

# Are you Heading in the Right Direction?



**2012 Collection of Monthly Musings  
to Help Steer your Course**

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## 1. Getting More with Less

As the calendar page flips over to February, I'm safely assuming folks you've already mapped out where it is you are headed this year in terms of dreams, goals, aspirations etc (if you haven't, get cracking, as each new day heralds a new beginning), so what I'd like to focus on this month is helping you get more of what you want with less.

To do so, please welcome to centre stage, the *80/20 Principle!* Yes, thanks to Italian economist Vilfredo Pareto some 100+ years ago, this universal principle has become a bit of a household name and simply put, states that roughly 80% of what we achieve stems from 20% (or fewer) of causes. Turned around it suggests that 20% of our activities generates 80% of our results. That's one heck of a statement, so if you've just read it on auto pilot, do yourself a favour and read it again!

The funny thing is that whilst we inherently know this and accept it as fact, chances are that only 20% of us are going to act on it whilst the remaining 80% are likely to say 'sounds like a plan' only to turn off the lights and go back to sleep! Fear not however if you fall into the latter group as recent findings in neuroscience are telling us that what lies encased in the skull has levels of plasticity and flexibility to beat the band! So, all is not lost. We *can* change.

February, believe it or not is the month of Purification, so it's the perfect month to start purifying, distilling and making 'moonshine' of your activities so that you can generate results that will literally knock your socks off.

To kick start the process in a counterintuitive fashion, take your 'To do' lists and turn them into 'Not to do' lists. So, choose the top 10 items from your list, scrutinize them carefully and ask yourself this question: *"Which one activity is my most valuable type of activity that will give me a much better result for much less energy and will contribute the greatest value to myself and to my company?"*

Now go back and look at the remaining 9 items and ask the same question again (Brian Tracy calls this the Law of 3 but for Vilfredo's sake, let's call it the Law of 2...unless you want to go a third time 😊). A good way to determine your #1 activity is to ask yourself which one you procrastinate on most, which I'm sure will be easy to spot.

What you are left with are 2 activities that will account for 80% of the value you create in your life, which ultimately will determine your future. How cool is that? Just remember though, that if you don't act on them (in order of priority), chances are that you'll get caught up with the remaining 8, chasing your tail, getting more of what you've already got (20% results)...aaah, checking emails....it's a killer!

Writing this article has taken top priority on my list today (it's a Sunday) and I'm already feeling great knowing that it's almost done and that I haven't procrastinated. Now, do I become a lounge lizard with my book, clean the oven, check the PH level of the water filter or plan next week's schedule (the list is endless and I won't bore you with it!)? Yes, you guessed...a bit of planning is in store so that I can add value to myself and my business and here's hoping I've created value for you guys with this article. As for cleaning the oven...way too much energy!

So, to sum up, slow down, stop worrying, think about what really matters most, put some blinkers on, focus and go for it!

## 2. Become your own CEO

Here's hoping that since we last caught up you've been saying NO more often and focusing on your most valuable activities, giving you much better results for much less energy.

"Energy" I hear you say. "I've got my 80/20 list sussed but I seem to be running on half empty". If this sounds like a few of you out there, which I'm half suspecting it is, let's look at some ways to help you perform better and more sustainably this month with a view to becoming your own CEO...Chief Energy Officer. Are up for it? Good. Then let's go!

In a nutshell, what we all seem to recognize is that the demands in our lives these days have evolved at a rate of knots and our capacity to meet them has been more than stretched. Technology has us by the throat in more ways than one, opening us up to more information, more connections....Facebook, Twitter, LinkedIn, YouTube, YouNamelit....but essentially leaving us short-changed in the value department, as the splitting of our attention doesn't allow us to really *fully* invest in anything. Long story short....as energy spending human 'doings', we run out of juice then crash and burn. What's interesting about this is that we keep doing an Albert E...same old same old, getting same old same old. When will we ever learn?

If we want to repair the broken record, move to a new groove and function at our best, all we have to do is think about Australia's slogan for long distance driving: *Stop, Revive, Survive*. Try crossing the Nullarbor Plain on one tank of petrol and no shuteye. You'll grind to a crushing halt!

### So here's the deal:

- Remember that we breathe *in* and *out*, our heart and brain waves alternate from *high* to *low* frequencies, our muscles *contract* and *relax*. We're meant to move between *expending* and *renewing* energy (the bodybuilders out there will understand the importance of managing work/rest ratios to build muscle), yet most of us mistakenly believe that if we keep expending, we'll keep producing.

WRONG! For optimum performance we need to *apply intense pressure* and then *rest!*

- Do what the high performers do. Understand the importance of single-tasking and follow the *ultradian rhythms* of your body, the natural bodily rhythms of arousal and fatigue occurring within the 24hr sleep-waking cycle. So, set a timer, turn off your email alerts, put the phones on silent, close the door, baton down the hatches and go for your single most important activity in bursts of no more than 90 minute cycles. Follow up with rest and renewal. Disengaging takes practice! If your activity is mental, switch to something physical or emotional. Try a few sun salutations, walk around the block, stare into space, listen to music or have a cat nap.

-Yes, a cat nap. It's been well documented that the body wants to sleep twice in 24hrs. Apart from the long stint at night, it starts screaming for some down time roughly between the hours of 1-3pm. So if you can influence your boss, do as they do in the Med and have a siesta for no more than 30mins. What a way to supercharge your afternoons!

- As for the Big Sleep, 97.5% of us require 7-8hrs a night to be fully rested. Is your Zzzzz account in the red or in the black? Less sleep = less cognitive capacity. Note that if you're in the red, you'll likely read this and be in denial 😊.

So to put this topic to bed, remember that it's not the number of hours you invest that produces the results. It's the energy you bring to your work.

Today, think High, think Low, go for 90! Meow 😊

### 3. My Kitchen Rules

Watching the final of My Kitchen Rules the other night in which the contestants unsuccessfully tried to temper white chocolate made me realize how important it is to have the right formula, the right ingredients in the right order and of course the right attitude when it comes to achieving successful outcomes.

So, as I wondered what to focus on for this month's article, my son helped give me a clue by writing the formula for Pi on a tissue whilst munching on his muesli this morning (as you do), which joined the 'formula' dots (MKR + Pi on tissue = Eureka moment!) and instantly brought to mind an audio by John Maxwell (leadership expert) that I listened to some time back in which he quoted W. Clement Stone's formula for outcomes.

As such, I'd like to share it with you as it's exquisite in its simplicity: **E + R = O**. Expanded, it reads: **Event + Response = Outcome**.

Here's what I'd like you to do....have a look at the outcomes you are currently getting and if you don't like them, know that you have 2 choices:

1. Blame the 'E' for the bad 'O'
2. Change your 'R' to the 'E' till you get the 'O' you desire

Blamers point fingers at the economy, the weather, the staff, the system, the lack of support, the man in the moon etc, whereas leaders take it upon themselves to *define the reality*. If it's a tough market, *'it is what it is'*. Tough times separate the winners from the whiners (don't you love it!), the wheat from the chaff and inspire creativity, greatness and growth. Events do exist but if they were the only deciding factor, nobody would be successful.

If you've gone for option 2, which I'm sure you have (remember that it will take practice to get away from the blaming game), you might like to consider

changing your:

- 🌐 Thinking
- 🌐 Communication
- 🌐 The Pictures you hold in your Head
- 🌐 Behaviour

Most of us are run by habits, stuck in conditioned responses operating outside our conscious awareness and control, so, changing the 'R' will require regaining control of the runaway freight train of thoughts, images, daydreams etc.

Know that if you consciously mentally rehearse/visualize your desired outcome/ideal self (the pictures you hold in your head) on a daily basis, you will change the neurology of your brain and crack the conditioned mould (just finished reading Joe Dispenza's Evolve your Brain, which is all about...yes you guessed...evolving your brain...cracking the mould etc...a good read). This takes effort, discipline and the right attitude. There's no quick fix solution (damn I hear you say!).

Moving along, here's how to get the most out of option 2. Ask yourself:

1. What is the reality?
2. What are my response options (List all of them and go with the best one).
3. What thoughts are required for my best response option?
4. What words are required?
5. What actions are required?

Try to manage your best response thoughts, words and actions on a daily basis. Know that this won't come naturally and will require that word we all love....WORK....but the payoff will be well worth it.

While you are at it, make sure you share this formula with your nearest and dearest. W. C. Stone will love you for it...he lived to 100...must be something in it!

#### **4. The River of Money**

You know it just dawned on me the other day that this is my 12<sup>th</sup> newsletter, and as such I'm celebrating my first year of giving birth to ideas for articles that get delivered to your virtual door on the 1st of every month.

The 1<sup>st</sup> of the month always seems to sneak up on me very quickly but luckily it whispers me a reminder a few days in advance to prompt me into cerebral action, and I'm always fascinated to notice what shows up. Interestingly enough ideas usually show up in the shower and this month was no different.

As I stood under the shower head the other day (for way too long I might add, not walking the talk for our 15yr old son with similar habits), enjoying the flow of warm water on a chilly morning, I thought not only of how *unwater-wise* I was being but of the money that was pouring down the drain...our recent bill for water usage was ridiculously high, which I can only attribute to trying to impress the recently departed rellies (the tango dancers from last month's issue) with lush, green vegetation. The joke is that they never even noticed the garden. Lesson learnt. Never again!

I digress however. Back to the shower. Thoughts of *water flowing* and *money* created an instant synapse, reminding me that I had passed on a nifty little book called *The River of Money* to our son Ryan to read for comment as I'd figured he'd love it and love it he did. So I thought I'd share it with you.

Written by "Magnificent Margot" (checkout [www.theriverofmoney.com](http://www.theriverofmoney.com) for details as to the origin of that magnificent name) and based on a true story of one person's journey to find the river of money, it's a meaningful read with superb illustrations for young readers and adults alike.

Without giving too much of the story away, let me share with you the 2 minute review said son gave me before he rushed out the door to school this morning (too long in the shower methinks ☺).

The conversation went like this...C: What did you think of the book? R: It was very good. C: What did you like about it? R: I liked the way it was written. C: What else? R: The illustrations were great. C: What's the main message/the main thing you got out of reading it? R: Don't go with the crowd who say it won't work, who say it's unfeasible....follow your dreams (his exact words).

So what's the connection? Well, the River of Money has come at a time when he's looking at pathways for his future (heading for Year 11 next year), at a time when he's noticing his likes, passions, uniqueness and talents and starting to paint possible visions for his future.

The book serves as a reminder that whether you are a teenager or an adult with the teenager still inside, you can dare to dream and think big as you contemplate your life purpose setting hairy, audacious goals along the way.

It's also a reminder for us parents to keep our conditioned selves with preconceived ideas and beliefs about what constitutes success for our kids out of the way...the old 'go to school, get good grades and get a good job' kind of lines that don't always work.

As I said, The River of Money is a great read in a 'Who Moved My Cheese' kind of way (for those of you who know the book), so see if you can get your hands on a copy.

I'll leave off with a favourite quote from Napoleon Hill to seal this month's deal:

*"Cherish your visions and your dreams as they are the children of your soul; the blueprints of your ultimate achievements."*

Here's to shorter showers and being more water-wise.

## 5. It Takes 2 to Tango

We've just said goodbye to overseas visitors having hosted them for 4 weeks and as such it's been a busy, delightful and insightful time. Now I know most people would say I've gone soft in the head given the much bandied expression that visitors are like fish....they go off after 3 days (and no, I didn't go around for a month with a peg on my nose), but I can honestly say that we all came out the other side of 4 weeks none the worse for wear. So what made the difference?

In a word I'd say *readiness* and not just in the physical sense (though the house did get a good lick and the garden a much needed spruce up before their arrival, which in itself is a great thing!) but more in the *mental* sense.

Visiting from Punta Arenas in Chile, one of the southernmost towns on the planet and a stone's throw from Tierra del Fuego (which when translated into English spells *freezing*), not only were we facing the usual suspects that come with long-staying guests but also cultural differences and language barriers to boot.

They're used to having large volumes of people/parties/commotion in their house (probably as a result of being housebound for 8 months of the year); we're not! They go to bed late; we go to bed early. They dance tango in the kitchen after dinner; we leave it to the sweeping brush. We drink coffee; they drink tea. They're partial to a light Merlot; we like a heavy Cab Sav and the list goes on...get the drift?

So...back to mental readiness...being more than a bit partial to behavioural profiling (checkout [www.carolinecrosbie.com.au](http://www.carolinecrosbie.com.au) if you're in the dark here) and hubbie and son well versed in it, we took the time beforehand to chat about their personalities in terms of what was likely to make them tick and what was likely to tick them off and all 3 of us made a pact there and then to stretch, be flexible, get uncomfortable and *be to them what they needed* (in terms of their individual style) and the results paid off!

Rapport and trust were instantly built and communication opened up (keep in mind that 55% of communication is non-verbal and boy have my charades skills gone up a notch!). The upshot of all this is that they quickly tuned in to what our needs were and before long both parties were doing tango in the kitchen both physically and metaphorically.

So, what can you take from all this? Well, whether you are a parent, a friend, a boss or an employee, learn to get yourself out of the way when communicating with others. Be prepared! Learn to read them, find out what makes them tick and be to them what they need (the Platinum Rule).

When recently interviewed for West Weekend's 100 most influential people leading WA, Barry Felstead, CEO of Burswood Casino, attributed *communication* to his success in creating the largest single-site employer in WA "*You have to be a good communicator. I get on well with people and I like people. Every day I go on the floor and talk to staff, talk to customers. I don't lock myself in my office.*" Pardon the pun here but I'd take a gamble on his words of wisdom :)

So, if you want to be successful in your job, in your relationship or in your ability to host overseas visitors with little English for 4 weeks from the end of the earth, you've got to *learn to like people*. The verb is to 'learn'. Practise the 'steps' in your head and you'll be 'dancing tango' in no time!

## 6. Which Q?

IQ, EQ or HQ...take your pick. Well given that I spent 2 years as a clinical psychologist in the 80's in what feels like another life on another planet 'WISC-R bashing' kids as I later referred to it (assessing their IQ with the Wechsler intelligence scale and a battery of other tests), I'll happily sidestep IQ and move onto the next quotient in the line up, because when it comes to success, Emotional Intelligence (EQ) weighs heavily in the equation (We'll look at HQ next month and no, I'm not referring to Headquarters but to Happiness, which is a headquarter job!)

Did you know that success is far more relational than it is intellectual and that *IQ is usually less important in determining how successful you'll become than EQ* (that's comforting news says I!).

It's no surprise therefore that research shows emotional intelligence contributing big-time to the bottom line of any organization. Competency research on over 200 organizations worldwide suggests that success at work is 1/3 technical and cognitive ability and 2/3 emotional competence. In top leadership positions, it's 4/5 emotional competence! So listen up if you are a leader...and knowing that we all are leaders...since leadership comes from within, ask yourself how *you* measure up.

Let me back up a minute however and not assume that everyone knows what EQ means...many of you out there probably have high EQ's and are not aware of it 😊. Emotional Intelligence, according to Dr Jean Greaves (author of How to improve your EQ to ensure greater success in the marketplace and at home) "is a person's ability to understand their emotions as they happen and to manage them productively, in addition to maneuvering through social situations that get complicated or challenging."

Sound easy? Maybe yes, but in reality no, as it's not the kind of stuff we're taught how master in school. The 3 R's, Reading, Riting and Rithmetic (told you my IQ was average) still take precedence. Apparently only 36% of us are able to identify our emotions when they happen.

So in the kernel of a nutshell, to raise the bar on our EQ, here's what we need increase:

- Self-awareness – how am I feeling moment to moment?
- Self-management - what do I choose to do with what I've become aware of?
- Social-awareness – what's happening with the person I'm interacting with?
- Relationship management – How can I be open in my relationship, build rapport and build repair?

Bound up in this 4-piece mix is our ability to control our impulses; to delay gratification (we are so living in Freddie Mercury's 'I want it all and I want it now' mode; to be assertive (able to speak up without being aggressive); to be optimistic (see the glass half full...more on this next month); and to have an appropriate level of self-regard (learn to play to our strengths and downplay weaknesses).

So, lots of so-called 'soft, squishy, touchy feely' skills to get your head/heart around if you want to increase innovation, collaboration and productivity! It's a hard fact ☺

Is it worth it? Yes, most definitely. When the US air force decided to recruit on EQ and not IQ, they noted a 3-fold success increase by those hired and an instant gain of \$3 million annually. Sales agents at L'Oreal with high EQ's sold \$91,370 more than their lower EQ counterparts, creating a net revenue increase of \$2.5billion.

The evidence is there....if you want to fly to headier heights or create that extra sheen in your life, invest in your EQ! It will pay great dividends.

Till we open the lid on HQ next month, here are 3 things to consider: create safety for others (know that it's OK to disagree); learn to enlarge them (be caring when you give feedback) and listen a bit more...show a bit more compassion.

Remember, we are EB's (Emotional Beings 😊)

Don't you just love acronyms...Not!

## 7. Isn't Life Interesting?

I know I said to you that we'd give HQ (Happiness Quotient) a look in this time round, but first let me share with you the fact that I'm hitting the big Five O soon...actually I'll have hit it by the time this hits your inbox...or should I say "I'll have warmly embraced it."

My perpetual flip calendar by the renowned Christiane Northrup M.D. struck a chord with me this morning when I read *"At midlife you have to fuel your body from your Source Energy – your connection with the Divine. You no longer have the wiggle room to abuse yourself the way you did in your 20's. At this point, either you start to enter the springtime of the second half of your life or you begin to deteriorate. The choice is yours"*

Wow! No wiggle room (even though I'm well over the Wiggles!)? Hmm...food for thought.

20 years ago, the words *Source Energy* and *the Divine* wouldn't have resonated with me at all. In fact it wasn't until I was about to turn 40 that I started to question the meaning of life and its inevitable counterpart. At the time, I had a tumultuous dream about an earthquake, which my friend Wendy interpreted as representing spiritual upheaval, inner change and growth. That was 10 years ago.

Last night I awoke from a dream at 5am feeling a tad unnerved as a whole bunch of molars had effortlessly fallen out of my mouth. My dream book tells me that I'm going through some form of transition....from maturity to old age...and helplessness. I kid you not!!! That's what it says! I think I'll stick with the maturity bit and take the rest with a pinch of salt. Such a creature of denial!

So, where am I going with all this and where is the link to HQ? Bear with me...it's coming and it has to do with a book I've just finished reading....but let me first take you back to my 1st year university days when I majored in philosophy (goodness knows why...I think it looked easier than the other subjects). In those heady days I reckon I was unconscious. The only source of divine energy I was aware of came from the campus bar in the form of black liquid beginning with the letter G! So, can you imagine how I felt when I had to get stuck into the likes of studying Socrates, Plato and India's best known text, The Bhagavad Ghita? What a joke...what a blur!

Some 32 years later, I've just turned the last page of *Gandhi The Man* by Eknath Easwaran. What a read! What an inspiration! What an insight into Gandhi's life! And guess what scripture Gandhi used as a manual for daily living? Yes, you guessed correctly....The Bhagavad Ghita...and guess what book I'm itching to go out and buy again (goodness only knows where my original copy ended up).

It's all about the war within and the struggle for self-mastery that we must all wage. It's a manual on living and dying, working and loving, and according to Easwaran 'is as relevant to readers today as it was at the dawn of Indian history.'

So, let me leave off with a passage from the Ghita and hope that you take away some insights into creating your own HQ:

*They live in wisdom who see themselves in all and all in them, whose love for the Lord of Love has consumed every selfish desire and sense of craving tormenting the heart. Not agitated by grief or hankering after pleasure, they live free from lust and fear and anger. Fettered no more by selfish attachments, they are not elated by good fortune nor depressed by bad. Such are the seers.*

For old time's sake, I think I just might have to go back and remind myself what that sublime black liquid tastes like...to be sure to be sure 😊

Here's to wiggling in wisdom!

## 8. Anyone for a Cocktail?

We were talking cocktails in our house the other day, given that our son, a new kid on the school block, has paired up with a guy called Bailey. With a surname like Martinez, it's no surprise that 'Bailey's' and 'Martini' have banded together to form a potent mix! Throw in a French movie we watched the other night set on the Côte d'Azur with a bartender whipping up a cocktail storm, it's no surprise that my filters for cocktails this month are up!

So, with this in mind (and keeping with the *happiness* theme of the last 2 newsletters), I thought I'd serve you up a deliciously potent cocktail, which if consumed daily (either shaken or stirred) will reduce your risk of mortality by 35% and produce enormous benefits both to yourself and others. Sound like a winner? You betcha! What's more, it's one that will beat the Booze Bus every time!

Its inspiration comes from Deepak Chopra, a global leader in the field of mind-body medicine, and it reflects his take on happiness and fulfillment. With 4 essential ingredients (organic of course and of the highest quality), combined in equal measures, it will doubtless knock your socks off. Here's what they are:

-  Material Abundance (1 shot overflowing)
-  Love & Relationships (ditto)
-  Health & Wellbeing (as above)
-  Spirituality/Higher Consciousness (need I say anymore?)

If you're wondering how these particular ingredients are going to leave you barefoot, just take it from Chopra that if you master success in these 4 areas, happiness and fulfillment are yours for the taking!

A lot to swallow in one gulp I know, so how about we take it in slow sips and start by being grateful for the fact that *all* of the above ingredients are at our fingertips (given that you are reading this on an electronic device suggests that you are not living in a 3<sup>rd</sup> world country, hence ingredient #1 is not an issue)?

Just make sure you have at your disposal a *crystal clear* cocktail glass (metaphor for positive intention) in which to hold the heady potion, and garnish with an olive or lemon twist.

For now (we'll delve into it in more detail in a later issue), all I'm suggesting is that you focus on your ability to materialize *worthy goals* (note emphasis on the word *worthy*), focus on your ability to have *love and compassion*, focus on your ability to enjoy *health and wellbeing* and finally, think about accessing *higher consciousness*, getting in touch with your intuition, your creativity...the soul of your being.

Just try it for size and see what it looks like, sounds like and feels like...small sips remember? I'm not asking you to drill down on anything right now; just hold those ingredients in your awareness and let them percolate, like a good pot of coffee.

Yes, they're top shelf ingredients and this is all about knowing how to acquire them, but if you take it from the experts and the research they've produced, by drinking this potent potion, you'll soon start doing drugs, drugs of the naturally occurring euphoric/happy opiates kind, that will increase your self-esteem, optimize the functioning of your immune system and keep illness away. Now that's one kind of drug I'd say yes to!

Next time round we'll expand on the ingredients some more and look at 3 things Deepak Chopra does on a daily basis to keep his happiness cup overflowing. He's in pretty good holistic shape, so no harm taking a leaf from his worthy book!

Meanwhile, if you come up with any good names for the cocktail, drop me a line...

Till then

Sláinte (aka bottoms up, cheers, campai, salud etc)

## 9. Ready, Set, Goal!

So, did you get punch drunk on happiness after last month's cocktail edition? Chances are you didn't because all I asked you to do was to *focus* on how you might materialize **worthy goals, love and compassion, health and wellbeing** and accessing **higher consciousness** (the 4 essential ingredients).

This month, we'll take it a sip...I mean a step further because as you well know, the best plan in the world isn't worth diddly squat unless you attach it to an 'action' detonator and light the fuse!



You know I can't help being reminded of all the Looney Tunes characters that I watched igniting themselves and others when I was a kid and because I know that some of you out there are visual, I thought I'd throw in an image this month to help seal the deal. That rocket is pointing in the direction of a target (goal), so do yourself a favour and strike a Wile E. Coyote pose (alias The Coyote) but with a smile on your dial of course 😊

First up though, it's important to make sure your 'rockets' are pointing in the right direction, so to help work out the co-ordinates, let's check in with Deepak Chopra. Last month I promised we'd have a look at the 3 things he does on a daily basis to keep his happiness cup overflowing, so here goes...

### 1. He maintains good health...here's what this amounts to:

- Good sleep
- Daily Exercise
- Yoga
- Meditation

2. Next up, he asks this question.... **“Who can I make happy today?”**

He does this by:

- Paying attention to them
- Showing them affection
- Showing them appreciation

3. He acknowledges that as humans we are goal oriented and derive meaning from the fulfillment of goals and as such he **sets worthy goals** he needs to accomplish and in the process:

- Makes choices on a daily basis that will bring about the fulfillment of those goals e.g. writing reports, attending meetings etc

As a rule, goals start off being selfish (nature of the beast) and then move out to touch friends and family, out a notch more to serve the community until they ripple outwards to make a global impact.



or you’ve transcended to focus on wider ranging goals, the process is still the same. You need to set the intention (straddle the rocket, define your outcomes (point it in the right direction) and ignite the fuse (take action). You may need to re-jig your co-ordinates if your explosion doesn’t hit the mark and judging by my memory of those Looney Tunes cartoons, invariably they didn’t 😊. The trick is to be persistent.

So, here’s your challenge for this month...choose 3 ‘happy goals’ that you intend to fulfill, write them down, share them with an accountability buddy and go seek and conquer (not destroy 😊).

Till next month, let me give you something to chew on... a happiness formula that social scientists have conjured up: **H = S + C + V**....see if you can nut it out!

For now... that’s all Folks!

## 10. How's Life Treating You?

'I hope life's treating you well'. Isn't this an interesting expression that we commonly pepper our conversations with? Well I certainly thought so when I read it in an email the other day and actually thought about it for the first time. To me it suggests a relationship with this force called life that is separate from us and which we have little control over. Wouldn't it be funny if we flipped things the other way round and said 'I hope you're treating life well'? A little bit in your face don't you think when we're so used to shirking responsibility?

Time to get in your face methinks because this force called life is a mighty mirror for the life force within and how it's treating you is an exact reflection of how you are treating it.

Know that you have absolute creative control over your own life experience and if you're not always getting what you want, it doesn't suggest that you've been listening to the Rolling Stones too much but that as a vibrational being living in a vibrational world (that smacks of Madonna....my goodness, I'm on a musical roll here!), you've forgotten that you are subject to the universal Law of Attraction.

Yes, I know the subject has been bandied about much of late and there's a sense that people are just about over hearing about it, but I'd like to let you in on a little secret about 'The Secret'...it's a universal law and as such it's here to stay.

So let me remind you in a 101 fashion how it works, especially if you're one of those people who say "tried it and it doesn't work" and know that it's always working, whether you like it or not.

**Step 1** = *Decide what it is you desire* and put that thought out there to the Universe, remembering that your thoughts vibrate and radiate signals which attract matching signals back.

**Step 2** = *Put your feet up*. This is the easy bit because this is the Universe at work giving you exactly what you want. If you're not sure how, read step 1 again.

**Step 3** = *Get ready to receive* what the Universe has given you. Boy o boy, is this the tricky bit, the one that stumps most people, and let me quote good old Napoleon Hill from *Think and Grow Rich* to illustrate the point: “There is a difference between WISHING for a thing and being READY to receive it. No one is *ready* for a thing until he *believes* he can acquire it.”

To receive what you desire, you have to bring yourself into full vibrational harmony with it. In other words, you need a crystal clear connection between your desire and how you think and feel about it, with absolutely no static on the line! You need to set your radio tuner to match the broadcasting station of your desire to receive the signal.

The truth is that most people don't because they end up thinking about what they don't have, which is on a different frequency, so there's a mismatch.

The good news is that we have an inbuilt GPS system which indicates our level of allowing or resisting, and if we dare to use it, we can better hone our skills of consciously creating anything we desire. Let's rename that GPS our EGS (Emotional Guidance Scale), which ranges from feelings of being in the depths of despair and powerlessness to heady heights of love, appreciation and joy. Yes, we are always moving up and down this scale but the trick is to be up there with your desire if you want to bring it to fruition.

By way of example, let's give the vibration of your desire a numerical value and say that it's a 10. If how you feel in relation to receiving your desire is a 3 (remembering that it too is a vibration), the deal is off! Your goal is to get your feeling up to a 10 to match the feeling of your desire and bingo, you've hit the jackpot!

I have a nifty tool in my toolkit to help you get up that EGS with greater ease. So, next month I'm going to give it to you as a pre-Christmas gift in the form of an e-book that you can put in people's stockings and pay it forward.

So until then, pay careful attention to your thoughts because they are your point of attraction.