tubman:

“Every great dream begins with a dreamer. Always remember, you have within you the strength, the perseverance and the passion to reach for the stars to change the world.”

Steve Jobs:

“I’m convinced that about half of what separates the successful entrepreneurs from the non-successful ones is pure perseverance.... Unless you have a lot of passion about this, you’re not going to survive. You’re going to give it up. So you’ve got to have an idea, or a problem or a wrong that you want to right that you’re passionate about; otherwise, you’re not going to have the perseverance to stick it through.”

Hillary Clinton:

“When you stumble, keep faith. And when you’re knocked down, get right back up and never listen to anyone who says you can’t or shouldn’t go on.”

Martin Luther King, Jr.:

“Human progress is neither automatic nor inevitable... Every step toward the goal of justice requires perseverance, sacrifice, suffering, and struggle; the tireless exertions and passionate concern of dedicated individuals.”

THINK

Think on the Good Things.

"I receive and accept my good. What I desire also desires me, and is now being irresistibly attracted into my experience. I have absolute faith that all that is mine now comes to me in rich abundance."

This kind of thinking is powerful; it not only prevents negativity, it cures it. Focusing attention on positives produces more positives, especially when the chips are down.

It is only natural to be of good cheer when the sun is shining, but when you cling to a sunny disposition while thoroughly drenched by a passing storm, you are on the road to freedom from circumstance, freedom from limitations.

Daily, hourly, by the second, you choose your thoughts. Then, one day everything upon which you focus comes rushing back to you, as if your thoughts were a magnet. This represents an unchanging universal law: ***You attract to yourself those things upon which you dwell.***

Thinking on the good things is a way of promising yourself bright tomorrows. The ability to channel energies into appreciating the good of the present will give your activities a newness of spirit and dimension.

We are reminded of a classic tale that illustrates the point graphically. It is the story of two stonecutters, both laboring in the hot sun for meager wages. A passerby stopped to inquire the nature of their tasks and was answered rudely by one, "What does it look like I am doing? I'm cutting stone." The other replied, ***"I'm building a Temple."*** The second stone cutter, by thinking on the good things, gave meaning to his task and purpose to his life.

What we choose to believe can expand and enrich our world. Each one of us creates our experiences by the thoughts we think and the words we speak and the beliefs we hold. Think on the good things to strengthen and guide you in your own quest for happiness and success.

TIME

If you awaken one morning to find on your doorstep a treasure chest brimming with sparkling diamonds, rubies, and pearls, what would you do? Would you scatter the contents up and down the sidewalk to be trampled? Would you give away your treasure indiscriminately? Or appreciate your newly acquired fortune and determine how to put it to its best use?

Each morning you are presented with a fortune greater than diamonds — a treasure sparkling, new, and irreplaceable. Do you greet your gift with a dull yawn of boredom, hardly noticing the riches that await? Or do you trade your wealth of golden days and hours, only for something of value?

Time is your most valuable possession. You need time to dream, to plan, to work. Time to set goals and reach them; time to learn, to grow, to face challenges, to overcome obstacles. As you go about your day, focus your attention on the present moment. The past may hold lessons and the future promise, but only the present offers the opportunity to act.

You would not trade your most valuable diamond for a synthetic stone, no matter how brightly it shone, because you would be exchanging items of unequal value. And how about spending time wishing you had more money when you could be earning it — or using a large block of time for five small disjointed projects instead of that one big project you've been meaning to get under way? Save rainy day projects for rainy days and make use of the sunlight while it is yours.

The treasure chest of time is open before you. What will you do with the days, months, and years ahead? Will you look back when the sun begins to set, as it will, knowing your treasure was exchanged for the best of which you were capable?

A lifetime of ninety-nine years to someone who truly loves life may seem no longer than one long whispered minute. Treat each moment of your life as precious. Realize your honored position as personal guardian of your moments. Cash in on the treasure waiting for your touch. Thrill to the priceless gift of another day.

T O D A Y

Today I begin my life anew.
Whether the sky holds a brilliant sun
or pours refreshing rain.
I feel energized,
Ready to create the life I desire.

Today I project what I want to experience.
Who I am and who I become is mine to decide.
I commit myself to the expression
of my endless possibilities.

Living on this beautiful and bountiful planet
I cherish the riches of ideas flooding my mind,
the health flowing through my body,
and my sensitivity to the beauty of life ~
May I never grow numb to it.

As my understanding and awareness grow
I release all negative beliefs and relationships
that rob me of my joy and power.
I choose to focus on the good to attract more good.

I pursue new ideas and positive thinking,
To nurture the garden of my soul for I alone
am responsible for its growth and beauty.

Reflecting love and confidence, there are
no strangers in my life, only friends I haven't met.

If any wait to discourage me, I will go on my way.
For the greatest example I can be is to live
a positive life, inspiring others to do the same.

As the last seconds of this day disappears,
Thoughts of abundance, love and joy sink deep into
my consciousness, so that tomorrow I awaken with passion
and purpose to greet the dawn of a new day.

Love & Gratitude

Pat Sampson 