

Activate the 5 Pillars of Success



**Your Guide to Building Increased Focus & Productivity,
Truth, Conviction, Tenacity and Support**

Intuitive Life Strategist | Aryana K. Rollins

Table of Contents

Introduction..... 2

Pillar #1: Create Leverage; Tell Yourself The Truth..... 4

Pillar #2: Improve Your Focus & Productivity.....16

Pillar #3: Develop Your Conviction..... 28

Pillar #4: Building Tenacity..... 39

Pillar #5: Getting The Right Support For You 49

Stepping into your Highest Potential.....57

Introduction

I know something about you. You are a searcher. You are looking for ways to become even more successful as an entrepreneur. You can visualize and imagine that your next level of success is just right there, but you can't touch it.

I have been a searcher too. I was searching for THE answer as to how to grow my income without losing my life. Many programs promised they knew the answer, and I admit I talked myself into trying many of them. I participated in one business training after another. One year alone, I invested over \$20,000, which was half my income at that time. I just "knew" there was a missing piece in how to manifest success for myself. And if I knew, it would catapult me to consistent six figures and beyond.

Add this to the disappointment that I should already know how to build and run my own business. I had the skills. After all, I was a well-paid project manager working throughout Europe with a company car and expense account, consulting to companies such as Sun Micro System, Oracle, Bell South.

They saw something in me and were willing to pay me the big bucks, but something happened when I went into business for myself.

I had to do everything for myself and expected that I would do it ALL very well. I knew I needed training I admit to falling into the trap of guru imitation. I believed in my heart that if I could find one person who had the level of success and influence I craved, I could follow in their footsteps to my success. It didn't happen. After depleting a \$100,000 home equity line of credit for many coaching certifications, I was still disappointed that I hadn't achieved breakeven. I was nowhere near where I felt I could be.

One day I had an "aha." I realized it is not about following someone else's formula to grow my business in their way but being comfortable in my skin. It was about full self-expression. I needed to learn how to express my voice so that not only my prospects heard loudly and clearly, but God as well. I intuited that if I were like everyone else, I would leave no legacy, no signature that said, "Aryana was here." Don't we all secretly wish to make that level of impact?

I have a confession to make because I want to be completely transparent. You need to understand what is my core motivation for what I do.

You then have the choice to keep reading or not.

Business, for me, is a way to contribute to humanity and make a living. **What I do is important to me because my work is an expression of my being. But** it is not the sole purpose for living.

When we **overly** focus on our business success, excluding other areas of our life, we stunt our growth and become lopsided. Yes; we can get satisfaction from a job well done and bring that feeling into other areas of our life. But to focus on business as an end-all or panacea for what is lacking in our life, we will be disappointed when we achieve it. "Is that all there is?"

The exciting thing about how someone defines success is unique to their experiences and goals. Your definition of success may differ from mine. However, there's one thing that many people will agree upon – there are five key strategies that help you achieve more than you ever dreamed possible in all areas of your life. These five strategies are simple to understand and put into practice, and if you are like my clients and me, you will, with these tools, achieve more extraordinary outcomes than you have in the past.

If you're tired of struggling to maintain optimism, want to make more money, and have more passion and joy, you'll want to study Pillar One – the first in five great success strategies.

If achieving your dreams seems like an upward battle, you are not alone. Since childhood, many of us were criticized if we didn't focus on making money in the practical world. We heard this phrase enough times, "You can't live in make-believe; you must live in the real world." We started believing their words and not trusting our vision. *"We became limited in our thinking and dreaming before we were even adults and could make our own choices."*

Our invisible subconscious blockers can hold us back from making the money we desire, having the intimate relationships we want, and having thriving, vibrant health. If you want success, you have to believe it before you see it!

In Pillar 1, you will discover why the challenges you are experiencing may have nothing to do with your business, lack of money or success.

Pillar #1:
Create Leverage;
Tell Yourself The Truth



Why is “Telling the Truth” a significant KEY to success?

First, if we are not completely honest with ourselves about the issues standing in our way, we will never get past the starting gate.

Many people find it easier to be honest about our lives with perfect strangers but find it challenging to be honest with ourselves when things are not going as planned. We’d rather live with comfortable denial and lie to ourselves than be fully present and assess our situation because that often means change. You, like many, live in fear of change.



“I am not speaking of change simply for the sake of change but rather setting and removing the very obstacle that is preventing us from having, being, or doing what we desire.”

When you see what is facing you and admit the truth, it helps you gain momentum to change the situation. To stay on track, you need to be driven by an unshakeable conviction that you will not tolerate the issue one minute longer. That fuels the belief and power you need to carry through on your decision to change and make it permanent.

Why we back off change and quit pursuing our dreams:

People quit because they fail to build sufficient power, motivation, and drive to withstand the emotional storms that will come when they consider a change. In Pillar 1, you’ll learn how to give yourself the skills to keep going and be a leader in your life.

All change begins with you being a leader in your life.

To tell the truth means:

We begin by being brutally honest with ourselves and admitting where we are unhappy in our life. We must acknowledge what is and isn't working. You know you are ready for change when you find yourself thinking the following:

- I am so done!
- Why am I “stuck, frustrated, uninspired?”
- You're feeling fed up convincing yourself or others of the importance of something.
- You can't talk yourself into feeling positive and uplifted about an essential area in your life.
- You have caught yourself saying, “Enough!”
- You're not where you want to be.
- You feel like there has to be more to life than what you are experiencing.
- You're tired of covering up or making excuses for your pain.

Are you ready?

STEP ONE:

To create permanent change, you need to create leverage. Face your challenges head-on – no sugar coating. Sugarcoating is for people who are resigned to "living in the comfort zone" and "not living life to the fullest". Their talk is simply venting with no genuine desire to seek solutions to their problems.

By the way, when people are in “venting mode,” they have no conscious intention of changing and get pressure release comfort from complaints, which enable them to stay stuck. We talk to a friend, and all of a sudden get a different point of view and feel better. To change, we can't allow the pressure of being upset to be released.

“Ventors” are the type of people who complain about how difficult it is to get people interested in their business. Still, when you suggest they get the tools necessary to solve their challenges, they balk that they don't have the time or can't afford it. I'm sure you've met them. I know you're not one of them or you wouldn't have purchased this book.

So, let's begin with our first Success Strategy Tip:

“You will not get what you want by rationalizing that everything is okay. You must get disturbed.”

You only get moving when you get disturbed enough to make a change. Change doesn't happen with complacency; change happens when you're committed to moving forward because the pain of staying in the same place feels too much to bear for one second longer.

Ex. I have a real-life story about what it took to make positive change:

A few years ago, my home flooded, and the flood recovery company, the insurance company, was hired to dry out the flooded areas of my house. The company didn't do a proper job, and the walls developed mold. The mold was the highly toxic black kind. I had to abandon my home.

My young son and I lived in hotels, moving from hotel to hotel, and expenses were high with the mortgage and hotel bills. To top it all off, I got deadly sick from exposure to the mold in my home.

The culmination of these events drove my stress levels through the roof. I was so overwhelmed and hopeless that I sought counseling.

How the truth set me free:

My first counselor was a lovely lady - a good listener. One day, she was sick, so she had her assistant attend my appointment. His name was Jonathon.

I will never forget him. When I first met him, I noticed he was impatient with my "story" about what happened to my home and my son and me living in hotels.

At first, I thought he wasn't empathizing with me, and I was surprised. He didn't listen like the other counselor, but for some reason, I felt better after seeing him. I asked to switch counselors.

The next session, I became his full-time client. I chose him because I noticed he didn't sugarcoat reality. He told me the truth.

Within minutes of our first formal appointment, he simply asked me, "How long will you continue this story of the flood dry out company messing you over? How long are you going to be a victim?"

That got my attention. I never thought of myself as a victim.

He said, "Take charge of your life and do what you need to do to get the house in order. Sell it or move back in, but stop talking about it."

That was my last counseling session. I walked out of the therapist's office determined to take my life back. Within six months, I had completely rebuilt the house from the mold, put the house on the market, and discarded all my mold-exposed belongings.

Ask yourself, "Has real growth or change ever occurred when I was content and satisfied?" Not likely. **We change when the pain is unbearable - when we are disturbed with things. We never change when we are content.**

So how do we use "getting disturbed" to our advantage and power the drive necessary to change? We stir it up. We become little Tasmanian devils, so to speak, and talk ourselves into a tizzy.

TELL THE TRUTH EXERCISE:

1. Focus inside around your heart area, close your eyes and ask yourself these questions. "Where is the pain or lack in my life?" "What area of my life is missing joy and fulfillment?" "What area of my life, if I resolved it, would make the most significant difference in my life?" "In which area of my life am I being dishonest with myself and saying it's okay when it's not?" Write what comes up.

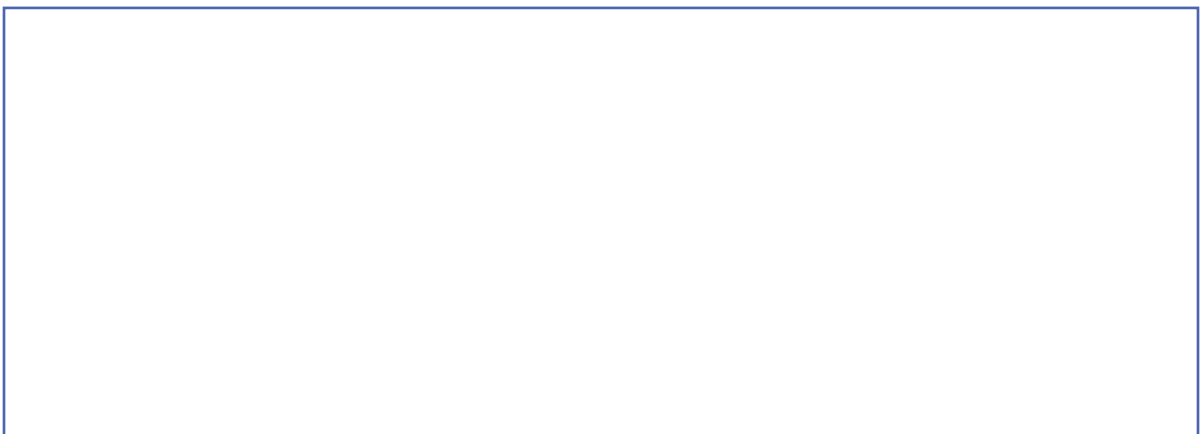
2. Now, make your problem worse than it may be. Be truthful. Imagine the most painful situation where you feel there is no solution and amplify it tenfold to make it even more uncomfortable. Feel the pain. If you didn't change anything, what would be the worst-case scenario?



3. **Don't let yourself off the hook – no mental band-aids. Don't let a habitual pattern of thinking, "It's not that bad", calm you into complacency.**

This way of thinking steals your power by making you settle for less-than-ideal life conditions. You do this by creating a mental band-aid that makes you believe, 'It's not that bad; others have it worse; think positive, etc.' This mode keeps you from feeling the necessary discomfort and pain to make the change, and it will continue to diminish your power.

Accept full responsibility for where you are in your life. Do not rationalize your current situation. I know there are times when it feels comfortable to stay in a victim mode. But here is the thing: Believing that someone did something to you means you don't have the power or ability to change the circumstances. Know this: Playing victim even for a moment gives you temporary comfort and can take your momentum away. And you know the discomfort always has a way of coming back.



4. Ok, now when you get to that critical pain point... Don't permit distractions

Be aware of your patterns and what do you usually do when you are in pain. See where you try to avoid or distract yourself to kill the pain.

How do you kill the pain?

Do you use the following distraction techniques to soothe yourself and dull the pain?

- Watch T.V. movies.
- Surf the internet.
- Shop and possibly spend money you shouldn't.
- Talk on the phone and vent.
- Spend lots of time with friends.
- Travel.
- Sleep longer than normal.
- Drugs or Alcohol.
- Comfort food.

A personal example of how I avoided facing the truth in my own life:

As I mentioned, I was exposed to black mold in my home and became very sick. Over a few months, my weight went up 25%, which is pretty heavy because I am small.

Anyway, I did what many people do when they don't like how they look. I tried to find clothes that were slimming, didn't look at myself in the mirror (no full-length mirror by any means), and didn't look at old pictures of me when I was slimmer and healthier. I told myself there was nothing I could do. (My diet was already a 100% sugar free, organic and vegetarian.)

I gave in and decided to accept that everyone over 40 puts on weight. A clever distraction tool I used had to do with how I presented myself on the web. My webmaster is great at modifying photographs, so I had him take a favorite photo of myself that showed me speaking in front of an audience. He offered to use Photoshop and slim my belly.

We can distract ourselves all we want, but each time I dried myself off after showering or got dressed and could barely button my jeans, the disappointment of how I looked kept coming back.

We can't avoid it entirely. We may catch a glimpse of ourselves in the mirror, or worse, see how we look from a loved one's eyes.

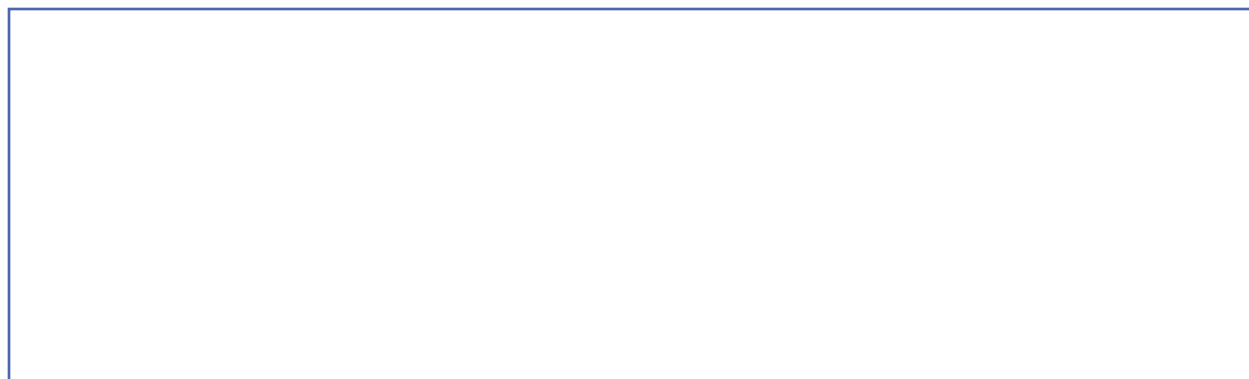
What did I do to compel change? I stopped telling myself that my extra weight was okay. I started telling myself that my weight indicated an underlying health issue I needed to solve.

I "turned up the fire", so to speak, so that I couldn't stuff the discomfort any longer. I was disturbed. One day I got the necessary leverage on myself and committed to make a change, and I wanted it FAST.

I decided to tackle the weight issue. I went on an intense body cleanse, drinking only fresh lemon juice, maple syrup, and cayenne pepper. It didn't take long before my weight went back to its previous level. I felt great! I started waking up at 5:00 am every morning and had the stamina of a 20-year-old.

STEP TWO:

Now, back to you. I want you to develop a solution for that painful area of your life that you just identified. **What could you do to transform that pain into what you desire? What would you ideally like to happen? Can you write it down and be honest?**



Once you write down your answer, don't stop there. Never leave the scene of setting a goal without taking action. Commit to moving forward and take action before you go to bed tonight. Just take one tiny step – that's all it takes. If you do this, you'll go to bed knowing that you are moving into the director's chair and taking charge of your life by moving away from the situation that causes you pain.

How to Avoid Circumstances like This in the Future:

Now that you have a start on how to turn around your situation, we need to address how you can make better decisions, so you don't have to experience as much pain and anguish for as long as you did before you got fed up.

Travel back in time to when you “knew” that you needed to make a change, and you ignored it. Seeing how you may get into this situation where you settled for and tolerated a painful circumstance and didn't listen to your gut is vital in the healing process.

You may wonder why we ignore our "gut instinct" in life:

School inadvertently trains us not to trust our intuition. We should follow what we learn in books and listen to our rational mind—believing only in what we see and what can be confirmed. The world isn't run by trusting our intuition. Following analytical thinking is a limiting way to make decisions in our life. After all, we must prove to others why we do what we do. But think about it. Our ancestors survived by instinct as well as their brains. Do you realize instinct is based on survival and is a general human property? Your intuition is personal messages from your unconscious alerting you to ways to keep you safe, enhance your life and live life to the fullest.

To be fulfilled and successful at things that seem impossible, you need "an edge". You need what those people at the top of their game have... an ability to interpret gut messages, aka "intuition," and quickly and confidently act on them.

How do you know if you're following your intuition/gut? Here are a few signs:

- Feelings of well-being, contentment
- Eagerness, enthusiasm, alertness
- High energy
- Joy, loving, happiness
- Clarity, understanding
- Peace

You may have simply registered the experiences described above as merely "good days," but the truth is there was cooperation between your unconscious and conscious minds.

Have you ever experienced these signs of conflict?

- | | |
|----------------|----------------------------------|
| • Headaches | • Anger |
| • Body pains | • Fear agitation |
| • Indigestion | • Confusion |
| • Insomnia | • Difficulty understanding |
| • Oversleeping | • Loss of energy |
| • Drowsiness | • Feelings down |
| • Fatigue | • Lack of enthusiasm |
| • Sluggishness | • Lack of focus or concentration |

All these symptoms are "Blockers," self-defeating unconscious habits. The good news is that you can use these body feeling symptoms to track down unsupportive habit patterns and transform them into new, supportive habit patterns that enhance your ability to get what you want. Tracking down blockers and removing them is the cornerstone process we work on in the Highest Potential Program.

Begin with linking to your unconscious - "The Inner Microphone Technique."

One of the best techniques for 'plugging into your unconscious' is using the 'Microphone Technique.' You establish a link to your unconscious through an imaginary microphone.

Picture this: There is a speaker in a large auditorium, and he has a life-changing message for the audience. He tries raising his voice and begins to yell, but everyone continues talking. He needs a method to get himself heard. He needs a microphone connected to an amplifier for the audience to listen to what he's saying.

In your case, the audience is your unconscious, and the amplifier is your internal communication point – also referred to as your 'Inner Anchor Point.' You speak into this imaginary point in your body. It is in this way that the unconscious knows to pay attention to what you're saying.

For many people, their microphone has been switched off. As a result, their unconscious has long since given up trying to interpret what they want. But through this extraordinary process, you can learn how to switch your internal microphone back on. You will learn how to focus on this area, so your unconscious hears you loud and clear, knows what you want and starts to begin the manifestation process for you automatically. Additionally, through your Inner Anchor Point, you will be able to uncover "blockers" that may have impeded your progress in the past and learn how to design a powerful "overwrite program", which creates a new "pattern" that positively changes your life.

Real-life examples of people who remove their unconscious performance “blockers”:

The first example of someone removing blockers comes from one of my coaching clients, a money manager. This man is someone who studies and analyzes the stock market the old-fashioned way and has a criterion for only taking on new clients who have a quarter of a million to invest.

He is not someone without skills and boasts a significant level of success.

Anyway, after he went through a process I teach, “Raising your Unconscious Performance Limit,” his income increased 300%.

A personal story for coaches:

I used to have a cap on the number of clients I could work with within a day. Some days after only working with two clients, I would become exhausted and depleted, sometimes taking a day to recover. I realized that I had an unconscious cap on my performance, and it turned up to limit the number of clients I had. I am sure you can see how this significantly limited my income potential.

Recognizing that my exhaustion was likely a blocker that was capping my productivity, I practiced the "Raising your Unconscious Performance Limit" exercise on myself. Within two days, I increased my productivity from working with two clients a day to five per day. This was a substantial financial benefit, but I also got increased energy and wasn't tired at the end of the day.

Using blocker clearing techniques when we're stuck or capped automatically ensures we work smarter and not harder. It's far more critical to figure out better ways to do things than simply work longer and harder. After all, easy is good and if you don't believe that and instead believe you have to work hard to make a living, that is a blocker.

Blockers are unconscious habit patterns that run in the background like little saboteurs by messing up your business progress or personal relationships. Often your unconscious attempts to keep you safe and in your comfort zone, so when you are trying to grow, it feels threatened and will pull out all the tricks in the book to keep you small. By clearing a potent blocker, your Unconscious Performance Limit, you're ensuring continued income growth and enhancing your relationships at the same time.

To illustrate the power of blocker clearing, a movie I saw years ago comes to mind. Do you remember the film: "Back to the Future?" If you've seen it, you'll remember how Marty McFly travels back in time, meets his father as a teenager and ends up teaching his father a simple lesson about self-confidence.

At the end of the movie, Marty goes back to the present, and his entire life has changed because of his father's changed attitude. This movie illustrates how blocker clearings work – you go back to key points in your past, work with what you find there, and create new instructions for the responsible aspects of your personality, aka, sub-personalities. Once the new success habit pattern is established in your unconscious, the results come without your conscious effort, almost automatically.

To understand how this works, imagine you are writing a script for a movie, and through hindsight, you feel uncomfortable with the way your protagonist reacts to a situation that keeps cropping up in his life. It has stopped him in five previous scenes from getting what he most wanted.

Now you want to readjust the script to make sure he succeeds but realize you'll need to change the previous five scenes, so the story can change and have the happy ending you want.

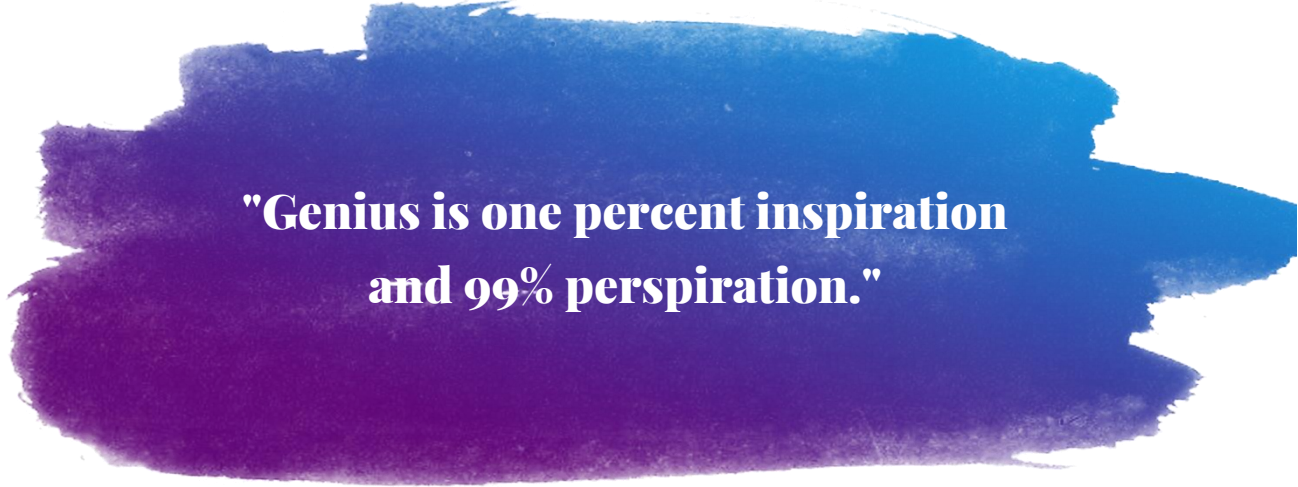
You notice a pattern emerging about how your protagonist could have better handled a situation in the past. Then you rewrite the scenes, starting with the most recent, and work backward in time until you're satisfied with each one.

Since you benefit from 20–20 hindsight, you can change his perspective in the final scene when he faces a similar situation again. Happy with the result, you give the script to the director, your unconscious who takes over and produces the movie.

Pillar #2: Improve Your Focus & Productivity



The second pillar for success is fundamental. You may be familiar with a famous quote:



**"Genius is one percent inspiration
and 99% perspiration."**

This quote is both accurate and invalid at the same time. By understanding the concepts I introduce in this ebook and apply what we teach in the Highest Potential Program, you discover that you'll expend less perspiration and effort while accomplishing more by having your unconscious mind focused.

Without understanding this strategy, you won't accomplish the things that seem beyond your reach. This is why pillar # 2 is one of the most important of the five pillars.

Have you ever planned and set out to do something only to be stopped? Did you realize it was you stopping yourself? Why?

For most of us, there's usually at least one bad habit that keeps us from obtaining money and other beautiful things in our life - it's the habit of procrastination.

Procrastination can wear us out physically and emotionally. Procrastination burns precious "emotional fuel". Emotional fuel is the juice - the power that maintains our momentum. We can't afford to waste it. Maintaining sufficient emotional fuel enables us to express the best parts of ourselves and inspires us to jump out of bed in an eager mood.

Let's be honest. Are you waking up early and eager to jump into your day? If not, a "procrastination blocker" may be the key to what's sucking your enthusiasm and energy for life.

This habit of procrastination costs you in many ways. First, it robs you of mental energy; you keep thinking about projects you have to start, and you mentally berate yourself when you don't begin the activity. You may think there's something seriously wrong with you.

You might say: "What is wrong with me that I can't get started on XYZ? Why do I put off doing something until the last minute and stress myself?" Over time, the lack of accomplishment eats away at your self-confidence and makes the cycle grow stronger.

Where does procrastination turn up for you?

- Never get anything significant accomplished – you just "spin your wheels" and waste time surfing the internet, cleaning the house, talking on the phone.
- Never get back to completing a project that at one time energized and juiced you.
- You don't start the project in the first place.
- You second-guess yourself and don't start a project or don't follow through because you question your skills and abilities to complete it.
- You lose potential revenue.
- You may lose relationships by putting off important things to your partner or family; they feel disregarded.
- Your health may suffer.

For me, procrastination eats away at me in a nervous way. It undermines my core confidence and "can do" attitude that enables me to be a powerhouse and get an astounding number of things done in a day. The project I'm putting off seems to turn into this giant ugly monster that I want to run away from; I don't want to deal with it, and it looms more significant every day.

I get mad at myself because I know I'm not working on what I want to accomplish. I know completing the project will benefit my life in multiple ways, yet I don't get started or stop mid-way. Does this sound like you at all?

How does procrastination affect our relationships with other people?

This is a HUGE question. You have to know; it affects your relationships more than you realize. When we don't do something that others expect us to do, we are letting them down. Over time, enough procrastination on essential things can break down the very fabric of trust in a relationship. We're also sending an unconscious message that we're not thinking of other people's needs because in their minds, if we were, we'd do what we promise.

If we procrastinate, people may see us as:

- Unreliable
- Uncaring
- Oblivious to their needs
- Selfish
- Not as capable as they first thought

These are not the messages we want to give to people who mean something to us. We're not only letting them down, but we also are letting ourselves down.

A lot of our challenges with procrastination and overwhelm stem from not having focus, and as a result, not being very productive. You'll learn how you can become a more focused, constructive person - giving you the time and energy to make a more significant difference in your life and others.

You'll learn how to get more done without spending "emotional" fuel, and you'll discover how a simple process helps you make decisions quickly and unleash your astounding creativity.

Let's get started...

Remember when you had to work on a project:

Remember back to a time when you put off making an important call or working on a project. How did you feel - anxious, worried, stressed, irritated?

Did you find the anxiety or worry exhausting you physically? Did the concern around not getting it done cost you emotionally?

Perhaps you responded by mentally beating yourself up for not making the call or completing the project? How did that work for you?

By beating yourself up, did you suddenly become inspired to complete what you were putting off?

Not likely. I bet it dropped your energy and creativity even more and may have resulted in you putting off the work even longer.

What I just described are the symptoms of procrastination and the resulting internal conflict it causes.

How do I support my clients in gaining an improved focus and becoming more productive? By uncovering the unconscious reason for procrastinating. It could be as simple as they need to learn something before they can get started or need someone to do something first.

At other times there is a sabotaging blocker that stands between them and their accomplishments. There are always reasons why we do things, albeit at times not very good reasons, but there are reasons. In the Highest Potential Program, participants learn fast and practical strategies to RESOLVE internal conflicts like procrastination whenever it turns up. This means they can achieve a lot without a lot of wasted emotional fuel.

Solving the procrastination challenge:

I have a great story about the day I recognized I cleared a significant blocker burning up my emotional fuel.

At the end of a particular day, I was moaning to myself, “I didn’t get anything done today!” Before I continued to berate myself, I decided to record all the things I did that day. As I wrote, I realized my list was growing and getting longer, and the items on that list were complex.

For example, I ran a seminar with great results and accomplished 20 other things that day. I even phoned a president of a large company and described my training in hopes of working with his company.

When I reflected on the written list, I realized that I didn’t feel stressed out and overwhelmed that day because it was a smooth and easy day. I was working from my power, so I wasn’t drained. Absent was the usual emotional chatter eating away at my emotional fuel and creativity. It was one of the most productive days I can remember in my working life.

So how did I achieve this?

I practiced the focus and productivity strategies and eliminated the mental chatter and procrastination.

FOCUS & PRODUCTIVITY EXERCISE:

1. Think of a problem you wish to solve. Could you write it down in the present tense?

2. **Think of the same problem as already completed. What is the positive outcome?** (Make it sensory based. Picture how you'll feel and what you can see, smell, hear, and touch once you've solved this challenge.) Now consider the benefits. Do they **outweigh the perceived costs of resolving this challenge?** **Write down what it looks like completed.**

3. If you had to guess, what would you say is stopping you from solving this problem?

4. What would happen or change in your life if you solved this problem?

5. Focus on the part of you that knows the answer to the problem and write down everything you can think of to help you solve this problem. Write for 15-20 minutes.

6. Next, sit and relax for 10 minutes and let your mind wander as you consider what you wrote down as possible inroads to solving the problem. Your mind may conjure up images. Pay attention as you'll want to write down your thoughts. Take a few minutes to record any thoughts or 'ah-has.'

7. Now, review what you wrote when you let your mind wander. Are there any patterns? How can these ideas help you solve your problem?

8. If nothing comes to mind as a "workable" solution, think of someone you admire. What would someone you greatly admire do? How would that person solve the problem?

9. Take the information you obtained from these different approaches (Questions: 2, 3, 4, 5, 7 & 8) and define what actions you could take to complete the project.

10. Set an action plan for the next month that shows the steps you will take to solve the problem:

Week One:

Week Two:

Week Three:

Week Four:

Results:

THE POWER OF FOCUS AND PRODUCTIVITY:

When you maintain focus on the task at hand, it is easier to move into action, resulting in productivity. You will be able to overcome overwhelm and procrastination in your business and life, which are significant challenges for many people. While you may not eliminate the habit of procrastination forever, you will complete your most important projects. Increased productivity can mean more money, better relationships, and living a life of greater self-expression, joy, and freedom.

Here's what I accomplished on an incredibly productive day:

This particular day was my busiest day of the week. After clearing the "procrastination blockers", here's what happened...

1. I launched a new mastermind team with the Book Yourself Solid strategies where small business owners learn how to talk about what they do with ease and get booked solid.
2. I spoke to a large group of network marketers, so I had to prepare for that and decide what special coaching offer I could present to them. It's because you never do a speaking engagement without having a call to action.
3. I modified my registration page for my 16-week group training to reflect my call to action.
4. Then, I prepared a "take away" for the speaking engagement.

None of this would have happened if I'd remained unfocused or permitted procrastination to keep me blocked. People were counting on me, and I also needed to deliver for myself.

This way of thinking and working won't happen overnight. You'll need to revisit the focus and productivity questions when you're feeling unfocused and procrastinating. And remember, don't be too hard on yourself. We don't change overnight. It all takes time.

Remember to be gentle with yourself. Sometimes as we grow and take on new skills, we take two steps forward, one step back. Be patient and don't give up. Half the battle is in understanding when you're unfocused and unproductive; when you recognize this, you're on your way to making changes.

Pillar #3: Develop Your Conviction



The online Wikipedia free dictionary defines the word "conviction" as "a fixed or firmly held belief, opinion, etc."

Why would you care? What has this got to do with success?

Everything.

It doesn't matter how much planning, focusing or working you do. If you don't believe in yourself and what you're doing, you'll fail. That's right – you won't succeed.

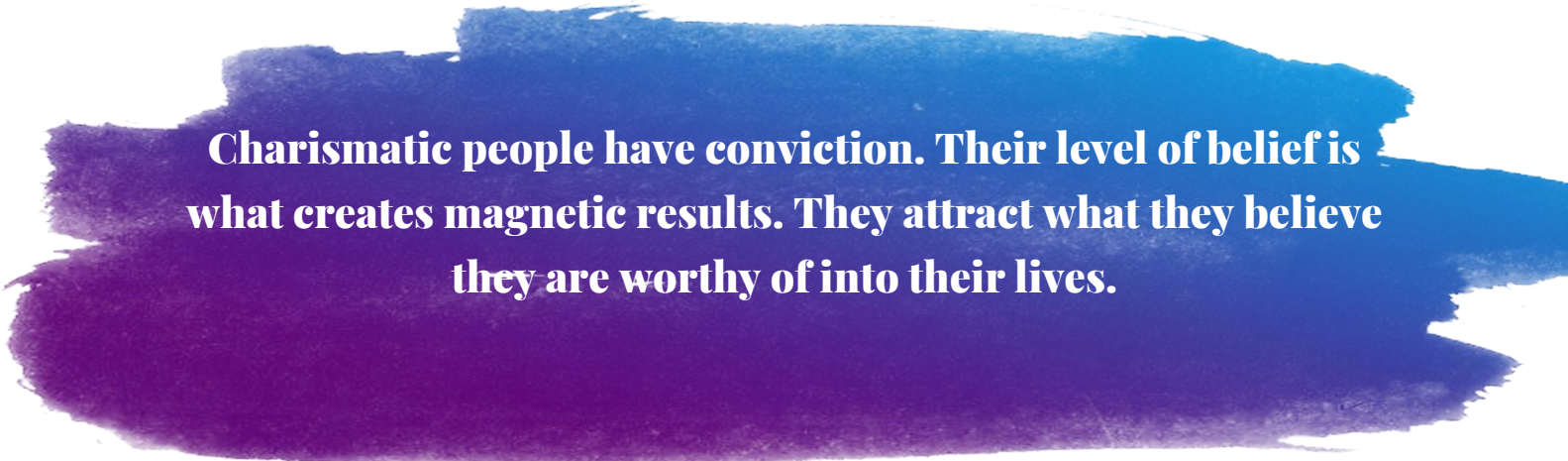
You can't build a successful company if you doubt your abilities, the industry you are in or the services you provide. There must be complete conviction congruence or people will sense your doubt and suspect that something is "wrong" with whatever you're presenting to them. They will not trust you.

People do business with people they like, know and trust, and if they suspect that you're not genuine or completely transparent, you'll struggle to build your business and won't even know why.

KEY QUESTIONS TO ASK YOURSELF:

Are you ready to build a rock-solid conviction in what you do? It begins with deciding to believe unconditionally in who you are and what you offer.

You do know that if YOU don't believe in yourself, it reflects in all you do. Add to that how it affects your natural leadership abilities. How can you expect someone to follow your lead when you don't believe you can do it?



Charismatic people have conviction. Their level of belief is what creates magnetic results. They attract what they believe they are worthy of into their lives.

Success Strategy: BELIEF IN SELF + CONVICTION = SUCCESS

I've discovered a typical pattern amongst my clients. We all have beliefs that sabotage us in one area of our life or another, and the insidious thing is that these beliefs often are invisible to us. The internalized beliefs that begin in childhood are the most difficult to clear because as we grow up, life experiences can confirm the view.

The confirming experiences then make the belief invulnerable to change through conventional "belief" busting techniques. By the time we are adults, we have bucket loads of proof that the idea is indeed accurate. The type of belief work we teach is called Cell Level Memory clearing. These kinds of blockers don't live in the brain. They reside at the level of your cells, which means conventional belief clearing practices can't access them.

With Cell Level Memory work, you identify the moment you decided something outside of you held more truth than your inner knowing. That Cell Level Memory decision created a whole host of other blocker patterns to keep that decision hidden from your conscious awareness. When you clear that Cell Level Memory, you pull out the roots of that blocker-producing plant and implant a very positive, enhancing new faith in its place.

How do our unconscious beliefs affect our success? Let me count the ways.

Ways Our Beliefs Sabotage Our Lives in One or More Areas:

- If you believe that you don't know enough, you're right.
- If you believe you aren't worthy of love and joy in your life, you're right.
- If you believe life is a struggle and things shouldn't come easy, you're right.
- If you believe that if you step out of your comfort zone, you will fail; you're right.
- If you believe life is supposed to be challenging and a struggle, you're right.
- If you believe that you have to work hard to make a living, you're right.
- If you believe that rich people are mean and selfish, you're right. (And by the way, good luck making money with that belief in place.)

What do you believe?

Let's start with a simple exercise.

LIFE EXERCISE:

Study the five critical areas of your life (There are more, but for the sake of simplification, we will address these most popular areas.) and think about how fulfilling and satisfying they are. On a scale of 1 to 10, with 1 being - "Extreme Pain" and 10 being - "Extreme Satisfaction," put a number beside the category.

- Your Career:
- Your Love Relationships:
- Your Family:
- Your Health:
- Your Spirituality:

If you're not sure what number to record, go with your gut instinct. The gut is often right, and the heart usually knows before the mind.

After you've written down the numbers, go back and see where the low numbers reside. Are you surprised by the numbers? What's your highest category, your lowest?

Where you have the lowest number is where your lowest belief resides.

You may feel uncomfortable doing this exercise, but we can't change what we don't acknowledge. This is the first step towards making positive change.

It's a scary thought to think we might be creating challenges in our lives. Belief runs your unconscious mind. Something does not have to be true for your unconscious to act on it. The unconscious mind can't tell the difference between dreams and reality.

For example, if you scored a low rating in the health category, you might believe that you don't deserve to feel good. Or you may think that your needs are not as essential, and you'll tend to others first and put your needs last.

This last belief is a big one for many women who have grown up with a "take care of others" first mentality. We hold the belief that if we take care of our needs first, we're selfish. Nothing could be further from the truth. Healthy, happy individuals make the best caregivers when they take care of themselves first. When someone meets their needs first, they authentically have the energy and resources to care for others.

Outdated beliefs hidden in your unconscious mind operate on autopilot, And since the unconscious mind can't discern between what is real and what is not, it means you aren't aware when something isn't right for you. The unconscious, primitive mind simply acts on messages formed from experiences.

The language your unconscious uses is belief. It works almost like a movie script by selecting the actors and how it will play out to make your "beliefs" accurate.

This is why many people discover they can move from one relationship to another, and the problem follows them. It's not the person. It's not even you. It's your beliefs that run in the background like little sub-routines playing out the script you've written.

It may be unsettling to know your current life reality is caused by your mind, but on the other hand, it can be an empowering thought as well.

If you truly create your beliefs, then the sky is the limit.

It's not quite that easy. We have "blockers" that stop us.

- Visualizing what we want is not enough.
- Affirmations are not enough.
- Saying what we want is not enough.
- Even writing down our visions is not enough.

The problem is that very rarely do these methods get into your unconscious as this isn't the language your unconscious understands. The primitive unconscious mind communicates differently through feelings, images, sounds, and smells.

To understand the unconscious mind, think back to the racing heart you felt in a scary scene in a movie. Did you tell your body what was happening? Did you instruct your heart to race? No way. Your unconscious triggered a response in you and your body responded.

That is the way beliefs work. You create a view, and things in your life trigger those subroutines to play it out in behaviors.

The only way to create permanent change is to create new, more powerful images in your unconscious.

How do you do that?

It's not easy and doesn't happen overnight, but it's possible by retraining that part of your brain. Before we begin the process, read on.

Let me share a story about how negative beliefs sabotaged one client's networking success.

Several years ago, I met a network marketer who was passionate about the products her company carried. She could talk all day long about using them and had some measure of success with customers. But when it came to talking about the business side, she froze.

Her confidence and belief in the industry was the core issue. She was ashamed to say that it was a network marketing company. She was ashamed because she thought of network marketing as an industry that attracted people who lacked integrity and failed at everything else. It was their last-ditch effort to make something of themselves. She didn't see herself like that, which meant she couldn't talk about the business opportunity with confidence and conviction.

There was a mismatch between how she saw herself and what she was trying to become – a debilitating internal conflict.

She wanted to help people and make her living at networking. However, each time she had an opportunity to

It looked like this:

1. She would respond with hesitation if someone asked, "Is this a multi-level marketing company?"
2. She wouldn't even bring up network marketing when talking about the products; it was hidden from potential prospects even though they were interested in the products.
3. She would directly sabotage herself by not returning phone calls to people who referred her.

Her words mouthed, "I want to be a successful network marketer. I want to be at the top of my company." Her actions said otherwise.

How did she get to congruency? How did her internal beliefs match the other actions?

We uncovered all the negative beliefs that were behind her hesitancy to share the business opportunity.

She used several of the clearing processes from the *Highest Potential Program*, which turned around an unconscious negative belief into a support powerhouse.

After a short time, she told me she felt she could scream from the rooftops, “I am a network marketer, and I love network marketing.”

Today, she has a thriving network marketing business, and when someone asks if this is network marketing, there is no tremble in her voice. There is belief and, yes, a conviction that this is an actual business model she believes in.

A strategy around building belief is to get the knowledge and develop the confidence.

But where do you get the most crucial knowledge regarding what is holding you back – the inside scoop around the invisible beliefs you hold inside?

You need to get a view of yourself that you can trust. But most importantly, where do you get the tools to overwrite these sabotaging beliefs permanently?

One way I know is by using the strategies I teach in my *Highest Potential Training program*.

Here is a sampling of how to clear some negative beliefs. Let's start with these startling statistics:

- 8 out of 10 new businesses fail within the first five years.
- In America – one of the world's wealthiest countries with more opportunities than anywhere else – 95% of people are broke by age 65.

There are other statistics about lottery winners who win a tremendous amount of money, and within two years, they are right back to where they started – broke.

Why is that?

In the example of the lottery winner, they are often used to struggling for money, so they don't know how to manage money when they do get it. When they win the money, their unconscious brings up all the incongruent beliefs about having money. The winner's unconscious mind is in contradiction, and for some people, they feel guilty and not worthy of having substantial money. The belief is so strong that their unconscious sabotages their actions resulting in "losing the money". If they don't handle this issue, they'll mismanage and run through the money and likely end up in the same situation before the windfall.

There are plenty of goal-setting systems and personal achievement "technologies" readily available to help people learn to make money, and yet most people still struggle. I believe it is that most programs, books, pieces of training deal with the surface symptom and put a new polish on it, but eventually, the polish wears off, and the person is left right where they started. Most of this is due to deeply held unconscious beliefs, such as they don't feel worthy of earning a lot of the money.

When people participate in **the Highest Potential Program**, they discover that accomplishment often lies in aligning their conscious desires with their will and heart.

The Cybernetic Transposition process is a powerful tool to do just that.

I found that 81% of people who applied these techniques achieved goals they initially considered "seemingly impossible" in three months or less. When they followed instructions correctly, those who didn't accomplish their goals achieved their own "seemingly impossible" objectives on the second try – **at a success rate of almost 100%**. However, when **entrepreneurs** applied these methods right away, the success ratio was **much higher on first try – close to 100%**. Compare those numbers to the **80% failure rate start-up businesses typically have**.

You have to wonder. What was different about what I was teaching that made it so strikingly more successful?

I was addressing the different parts of the brain and the areas that are responsible for beliefs. Remember, you can't change a belief by telling yourself you want to change it. The conscious brain doesn't speak the same language and hence communicates ineffectively to the unconscious. The unconscious needs to be stimulated with images and feelings.

Let me explain. We can view the human brain as a "quartet" of four brains, a lot like a string quartet. Even though there are the right and left hemispheres, the brain divides into two more learning segments. The left brain takes its cues from **words and logic**. The left side of the brain is logical and

sequential, rational, analytical, objective, judgmental, and looks at parts. If you write a book, add up numbers, figure out how something works, and speak, you're using this part of the brain.

The right brain uses **patterns and pictures** as its "sheet music." It thinks randomly, intuitively, subjectively and looks at wholes. The right side of the brain is the creative side from which music, art, and creativity stem. This side of the brain is responsible for "feelings".

For the mid-brain, **emotions** call the tune; and the brain stem hears melodies in **physical stimulus and response**.

How do you apply this scientific brain research to the biology of beliefs?

1. Understand and work with the differences in the human brain.

The unconscious mind is not rational and language based. Images, emotions, and feelings rule it. Therefore, if you want to impart a specific belief, you'll fail unless you apply certain rules. You'll fail because your left brain – rational, sequential, reality-based – will dominate and not communicate effectively to the unconscious brain. You must impart new beliefs to your unconscious mind in the form of images and feelings because this is how this part of the brain operates.

A simple way to get started is by getting into the feeling of having, doing, or being what you want.

For example, if you want to eliminate the lack of prosperity belief, you need to see what prosperity looks like and feel it. You can do this by surrounding yourself with generous, wealthy people, watching how they think and act, or treating yourself to something that feels abundant and worth receiving. The trick is to surround yourself with abundance physically, emotionally, and mentally. You need to see and feel wealth; this is how your unconscious can relate.

You might also start recording the things you are grateful for and what you've accomplished in a journal. If you review what you've written, you'll begin to believe how capable you are and how wonderful your life is.

Some people recommend designing a photo collage depicting all the things you want money to buy. They believe that your subconscious mind can relate to images and start looking for something in your reality pertaining to the pictures on your imageboard. I have not found this to be as effective as the strategies listed below.

You can also enhance those feelings of prosperity by indulging in the following things to put you in a prosperity mindset:

- Attend conventions with highly successful, like-minded businesspeople.
- Dress the part – look and feel your best.
- Eat well, exercise, sleep well.
- Get regular spa treatments.
- Take mini holidays or vacations.
- Spend your money from an abundance consciousness. Don't spend money unless there is extreme value to you...e.g., don't spend your money unconsciously.

All of this will "juice" your unconscious and stimulate your creativity to manifest what you want to experience.

There is no accident when you keep seeing that hot little sports car all over the place, and then you end up buying one. You're making it happen by engaging the creative, image-driven side of the brain.

2. To create change, acknowledge what you want to change. Learn to recognize your hidden "blocker".

For example, if you want to make significant money in your business but you're struggling, there's a disconnect between your conscious intention and your unconscious patterns. You need to study your values and be honest about where money stands in your value grid.

You have to consciously decide to bring wealth up in your priority list of values. For many service professionals, making money is not their highest value. They just want to help people or maintain values such as family, freedom, independence, which ends up taking the front stage and pushing "money" out of the way.

You need to sit down and write out your beliefs around money and perhaps why you think it is negative. Once you acknowledge this, you need to surround yourself with prosperity, as mentioned in Step 1. You want to see and feel money. This will appeal to the unconscious and help you attract more of it.

The problem with most goal-setting programs is that they don't recognize nor have methods to overwrite the unconscious beliefs, which have turned into invisible blockers. Many goal-setting programs manage symptoms like making money and losing weight instead of getting to the core, self-defeating blocker.

This is why you slip back into old patterns, conditions, and problems just days after studying the program. Two or more of the four "instruments" in your brain are "out of sync" with what the "first violin" (left brain) wants them to play – because they didn't get the "sheet music" (goal) that the "first violin" (left brain) wanted each of them to understand.

Pretend that you had an easy-to-use, proven way to translate (or "transpose") the goal ("sheet music") into a format that each part of your brain could understand. What if each area of the brain paid particular attention to the sheet music?

If you had that, **THEN** you would **achieve your goals with less effort and greater harmony.** The inner conflict you've known for most of your life between the different parts of your brain would suddenly be transformed into **synchronized cooperation.**

Understanding how the brain works help with the biology of beliefs. You can understand how each part of the brain operates and then set your goals the following ways:

- Written
- Verbal
- Images
- Feelings
- Situations
- Beliefs

You'd be able to **BELIEVE** in yourself and your goals and make them happen. Your sense of **CONVICTION** would grow, and you'd exude confidence in a friendly, helpful way.

I am not a hard sell kind of person, but I genuinely believe that you know what these strategies could do for your life.

A conviction can only happen when you address your hidden saboteurs, get rid of them, and set up positive beliefs that keep you vital – even when things don't go as planned.

Pillar #4: Building Tenacity



"I can change. I can live out my imagination instead of my memory. I can tie myself to my limitless potential instead of my limiting past."

Steven Covey

This quote was sent to me by one of my coaching clients recently, and it inspired me. This quote has so much meaning because, at some point in our path, we all feel like giving up. We suffer setbacks or doubt our skills and abilities; someone says something to us that's negative; the goal takes too long to achieve.

We feel like quitting, but when we practice Pillar # 4 - Tenacity, we can work at our goals longer and ultimately achieve them.

You may say it is easier said than done, right?

Did you ever come close to achieving a **BIG** goal or dream but then, for no known reason, you backed off? Did it feel like something "blocked" you? Did you ever become aware of the bias?

Write down one dream you started but did not finish.

What happened? Why did you stop?

Here is a personal struggle I had with parenting.

When my son was three years old, I noticed he was intensely strong-willed and defiant.

When he acted out of control, I rationalized his behavior by telling myself a story that his behavior was in response to something that I did. I caused him to act out. I believed if I could just figure out a way to make him feel more secure or love him more, he would listen and cooperate.

I read many books, tried all sorts of parenting strategies and even asked for outside help. Some techniques would work for a while, and my son would be noticeably more respectful and listen to me, but over time, the inevitable would happen. He would have a meltdown, and I would resort to habitually ineffective parenting methods as he became more challenging to motivate.

I discovered that before each new “meltdown,” it would be preceded by me feeling guilty. I would notice that I stopped practicing the new parenting methods I’d learned even though I had seen successful results. I’d tell myself the same old story that “I didn’t love my son enough, and if I gave in ‘just this one time,’ he might love me enough to respect my word.”

I’d back off from being a firm and loving parent and would become a pushover, letting him have his way.

I struggled with this until my son turned eight years old. It was during his eighth year that I uncovered a way to inspire and motivate him positively.

A cornerstone of the Acceptable Behavior Checkbook I developed had to do with being tenacious. When I veered off and “gave in” to loving him more than myself, I’d have to deal with growing misbehavior.

We can’t falter when things get tough. This is the exact opposite of what we have to do to create massive, permanent change in our life. **WE NEED TO STICK TO OUR DECISIONS, OUR INTENTIONS AND BE TENACIOUS EVEN IF OTHERS DON’T BELIEVE IT IS POSSIBLE.**

The definition of tenacious according to an online dictionary:

Tenacity - doggedness: persistent determination.

Anyone who has made a difference in the lives of others will have hit roadblocks and must have found a way around them to accomplish what they did. That is tenacity. Heroes are heroes because they are tenacious despite being afraid. They are courageous and move ahead, despite the challenges.

Do you have a hero? If so, who are they?

What specific qualities do you admire about them?

Here is how I applied tenacity to my life.

When I was first divorced, my ex-husband, family, and well-meaning friends recommended I get a 9 to 5 job, claiming it was best for my son's security.

I listened to their concern but was focusing on my inner values. This meant we continued our lifestyle of homeschooling and my home-based business.

Everything was confusing after the divorce, but my determination to be there for my son no matter what became my true north. This was my "why" and kept me inspired to grow my business and not give up. I was a child of divorced parents, and my mother worked 12-hour days outside the home. I knew that path was not for me. My son would not lose both parents. No matter what it would take, I was motivated to maintain the close relationship we had with homeschooling and our wonderful lifestyle. I was so determined to maintain security for my son by continuing our lifestyle that I used my inborn pillar of tenacity to make this happen. Even with no support and financial challenges, I succeeded.

I now own a thriving business where I help and inspire other business owners on a spiritual path to break through mental limitations that may be standing in their way between emotional freedom and building the lifestyle business they desire.

We go into business for ourselves – for a sense of freedom over our time, life, and finances. But what often happens between opening the doors of our business and building a thriving business? We hit internal and external roadblocks, become discouraged, and unfortunately, give up on our dreams.

SUCCESSFUL PEOPLE AND THEIR SECRET:

I have studied successful people, and I have noticed a pattern when they set a goal. Their passion for their dream is bigger than any challenge they may meet AND they work hard to make their dream happen, just like in my example about my son.

However, what often happens, just when someone gets near completion, they meet an obstacle that looks too big to overcome, and even though many say to these tenacious ones they are crazy to continue they persist anyway. This is what decides a hero, someone who does not give up even when the road gets tough.

Their belief system and habits to stick to the vision are so entrenched that they keep on working until they reach their goal. Most people would have stopped long ago, but that is what separates them from ordinary people. They have tenacity and keep on working when others quit.

One of the key components is they are not afraid of failure and see it as a learning tool – a way to steer them closer to their dream. They look failure in the face and march right through the challenges. They persevere until they get the results they want. Isn't that true of anyone who makes it in Hollywood?

What to do when you hit a roadblock? Do you veer off and take the “apparent” easier route as I did with parenting my son?

How did that work for you? If you quit, did you go back to an old comfort pattern that turned out to make things more challenging for you?

From my perspective, I would have saved aggravation and stress if I'd gotten control over my son's strong-willed behavior when he was three years old instead of eight.

**“When we put off what we KNOW we need to do today,
we are making our tomorrows much more
challenging.”**

Let me repeat that:

"When we put off what we KNOW we need to do today, we make our tomorrows much more challenging."

TENACITY is about knowing you will do whatever it takes to cause or create something even if, at the moment, it doesn't look like it will turn out well. You commit. You stick to it.

SUCCESS EXERCISE:

1. Study your life. What successes in your life were the results of heroic effort?

2. Where else do you see evidence you have been tenacious? Could you write it down?

3. Now, what do you really want to be, do, or have?

4. Write areas of your life where you would like to be more tenacious.

The tenacity I'm speaking about is similar in intensity to how a baby holds on to something. As you try to pry their little fingers off the object, they tighten their grip. Each finger grips in turn, and as you pull it, it grips just as quickly as you loosened it.

Were you tenacious about what you wanted, given that description?

A HARD PILL TO SWALLOW:

When you have not carried out something in your life that you say you want, you can conjure up all kinds of reasons why that wish is not possible and that having it is not in the realm of reality.

"The truth is that, for whatever you desire in your life, if you don't have it now, you don't want it."

Now that is a tough pill to swallow for many people.

So why is this? Do we simply have to accept our tenacity or beliefs as they are, or can we make changes?

Another Personal Story:

In October 2003, my divorce was final. My mother was going into surgery for removal of a cancerous lung. To add to that my son and I were fighting. Life was beyond belief challenging,

With everything taking my attention away from my son, he resented it and said he hated me. While the adjustment to the divorce was occurring, I was also struggling to grow my new business.

To add to this stress, remember I mentioned everyone was advising me to get a job as the only way to create a secure life. My father had been a public defender for the city of Los Angeles and had a great retirement; my ex-husband worked for the county and had a very reliable, secure job. But then, there was my poor mother, who was unemployed and uncertain about the surgery, and if she made it, would have to worry about her dwindling resources with no retirement or investments.

Everyone around me gave me advice about how I should build my life, and it all had to do with "playing it safe" and getting a job with security around it because I had my son and myself to support.

There was the pressure, and there was stress – incredible stress! There was grief for a failed marriage and then my mother's death, who did not survive the surgery. All this was happening as I was building my business. It was enough to make most people give up starting their own business and get a "real job".

As I mentioned earlier, I decided when my husband asked for a divorce that my son would continue the lifestyle we already knew. That meant I had to build the business from home – no matter what.

Would you like to know one of my secrets to maintain my business belief and inspire me to remain tenacious?

In 2003, when I was under the most incredible stress of my mother in the hospital and subsequently dying, and then my divorce, I took a unique training that promised it would help me clear the blockers preventing me from building my business. That training was life-changing and taught me how to clear blockers and much more. Not only did I release the inhibiting "blockers" that we all carry, but I also rediscovered ME.

I had lost part of ME in the process of my marriage. This training gave me back my optimistic can-do attitude and helped me increase success in my business.

What happened to turn my life around, you might ask?

I learned how to attract ideal clients, how to bounce back from discouragement and rejection, how to ignore and not accept mind limitations and how to overwrite habit patterns that were sabotaging me with new, positive ones.

I also learned how to create an internal success mechanism that powered me in my goals and daily life. This training showed me how to write unstoppable goals and maintain the tenacity to follow through and make those goals a reality.

I became so convinced of the profound effects of these processes that I persuaded the author of these methods to teach me how to train others. After a year and a half of persuading him, I'm happy to say I became one of only a handful of certified Cybernetic Transposition coaches worldwide. The training was intense, far more complex than earning either of my degrees but way more satisfying. I've been running training programs for nearly five years, and I love it as much today as I did when I first started. My clients love the process and working with me too.

Curious about what the Highest Potential Program can do for you? Check out the breakthrough stories at:

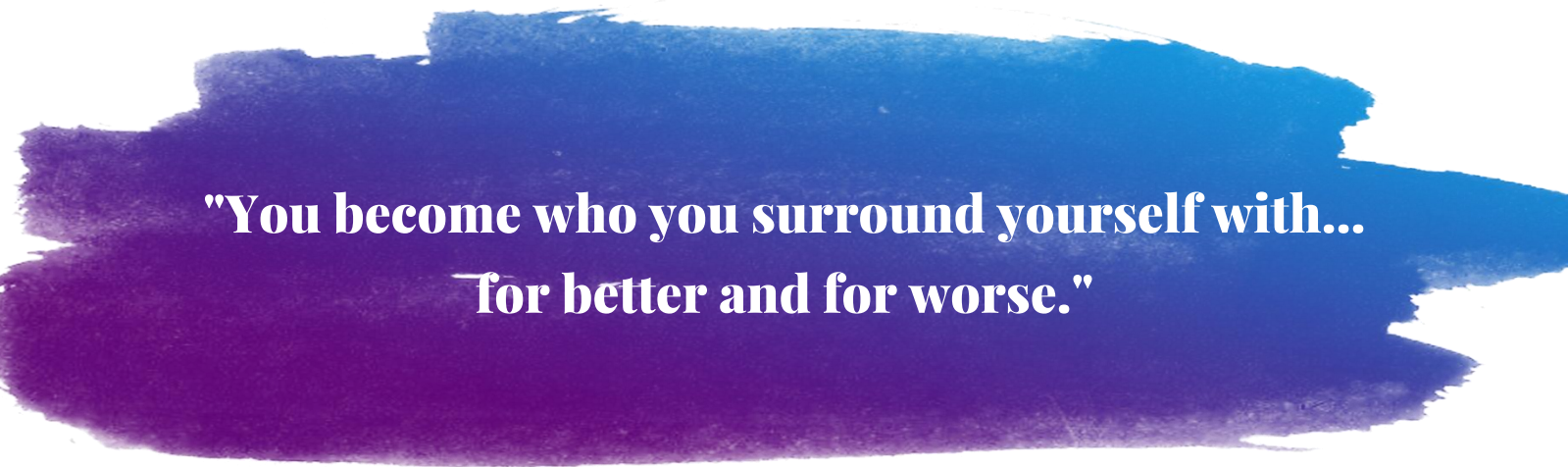
breakthrough

Pillar #5: Getting The Right Support For You



Have you ever heard the expression, "Your income is an average of the five people you hang out with the most?"

Why is that?



**"You become who you surround yourself with...
for better and for worse."**

We are social animals and can't live our lives without our social networks. However, sometimes these influences aren't positive or supportive and can hinder our personal growth, self-expression, progress, and ultimately our successful outcomes.

When you were a teenager, did you ever hear your parents say, "That friend is not a good influence for you?"

You probably heard this phrase more than once as you learned to navigate the challenging part of teenage friendships. And as an adult looking back, you may have even realized that your parents were right.

Our unconscious mind is influenced by the beliefs, values, and actions of the people around us. Over time we begin to adopt their values and behaviors unconsciously. If we spend time with negative people, it will drag down our view of the world. Similarly, if we spend time with upfront, genuine, leading people, we will be more inclined to be positive and contribute positively to our lives and to others.

Therefore, it makes sense to surround yourself with nurturing, inspiring people who will positively support you. Sound good? Maybe, but it's not always easy to follow this rule. We feel comfortable with the "known," and when we combine that with momentum, wherein what is already in motion will likely stay in motion, we don't make progress.

Sometimes we work with negative people or our family or spouses aren't that supportive. Many people tell me that the people closest to them give them the most grief. Sad.

We may not be able to pick our family, but we most definitely can choose our friends and mentors. We do have that choice. Suppose we find ourselves surrounded by a family member who is full of fear and insecurity. In that case, we can see their limitations, choose not to confide in them and accept them as they are while building a support structure outside the family.

While it may be exciting to have your spouse support your business or your passion, it's not always possible. Your spouse may not understand what you're doing or may even feel threatened by your progress. Perhaps they feel left out or unsure how they fit into the bigger picture.

We all need a cheerleader. All successful people have people who support and cheer them on - especially when they feel like quitting.

Here is an example about the power of the RIGHT SUPPORT:

The history of the Chicago Six...

There are several versions of this story. This is the one I know.

In the 1870s, six young, enterprising men gathered together and talked about their dreams of becoming financially independent. They decided to make their association formal. They met weekly to talk about their goals. They each articulated specific, measurable goals they wanted to achieve, and at each meeting, they would put all their brains to the challenges of one in their group. They would mastermind strategies to make these goals happen.

They didn't realize it, but they created something powerful that Napoleon Hill talked about in his book, *Think and Grow Rich*. It was the concept of the "Mastermind".

The mastermind is very common today and works so effectively because we have more than one mind to overcome challenges. Two brains can garner more power and synergy than two minds separately.

When one of the men had a problem, they would all focus on finding the solution. According to history, there wasn't a single challenge they didn't solve. They did more than solve challenges. They became the richest men in the United States.

These men's names were A.D. Lasker, Mr. Rich, Mr. Hertz, Mr. McCulloch, John R. Thompson and William Wrigley Jr., who went on to even higher success, becoming a billionaire and the seventh richest man in the United States.

You may dismiss the story and say to yourself those people were destined for success or already were directors of their lives on all levels. This was not true; these men didn't come from favored backgrounds, and they started as ordinary men with extraordinary dreams and ambitions.

Here is what they thought and why their group worked.

- They realized that thoughts become things.
- They became the directors of their thoughts and beliefs.
- They surrounded themselves with like-minded individuals, who were focused on success and support.
- They had accountability to each other, which supported the fourth Pillar of Tenacity.
- They had a toolset that enabled them to become the driver of their life.

You want support and accountability. What do you do if you don't have support and accountability?

You create it.

What if you're not sure if you have enough support?

You need to do an inventory of your business and personal support system.

Here is the formula:

Personal/Business Relationship Inventory Exercise

Start this exercise by writing down the **five people closest to your life**. Describe them in a few sentences and ask yourself the following questions:

- On a 1 to 10 scale, how much do they support your core nature?
- Do they hold **similar values** and energy levels? Are they in a similar stage in life or business?
- How **encouraging** are they around your business or personal growth? Do they inspire you to grow, even if that means they have to change how they relate to you to keep the relationship supportive?
- How **optimistic** are they? Do you leave a conversation with them energized and ready to take on the next task or deflated, wanting to crawl into a corner and examine your belly button? Rate them 1 to 10 with 1 being an energy vampire and 10 being supportive.

Now list the five closest people you consider your support group and how they support you.

1.

2.

3.

4.

5.

Reasons why it's great to have the **RIGHT SUPPORT**.

- Someone can help you focus and achieve your objectives more directly.
- A mentor can teach you ways to overcome mental roadblocks.
- A mentor who has achieved what you wish for can save you time, energy, and money. They can provide you with shortcuts to help you achieve your dreams more quickly.
- A mentor can offer mental and emotional support and give you new ideas.
- A coach, friend, or mentor will hold you accountable so that you won't give up on your goals and dreams.

Do you have a support structure in place to help you hold the vision of who you wish to become?

If not, you need to start building your support circle straight away. Look at your existing list of your five key support people and decide how you can relate to them in a way that does not implode your vision, and if you can't, do not settle. If you identify those in your current support group who do not contribute or hold your vision, replace them with those who will. Additionally, make sure you are rigorous when considering hiring a coach or bringing new people into your life. Ensure they match your top 5 values, such as optimistic, generous, loving, inspiring, intelligent, problem solvers, etc.

You can find mentors by hiring a coach, making a new friend, spending time with positive family members, joining groups or organizations.

Every day pay attention to people who offer positive feedback. Add them to your power team of five. It's great to have more than five people who can be there for you.

**Get out there and build
your Mastermind Power Team today!**

Your Next Step

A question for you. Do you have a support structure in place for you to become who you desire to be, either professionally or personally? Having adequate support can shorten the learning curve, especially if you are fortunate to find someone who has the skills to help you uncover your inner talents and apply them to your growth.

As I sign off this eBook... know this ----when you express who you are inside with confidence, vigor and belief, you'll naturally attract those with whom you will do your most significant work.

If you've enjoyed the Five Pillars of Success, and you understand the power of having the right support, now is the right time to take action. Coaching is one of the most remarkable ways to not only get positive reinforcement, ideas, and accountability, but it's a great way to stay motivated when life presents growth opportunities. This is why there are many reason people choose to get a coach and why there is huge demand for business and life coaching.

To help you get to the next step, I invite you to schedule a Breakthrough coaching session for \$77, which is 60% off the regular price of \$250. During our time together, we can map out a path for you to accomplish something you may have only dreamed of, or if you are working on a goal and feel stuck, I am masterful at helping people get unstuck and moving quickly into inspired action.

Click here to book your 60-minute Breakthrough Introductory session:

[Manifesting Breakthrough Session](#)

I appreciate you joining me on this journey. I look forward to supporting you in fulfilling your life in all ways with joy, passion, boundless optimism and energy.

Much success,



HigherTrueSelf.com



Stepping into your Highest Potential

There is a reason why people sign up for long-term mentoring programs. Their primary motive is looking for transformation from where they presently are to where they deeply desire to go.

It is imperative to me that I tell you the truth. While this eBook has insights and valuable exercises, it is not a complete solution, nor is it a one-off breakthrough coaching session with me. Humans are complex beings, and as such, the things holding us back are not on the surface. As such, it takes time to get to the core, inhibiting blocker(s).

Knowing that transformation takes time, we deliver the Highest Potential Program over an entire year. This allows enough personal time with each participant to inspire them to:

- Trust themselves again.
- Build their self-esteem.
- Develop their intuition.
- Step into their authenticity.
- Develop confidence in their leadership ability.
- Uncover the critical area of their life and resolve it, which causes all the other log jams in their life to fall away. They can accomplish more in the crucial areas of their life.

The Highest Potential Program helps you develop the Five Pillars of Success and more. You'll learn about the pillars, your unconscious "blockers" and the invisible blockers that are holding you back from reaching your potential.

When you take control of the direction of your life, you will not be disappointed.



INFORMATION ABOUT OUR CURRENT OFFERINGS

**Breaking through Barriers;
Increase your Income**

**Highest Potential Program
a Year-Long Transformation**

HighestPotentialProgram.com

Highest Potential Private Mentoring Program

Email for application: Aryana@highertrueself.com