

INTENTIONAL TRANSFORMATION



# How to Reinvent Midlife *Dreams*



The science of attracting  
passion, purpose and a plan  
for the rest of your life

**Kevin Huhn**

FOREWORD BY: **DAN LOK** Millionaire Mentor

## **How to Reinvent Midlife Dreams**

The science of attracting passion, purpose  
and a plan for the rest of your life

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In his new book *How to Reinvent Midlife Dreams*, Kevin Huhn shines a light on the possibilities that still exist for all of us regardless of age. This is not just a feel good book; it actually gives you practical advice and a process. Kevin, thank you for giving us all hope.

- **Joe Nunziata**, Spiritual Life and Business Coach, bestselling author of *Karma Buster* and *Spiritual Selling*

Realizing one's dream seems more evasive than ever... especially for those who are in their 30's, 40's and 50's. In his breakthrough book, *How to Reinvent Midlife Dreams*, Kevin Huhn identifies the eight elements anyone can leverage to MASSIVELY reinvent their life. If you're stuck, lost or simply looking for a powerful tool to help you become the person you were meant to be, read this book now!

- **Steve Olsher**, New York Times bestselling author of *What Is Your WHAT? Discover The ONE Amazing Thing You Were Born to Do*

Kevin's message is genuine, inspiring and authentic. I found his energy, passion and enthusiasm contagious and I could relate to the real-life examples of how to attain your dreams with this book. Kevin's belief in his own dreams has helped me to believe and realize my own.

- **Jackie Dowell-Irvine**, Yukon's Fine Artist

Kevin Huhn helps people get focused, get a vision, and get inspired to take the necessary steps to realize dreams. I have come across many great people in my life and Kevin is one who is a true breath of fresh air when it comes to following their passion and helping others along the way. *How to Reinvent Midlife Dreams* is the long awaited solution for people needing direction at a critical stage in their life."

- **Andy Hill**, Best Selling Author of *Be Quick—But Don't Hurry*

*How to Reinvent Midlife Dreams* delivers great advice and structural ideas for activating purposeful life-change... a good read for old hockey players and young boomers!

- **Ryan Walter**, 17 Year NHL Player & Coach, Leadership/Performance Development Expert - [www.RyanWalter.com](http://www.RyanWalter.com)



# **How to Reinvent Midlife Dreams**

The science of attracting passion, purpose  
and a plan for the rest of your life

**Kevin Huhn**

HOPES, WISHES and DREAMS  
2017

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## Acknowledgements

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Normally you pick up a book, flip to this section, and find the author has given thanks to someone else and not to you, right?

Not this time!

This one's for you!

It is with sincere appreciation and gratitude that I say,  
THANK YOU...

For being interested in making your life better, which makes the world a better place

and

for taking time from your schedule and let me share what I have discovered on my journey to help you on yours.

With that said, it's your turn to Reinvent Midlife Dreams!



## Foreword

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What does it take to be great? We have all seen greatness. Your favorite sports team winning the game when the odds were against them and they've been down the entire game is a united effort in greatness. There's individual greatness, like when a surgeon resuscitates a patient that has flat lined or when a fireman runs into a burning building to save a child.

Is greatness inherent? Are you born with it or can it be taught?

There are essentially 8 elements to greatness. The 8 elements that are explored in this book are: 1) Beliefs, 2) The Mind's Eye, 3) Intuition, 4) Decision Making, 5) Relating, 6) Giving, 7) Laughter and 8) Learning. Through these 8 steps, Kevin Huhn shows you how to realize your dreams and obtain what you want out of life.

This is not your typical self-help book where you make a miraculous change by the end of it. Much like those late night infomercials that claim instant riches, those books that promote instant change with little to no effort are not to be trusted. In *How to Reinvent Midlife Dreams - The science of attracting passion, purpose and a plan for the rest of your life*, you will be asked to take action on what you read. In the end, you will experience results. In a book that covers a vast and interactive subject matter, I recommend that you grab a pen and keep a highlighter handy.

This book was written in such a way that anyone, no matter their age, race, culture, or social class, will be able to follow it. In it, Kevin breaks down the 8 essential elements. In the first chapter, Kevin discusses an interesting framework on the way one should see life. This framework is the attitude you should have when determining your expected outcome in life. The outcome is what this book will help you achieve. You can choose to feel that life is predetermined or you

get to design your life. The framework in this book supports the latter.

On the cover, there is a picture of a butterfly. This butterfly will be a reflection of you. A butterfly does not start out with wings and beautiful colors. It starts out as a caterpillar, moving through life slowly. The caterpillar eats twigs and leaves, then finds a tree to make a cocoon. During this process the caterpillar digests itself. In a few weeks, the transition is complete.

*How to Reinvent Midlife Dreams - The science of attracting passion, purpose and a plan for the rest of your life* will act as your twigs and leaves. It will help in your transition process, and much like the caterpillar, you will digest a part of yourself in order to become the person you were meant to be. In the end, you will become a beautiful butterfly!

Dan Lok  
Millionaire Mentor & Serial Entrepreneur  
[www.DanLok.com](http://www.DanLok.com)

# Introduction

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Hi there!

Are you stuck? Spending day after day wonder what is my life about?

OR

Are you lost? Looking for clarity of what should I do next?

OR

Maybe you have a dream, but don't know where to start? You have a dream inside you that is just yearning to come out and you know there is more for you in life than what you are currently experiencing.

Maybe you dream of being:

- a teacher,
- a chef,
- or a business owner,

Maybe your dream is to be as famous as

- a movie star,
- a rock star,
- or a world class athlete.

Or maybe it is to travel for one full year. Or have a beautifully shaped body with vibrancy and energy. Or find the love of your life.

No matter what it is, I believe you can have, be, or do what you want. I believe you can live a dream, and that you can realize your deepest wish and trust in the tiniest of hopes, no matter what age or stage of life you are in right now.

This book was written to share my story and the lessons I have learned along the way. The most important thing about reinventing midlife dreams is the journey of who you become along the way. We all get caught up at times with "stuff", but in the end, it is not the things that you get that has you feeling fulfilled. It is what is going on inside you.

I truly hope you're as excited as I am to learn how to Reinvent Midlife Dreams and enjoy a life of passion and purpose!

**Kevin V. Huhn**







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## Chapter 1 - Inspiration Comes in Many Sizes

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“Little creatures of the world were given a great gift by mother nature called protective coloring. In which they can blend in with background without being seen. But man was not given this great gift, because man was given an incalculably greater one. Only man has the God-like power to make his surroundings change to fit him... a man’s environment is a merciless mirror of him as a human being.”

*Earl Nightingale*

What do you truly want to go after in life?

Is it a certain amount of money, a level of health, or a type of relationship or career? Is it recognition or to be more giving? Whatever it is, you’ll need to decide *who you need to be* in order to begin to realize it in your life.

For a moment, think of your life as a big event and party. There will be a big crowd, activities, and a schedule of events with an overall outcome. Imagine yourself getting ready, arriving, walking into the event, and circulating through it.

How do you show up?

Are you all dressed up?

Are you in a good mood?

Are you shy and timid, unsure of who to talk to?

Are you excited about meeting new people and reacquainting yourself with people you have not seen in awhile?

What are your intentions for going?

Will you be looking to participate in all events?

Are you going because you feel obligated to go?

Imagine the outcome if you were to go with a shy and guilty mindset. You would probably not mingle well, seclude yourself, not say too much, and wonder when you could duck out without someone noticing.

On the other hand, imagine going to the party expecting to have an amazing time seeing people you knew and anticipating meeting others you don't. Your outcome would be significantly different, wouldn't it?

The sad part for most people is they go through life meek and mild with no real purpose. They show up timid. They are worried about what others think. They live life from the outside-in and not the inside-out. Zig Ziglar said, "If you want to change your outer world, you need to change your inner world first."

If you were to have a re-do and go to the same event knowing what you know now, how would you show up? If you ask most people they would say "Differently. I would be more of myself."

How are you showing up for life now? How do you want to show up?

Let's talk about how to change your inner world to get from where you are to where you want to be.

### **Making *My* Childhood Dream Come True**

In June 2007, I got to live out a childhood dream. Ever since I was little, I used to say that I would go to Australia someday. I would talk with their accent and read up on their country and culture. In school, I read a book called *Walkabout*. I would read up on koalas, Tasmanian devils, and kangaroos. When the movie *Crocodile Dundee* came out, I felt like I was right there in the outback.



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In the summer of 1997, I had a vision that I would be at the 2000 Sydney Summer Olympics watching some of the sporting events. At the time, I had limited knowledge about visualization. I just yearned to be there, but it wasn't meant to be. When the turn of the century came and the global stage of Olympic competition was on, I was just like millions of others, watching it on my television.

However, I was not to be denied my visit to Australia. In 2007, I got the opportunity to do what I love - coaching hockey AND being down under. I was asked to be a part of a team of adults from Canada who would travel from Brisbane to Sydney, Australia to play hockey against other teams. I even got to host some on-ice training clinics for them.

During my stay in Brisbane with the travelling Canadian hockey team, we were hosted and guided by the organizer of the local hockey team. She extended her hospitality and had six players stay at her house. Thomas, her barely 9-year-old son, benefitted from her generosity and was hockey-ized from a bunch of hockey loving Canucks (Canadians).

On our last day in Brisbane, his mom, our new-found friend, set-up ice sessions for me to come in to conduct specialty training. We were given three and a half hours to show skating, puck control, and shooting skills to children aged 10 to 18.

They loved it. They were wonderfully eager players who worked hard, grasping the techniques and tips being shown. My visiting Canadian players and I did one-on-one individual skill development training that allowed the young players to learn and then connect with us.

The youngest group was aged 10-12 years old. Thomas was given special permission to participate because he was determined to show his stuff within that group. After the training, I thanked him and his

mom for allowing me to get involved and provide the teachings of my passion - hockey. As a token of my appreciation, I left a copy of my book *"Hockey-ology, The Ultimate Guide to Fun and Success for Minor Hockey"* to his family. I shared how my dream was to make it to pro hockey, and that it was okay that it hadn't happened yet because hockey allowed me to get to Australia, the one place I had wanted to visit for a long time.

Thomas, sweaty from his workout said, "One day when I grow up, I want to play hockey."

The trip ended, and I came back home to Canada. I was now more knowledgeable about Australia – and fulfilled that I got to live a life's dream.

After a few months of exchanging emails with some of the people we met down under, I received this note from Thomas's mother. She wrote...

*"Thomas had a project in school to do and was adamant that he got an exception to a rule set by the teacher. The teacher had asked all the students to write a project about an "ologist" and then provide an oral report about what they wrote.*

*Thomas said he knew one – it was a Hockey-ologist. The teacher said it did not exist, BUT if he could prove it, she would let him do his report.*

*Thomas, diligent in his way, showed the book "Hockey-ology" to his teacher and said 'he is the one.' The teacher agreed to let him do his report on your book and then present it to the class."*

His mom continues,

*"He got an A. Thomas read the book cover to cover and learned not only about hockey, but about you. He admires you."*



---

WOW! How humbling. By me doing what I loved to do, teaching and helping eager young players become better hockey players—where I thought I was the one inspiring others—it turns out that a young boy ended up inspiring me.

After this email, I took what I did with hockey a lot more seriously. I realized that hockey was not just a game, but a means to live out what I like doing in life, and that is to help people realize their dreams. One way I do that is by coaching. I get to see people go from a place in their life that is unclear to where they are living their dreams.

Shortly after receiving the note about Thomas and my book, my dream of making it to pro hockey came true. I was hired as Director of Business Development for the Central Hockey League in November 2007. After 40 years of hoping, wishing, and dreaming, I finally got to experience something that was merely a thought for most of my life: making it to pro hockey.

Do you have a dream? Are you looking for one? Do you have a dream but are unsure where to start? Or are you stuck and have no idea what it is you want?

I coached hockey because I loved the sport, but up until the day that I met Thomas, it was really all about me making it pro. I quickly learned from Thomas that when you do something you truly are passionate about, it is usually for more than just your own satisfaction. It is like Spiderman was advised: "With great power comes great responsibility." I know you may not want that responsibility. But inspiring others is a by-product of you realizing your dreams while on your journey.

As the old adage goes, we will usually do more for others than we will do for ourselves. So why not be the inspiration for someone else?

Whether you are ready or you are looking for the spark of inspiration, know this - you don't need to see how it will come together for you in the end. You just need to start with the possibility, the glimmer of hope, that something better for you in life awaits. Having this open-mindedness will begin to get you excited about what your dream or mission or purpose could be.

### **It's Your Turn to be Inspired!**

Using the space provided on the next page, or on a separate sheet of paper, (or if you prefer, a sheet of poster size Bristol board because as the words and ideas start to flow, you may need more space to write)

Next, answer this question with the first words that come to you:  
*What are your hopes, wishes and dreams for your life?*

One way you do this is list them one after the other:  
(Below are my answers)

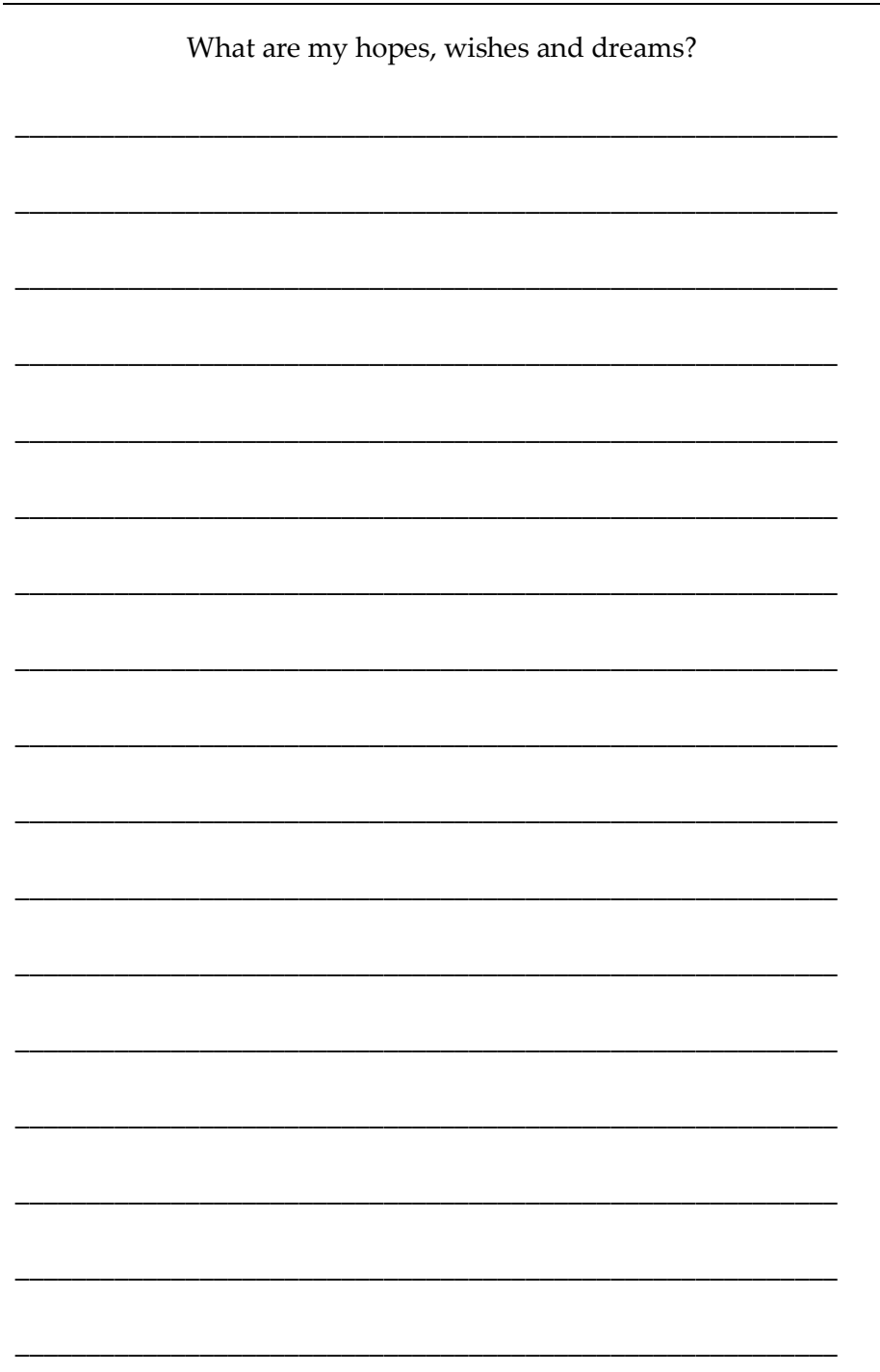
*What are my hopes, wishes and dreams?*

*Professional*

- to write a best-selling book
- to attain a pilot's license
- to be a speaker, trainer & coach

*Personal*

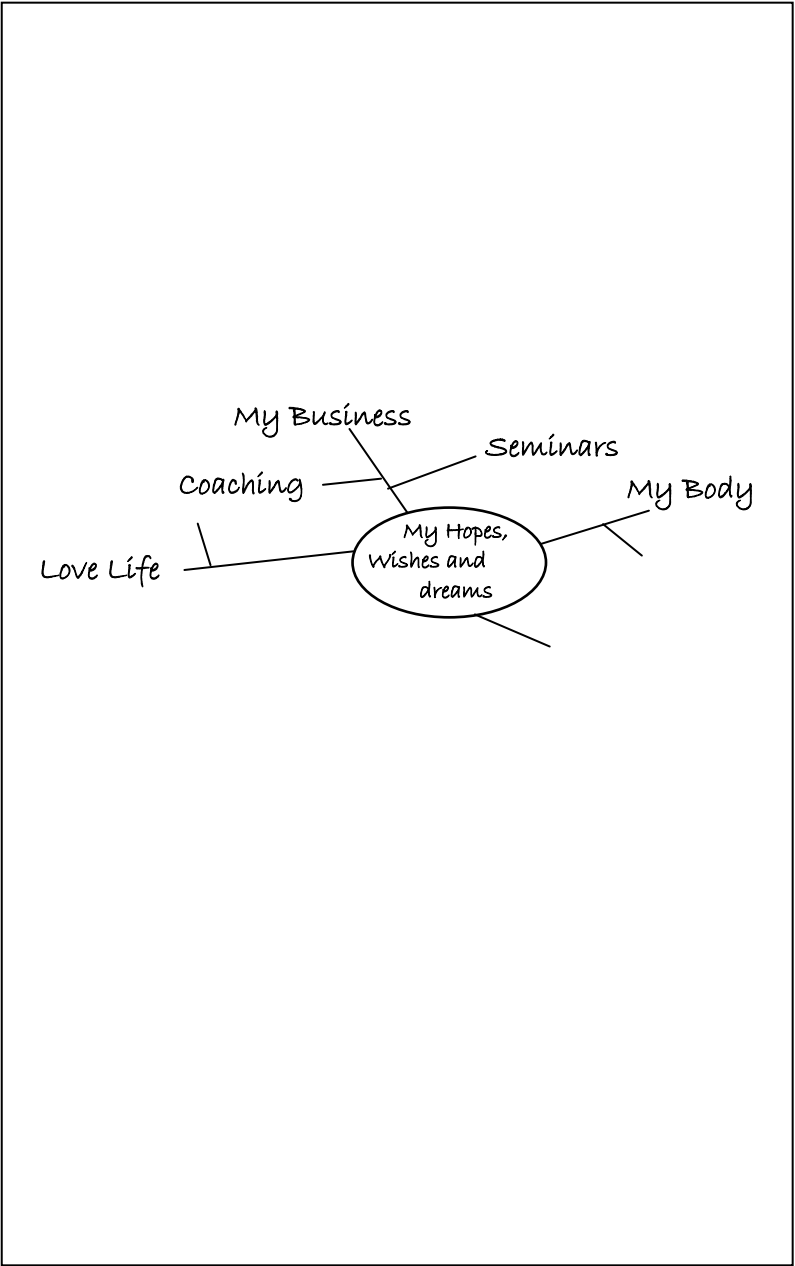
- to take a cruise a year with my wife
- to travel to Italy, France and England to visit family



## How to Reinvent Midlife Dreams

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Another option for you is to do a mind map... start in the middle of the page and extend lines for topics and subtopics like branches.







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Design your mind map here:

## How to Reinvent Midlife Dreams

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Do what works best for you. The most important thing is to start.

Once you have what you want down on paper, begin to have them take shape in your mind. Write some detail about each one.

To help you, answer this question: *What do you need to do to begin to realize these?*

Write your answers below: (Here is an example of my to do's)

**Best Selling Book** *I need to write down the ideas and details for my book. I want to do research on artists who can do a book cover. I need to research how to publish a book.*

**Pilot's license** *I want to look into the details of what it takes to get my pilot's license at the local airport. etc.*

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Your Dream \_\_\_\_\_  
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*Your Dream* \_\_\_\_\_

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*Your Dream* \_\_\_\_\_

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Now, close your eyes and see what it will be like to realize each of the things that you've written. Use your imagination. If you want some music in the background, go for it. You now are beginning to use your physical body.

When you begin to get the feeling of this, answer this question: *What does it feel like now that you've realized your dreams?*

This visualization exercise is the beginning. By doing this you begin to spark your inspiration into a stronger flame. As it grows and gets larger in your thoughts and emotions, ask yourself, "What if I knew, without a shadow of a doubt, that what I want for my life, could impact not only my world but the lives of so many others as well?"

Continue on your sheet with the answer to this question, *What would your dream life look like for you?*

The purpose of this book is to help you take one thought, build on it, make it bright and colorful, filled with emotion, get you to take inspired action, and as a result, make a difference in your life as well as someone else's life.

That person will inspire another person, and another and another and maybe even the world. But I am getting ahead of myself. That day will come, but right now we're starting the process of reinventing midlife dreams for you.

After reading this book, you will have a dream or two or three ignited and my hope is that you will touch, move or inspire someone else. If you do not have a dream or are on the path looking for it, my goal is that the ideas AND experiences I share will spark one idea that sets you in motion of reinventing midlife dreams for yourself and others.



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## Here's a Recap

### ***CHAPTER 1 - Inspiration comes in Many Sizes***

*1) What do you truly want for your life*

- Exercise:*
- a) Write out your hopes, wishes and dreams*
  - b) What do you need to do to begin to realize these?*
  - c) What would your dream life look like for you?*
  - d) What does it feel like now that you've realized them?*

*2) What do you need to do to realize your dreams?*

## Chapter 2 - So What are Your HOPES, WISHES and DREAMS?

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"If you lose hope, somehow you lose the vitality that keeps life moving, you lose that courage to be, that quality that helps you go on in spite of it all. And so today I still have a dream."

**Martin Luther King, Jr**

Over many years of dealing with trials and tribulations in my life, I have come to learn that we go through phases constantly. It is like a roller coaster of ups and downs; there are no steady lines. Referred to by many: you are either living or you're dying. There is no "steady as she goes."

Have you ever found that when something unfavorable happens in your life, you begin to see the future as doubtful and bleak? You may suddenly feel that there is no way out or there is no chance of something good happening. You are on the downslide of roller coaster ride.

This is when your mind goes into a survival mode. It does not like the negative situation and is somehow trying to find a way to avoid or circumvent it. That is when the most inner core of your soul is looking to find that glimmer of light, or some small indication that things will be okay; that you will be okay. I like to think of those moments as *hopes*, a small spark of light we can hold on to as we make our way through the darkness.

When things are not so bleak and your *hopes* become stronger, what begins to happen in you is a sense that something possible is near. Your imagination starts to create a better experience. The situation may not have changed, but now you can see more color. You begin to feel stronger about this new possibility. Things start to take shape in



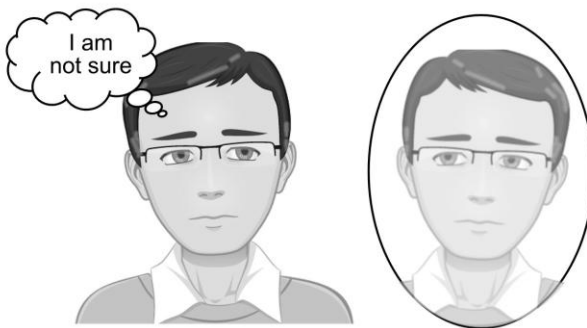
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your mind and you begin to get tingly sensations. Even your steps feel lighter as you move. As you move from the *hopes* phase you now go into what I call the *wishes* phase.

Your ideas begin to take shape. They help you think and feel good. Your imagination like a blank canvas. It awaits your creativity for a masterpiece to be painted on it. You feel better. You don't speak the same way as you did when your *hopes* were there. Now your future is like a canvas waiting for you to cover it with whatever you want. There is a creative sensation that is stirring in you. Ideas have taken shape, the energy in you has built up, and you are ready to move towards what is in your mind...*dreams*.

This is a progression. You transitioning from one phase to the other. If this seems too complex or abstract, I want you to experience it at work for yourself. Take a moment and stand up. Take a deep breath and relax. Walk around the room where you are. Move your body with the *hope* that something good will happen. You are not certain that it will be better-- you just have this flicker of hope.

Notice how it feels when you are in this state of hope. Pay attention to the kinds of words you are saying to yourself.

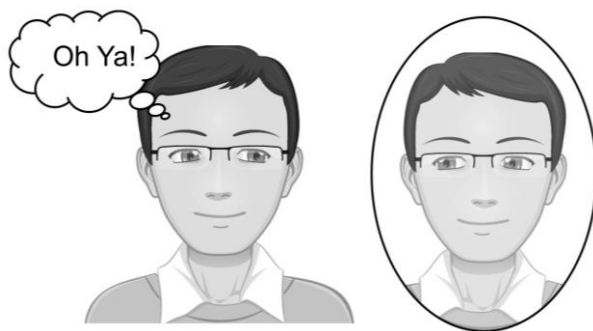


How is your breathing? Deep or shallow? I would guess that it is not a terrific feeling, BUT it is probably different than just a few minutes

ago before you started reading this. That is what it is like to have hopes.

While in this mode continue to walk around the room, but now add the feeling of all your wishes coming true. Notice how that feels having your wishes come true. Pay attention to the kinds of words you are saying to yourself and the weight of your steps on the floor. Are they lighter? Where are your shoulders? How are you breathing? What is the expression on your face? Do you have the sense now that you are beyond hope? That it is possible to have wishes come true?

Now, let's expand this sensation even more. Begin to walk around where you are with your dreams becoming a reality. Notice what has started to happen with your body. More importantly, are you seeing people getting involved? Your dreams are now impacting the lives of others. They are not just for you. What are you seeing? What kinds of words are you saying?



What body movements are you doing now? Compare them to when you were at the beginning of the *hopes* stage. Your dreams are full and plentiful. So much that they are beyond just yourself.

These *hopes*, *wishes* and *dreams* stages are what you go through in life. And as you get to your dreams, you reach a plateau or new level. You begin to create and see new possibilities. You now begin to see

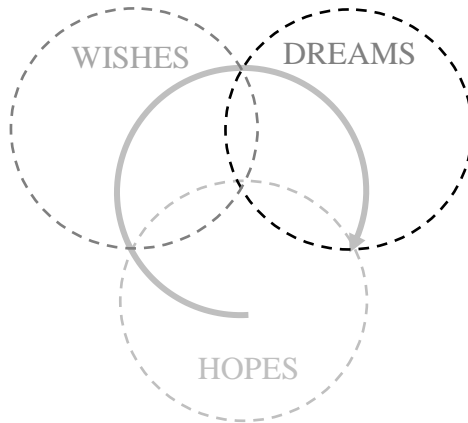




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what you could not see before or when you were in the *hopes* mode. This is when fear sets in and there you are with new hopes again.

This is an ongoing process throughout your life. The diagram below illustrates the flow of your hopes, wishes and dreams.



When I started to write this book, I had this vision of this circle. At the same time, I began to see that these words had meaning in them; to help us know where we were in our lives during this process. This entire process is the intentional transformation we go through. I say intentional because we are looking to grow. We are choosing to grow. As humans we grow physically from a baby to an adult without any doing. It is in our genetic make up to grow. But it is not in our make up to transform who we are. That takes our doing.

So, in order to realize your greatness you need to understand where you are now in order to know where you want to go. Like taking a trip, you need to know your starting point, otherwise you may head in the wrong direction from your destination.

The first level to transformation is HOPES:

**Heart Observes Possible Experiences Subtly**

Can you see how this is the starting phase in the process? When you were walking around with hope earlier, if you were to point at your body... would you have pointed at your heart? I will venture to guess that it was since that is your purest form of you.

Try this test. Say, "I am [state your name]" AND as you say your name... point to yourself with your index finger.

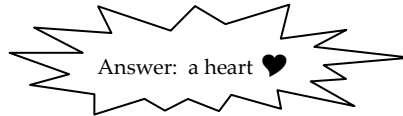


What part of your body did you point your finger to? Did you point to your head? Or your heart?

Most people point to their heart. The reason for that stems from where the purest form of 'you' exists in your body. If you didn't, take a moment and point to the side of your head, then your general neck area and then your heart. And this time, think about which one felt the purest of who you are?

I like to think that the part of the body where WE reside is in our hearts.

Pop Quiz! What symbol is used when someone expresses love?



From HOPES you begin to grow. The next phase is WISHES,

### **Wonderful Ideas Start Having Expressive Sensations**

What happens is you move from the heart and get into your head. You are now imagining things that are possible. Your emotions are getting engaged and you feel more vibrant. Your body begins to feel lighter. Images start forming and this new possibility is becoming clearer in your mind. You are more physically engaged with positive feelings.

And when you begin to see how your life can be with these powerful and courageous thoughts of new possibilities for yourself, you now start to include more than just yourself. You now start to have what I call DREAMS,

### **Discovering Realistic Expression About Meaningful Service.**

This is the stage when you take a dream you have (like the ones you wrote earlier in this book) and incorporate ways that benefit not just you, but others as well. This in turn gives you a sense of real purpose in life.

This simple transformation process of moving from HOPES, into WISHES and then on DREAMS can be used in any part of your life, whether it be financial, relational, health or spiritual. It is a process.

Using the visual description of a forest fire: the spark (HOPES), becomes more concrete in your thinking and you begin to have a flame (WISHES). Then you get a clearer and greater vision and feelings that are like a blazing fire (DREAMS).

Here is a visual representation of the concept:

**HOPES**

**WISHES**

**DREAMS**



Taking your HOPES, WISHES and DREAMS out of your mind and turning them into a reality in your world is like following an instruction manual to assemble a toy, a model, or a piece of furniture. All you need now is to:

*Shape the Eight Essential Elements in You, and Realize Your Greatness!*



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## Here's a Recap

### *Chapter 2 - So What are Your HOPES, WISHES and DREAMS?*

*1) The 3 stages you go through in life*

*HOPES - Heart Observes Possible Experiences Subtly*

*WISHES - Wonderful Ideas Start Having Expressive Sensations*

*DREAMS - Discovering Realistic Expression About Meaningful Service*

*2) Where are you? Point to your body to see where you reside. The symbol for love is a heart.*

*3) Start with a spark - you will create your fire!*

## Chapter 3 - The Eight Elements in You

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“Do your work, put your heart into it and the sky will clear. And then out of your very doubt and suffering will be born the supreme joy of life.”

*Dean Briggs*

In elementary school, I learned that the world was made up of four elements - Earth, Air, Fire, and Water. I learned that everything came from these four basic elements. Somewhere I got the notion there was a priority list for them as well:

- 1) Earth
- 2) Air
- 3) Fire
- 4) Water

Some might disagree on the exact groupings, but we're just looking at comparative reasoning and the fact that these four elements shape the world as we know it.

These elements are dependent on each other: Fire needs Air to grow just as Earth needs Water to grow. At the same time, they are independent of each other and work alone, like the Air blowing by the wind or Water flowing.

### **The Human Elements**

Likewise, there are eight essential human elements which can function dependently or independently.

What I have found in my years of research is that humans around the world have the same elements no matter where they live and no matter what their circumstance, environment, or gender are.



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More importantly, how you shape and mold each of these elements each and every day of your life will determine how you understand the world, the quality of your life, and its outcome.

These eight elements are:

- 1) Beliefs
- 2) Your Mind's Eye
- 3) Intuition
- 4) Decision Making
- 5) Relating
- 6) Giving
- 7) Laughter
- 8) Learning

### **Why They Matter To You**

Here's the most important thing you must grasp about these eight elements:

*Whether you are aware of these elements or not, and whether you think you use them or not, they are the core to your intentional transformation.*

Do you remember the TV show *The Greatest American Hero*? This 1980s comedy drama had its main character find a super suit, and when he put it on, he had incredible powers. The only problem was that the suit came with no instructions, so he had to learn how to use it as he went along.

Have you ever felt like you needed instructions to work your "super suit?" I felt that way for much of my adult life. I'm not talking about something external, though. I am talking about having an incredible power within myself and not knowing how to tap into it.

It wasn't until I was nearly 50 years old that I finally understood the power we all have within us and how we can use it.

Realizing your HOPES, WISHES and DREAMS is about *what you do with what you have right where you are.*

It is not about what is happening 'out there' (your outer world), it is about what is happening in your inner world.

To begin to realize your HOPES, WISHES and DREAMS, you must understand that these eight elements are the way to your fulfillment. Since this is probably the first time you have seen these attributes written about this way, you will need to first know them before you begin shaping them.

Once you discover how each one integrates with the others, you will be able to shape them to realize your HOPES, WISHES and DREAMS faster and more bountifully.

Below is how I define each element. In the following chapters, I will share each one in greater in detail:

1. **Belief.** It is first because it is at your core as a human. This guides you and holds you together as you process internally what is going on around you in the world.
2. **Your Mind's Eye.** This is your visualizing tool like your eyes. I like to think of it as your imagination's drawing board.
3. **Intuition.** Often referred to as your gut feeling or sixth sense. This element communicates with you subtly, yet powerfully.
4. **Decision Making.** Oh so small and often overlooked. This is like a dot of blue paint on a big white canvas, yet that is how a masterpiece of art begins. Ultimately, this is the pivotal moment for change in people's lives... when they decide.





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5. **Relating.** This precious element in us allows us to interact with each other and with our inner selves. It is expressed in how we treat each other and ourselves, in some cases, with hatred or anger, in others with neutrality or no interest, and at the other end of the scale, with love.

6. **Giving.** Looking for speed? This is an immediate transformational process because when you give with an open heart to someone, you gain so much.

7. **Laughter** is a powerful element and a unique phenomenon. There is no language for it, yet it is the same in every human being around the world.

8. **Learning.** Our ability to absorb and decipher information, actions, and things. It is part of how we grow as humans.

Okay, so now you know that you have these eight elements in you. You know that there is something you can do with them. But what is it that you want to do? Or be? Or have?

When you intentionally shape these elements, you create a wanted output (a physical manifestation), which transforms your life from the way it was.

What is even more exciting, is knowing that at any time in your life, no matter where you are, you can create something from nothing. Every time you take an idea or a spark of a thought, and make it a part of your physical world, you are creating something new, and that is a pretty spectacular phenomenon.

### **Feelings are not Bad or Good, They Just ARE**

You are probably wondering why feelings are not listed as an element. At first glance, it may seem like you can shape a feeling you

are experiencing, but you can't. A feeling is only there until another feeling comes up. Consider this:

Can you shape the feeling 'sad'? Will the sad feeling ever be a happy feeling? No, because then it would be a happy feeling.

Put another way, can you make the color red blue? No. Red is always red.

You have to add something, and once you do, it is changed. When you look at the feeling 'sad,' it is sad. As you as you feel something other than sad, it is not sad any more.

You may feel different, but the feeling of sad is still sad.

For over 20 years, I have been studying feelings. What I have come to learn is this simple concept: feelings are in our physical bodies. Take your finger and touch the back side of your other hand.

Did you feel your finger on the back of your hand? Did you feel the back of your hand under your finger? In either case, your nerves embedded in the skin sent out a message through the nervous system to your brain that there was something touching the back side of your hand and under your finger tip.

Can you change the feeling? If you take your finger off the back of the hand, did the feeling go away? No. This is because feelings are a result of something.

Your feelings kick in when something happens in you. When you have a physical activity taking place outside your body, like a walk in the hot sun, or in the rain, or (like I have experienced many times) in the cold of winter, your skins detects activity, sends a message to the brain, evaluates the experience (i.e. what does this mean and what should I do now?), and a decision to feel a certain way takes



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place. The result of the experience is your feeling. It is like the score in a sports game. The score is only the result of what has happened. It is not the activity on the field or court.

If you are thinking, "But what about when I feel something and nothing outside of me has happened?", then the same holds true. You have a thought, you evaluate the thought (i.e. what does this mean and what should I do now?), then you decide on the feeling to have at that moment. It is the result of what you were thinking.

I tell the players on my hockey teams that they cannot control the score of a game. They can only control what they do: skating, passing, shooting, talking to teammates, decision making. That is all in their control.

Everyday living for you and me is the same. Our feelings in a given moment are the score of what is happening in our minds. Feelings are the result of what you believe, what you envision, and what decisions you make.

Feelings are not bad or good, they just are. Sad is sad; it is not anger. Joy is joy; it is not exhilaration.

If you want to change a feeling you have right now, make a decision. If you are sitting right now, stand up. Look up at the ceiling and put a big smile on your face. As it grows, start to chuckle. Then make your chuckle a belly laugh.

Notice how you feel. Are you feeling the same way as when you started to read this exercise?

I would venture to guess the answer is no. You feel different. If you were to think about what you were, and move your body the way you were, you could get back to that original feeling. It hasn't

changed. The feeling is the feeling and you can have it when you want.

So understand that you changed your feelings because of the physical action you took and from the decision you made. Your feeling now is the result of what you did; like the score of the game.

Your feelings are in your control. All you have to do is be aware of them. And to do that, ask yourself, "How do I feel?" If you are in a feeling that is not favorable or you are not enjoying it, make a decision to change it.

### **The Creation Process**

I have three children, and I remember the days they were each born. My feelings were happiness, gratitude, and excitement—I was on top of the world.

I realized after the birth of my first daughter that I had just witnessed the creation process in its purest form. With this thought, I began to discover that life can be anything we want it to be. We are creators.

Have you seen or heard of the movie *The Secret*? If you haven't, I recommend you watch it. There was a phrase in the movie that really resonated with me: "*You are not who you are, but who you were.*"

I took it to mean, everything that has happened to you or everything you have or all the things you have done, became a reality because of who you were before they transpired.

What you are doing in this moment will affect the future you.

That simple phrase helped me start to see life in a new way: I was part of the creation process. I started to develop a new belief system that things were not *happening to me*, but rather *I was in control of things happening*.



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As I write, I am feeling a certain way, which has come as a result of what I was just minutes ago.

It's the same for you. You are feeling a certain way right now because of who you were moments ago. Your decision in the past got you to pick up this book. Your decision to read this specific section brought you to this moment. What this means, in larger terms, is that we have the power to transform our lives.

Take a moment and think about this:

How you have been in the past is what has gotten you to where you are right now. How you are now is what will transform you in the future.

And don't worry, if you have not experienced what you wanted yet, it means the creative process is still working. You just need to keep doing what you are doing like visualizing and acting as if you already have it.

Let me give you an example. Think of a tomato plant in full bloom. That is the result of: you preparing of the soil. You putting a seed in the ground. You covering it with soil. You watering the area. Then you waiting. Does it grow in a second? No, it takes time. Will it become a pine tree? No it is a tomato plant. It doesn't change. It either will grow or it won't. You can only do your part. The rest is the creative process working. Just because you don't see the tomatoes the minute you plant it doesn't mean it is not happening. Trust it will grow and have patience.

Are you beginning to believe that you can transform your life? Do you understand how it is your intention that will have you transform from where you are to where you want to be?

## Here's a Recap

### *Chapter 3 - The Eight Elements in You*

*1) The 8 Elements in You are: #1 Belief #2 Your Mind's Eye #3 Intuition  
#4 Decision Making #5 Relating #6 Giving #7 Laughter #8 Learning*

*2) Feelings are not bad or good - they just are*

*3) The creation process: things do not happen to you, but rather you are in  
control of things happening*



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## Chapter 4 - ELEMENT 1: Beliefs - Believe It and You Will See It!

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"The only thing about a man that is a man is his mind.  
Everything else you can find in a pig or a horse."  
*Archibald MacLeish*

### **ELEMENT 1: BELIEFS**

In the previous chapter, I laid out the 8 Elements. Your beliefs come first because they are the baseline by which you measure everything else in your life.

Like gravity, which you just accept without questioning, your beliefs work the same way. They just are there and they govern over how things are realized into your life experiences.

Let me trace the process for you. Currently you have something in your life. How you got it in your life is based on the actions you took in the past, which were based on the decisions you made, which were based on feelings you had, which were based on thoughts you had, which are formed by the words you use over and over, which are governed by your beliefs. This is why I say, Beliefs are the foundational element.

Have you ever heard someone say, "I will believe it, when I see it"? Roy Disney, Walt Disney's brother, once heard someone say, "Too bad Walt wasn't here to see this." referring to the creation of EPCOT.

Roy replied, "Because you are all seeing it, Walt had already believed it."

But you are thinking, "gravity exists; beliefs don't." Can you see gravity? Can you see beliefs? The reason nothing floats away is because of gravity. The reason we act the way we do is because of our beliefs. Gravity is just a force that keeps things on Earth. Beliefs are a force that keeps us grounded in how we think. We need something to turn to and bounce our thoughts against.

### **Your beliefs determine what you get, what you have, and what you do as a human being.**

Beliefs mask themselves as your identity or the things you accept as facts. They protect you to keep you at your comfort level; the level of living that is familiar to you and is something you can rely on.

Beliefs serve you like gravity serves things on Earth. Your beliefs can't be seen, you just know they are there. They keep things grounded. They are constant. By being constant, I mean the concept of beliefs exist in each of us. I am not referring to what you believe in. That is different. Gravity exists for all items, but every item is weighted differently and reacts differently to it. For example, a feather and a rock fall differently to the ground and at different rates of time. Birds can fly and go against gravity's force. Beliefs are the same. You have a belief; I have a belief, but you and I may believe in different things. To an extreme, like birds who fly opposite to gravity, some humans can have beliefs that are not so good, for whatever reason.

I am going to share with you two people who had major impacts on the world with two very different sets of beliefs.

1) Adolf Hitler. Would you say he had beliefs? Would you say they were good ones? Doesn't matter what you and I think of him, he had beliefs which guided what he did.

Now let's look at another person who also impacted the world.





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2) Mother Teresa. Would you say she had beliefs? Would you say they were good ones? She believed in helping others who were sick and dying. She also had a second calling, which was teaching. Again it doesn't matter what you and I think of her. She had beliefs that guided what she did.

Like gravity not caring who is in the air, it wants to pull them to the ground. Beliefs don't care who you think you are, it is simply the guidance system to get you what you say to yourself over and over.

### **Believing in Dreams is NOT for the Faint at Heart**

God (or whatever you call your creator or higher self) and technology are two powerful sources to draw on for inspiration and information. When they come together, amazing things take place, or at least I like to think so.

Imagine if God had given the inspiration to someone like Alexander Graham Bell to invent the telephone, but instead of the 20th Century when the idea did materialize, it happened 2000 years earlier, when the technology was not in place.

This whole book started by me watching a small clip from a movie called Rudy. The movie is based on the true story of Rudy Ruettiger, a young man who dreamed of playing college football for the University of Notre Dame.

Rudy overcame all the odds that were facing him in life so he could play for the Fighting Irish football team. He stood 5'6" and weighed 165 pounds. He was known as a daydreamer and was ridiculed by his family and teachers. After all, 'doers' make things happen in life, not 'daydreamers', right?

Rudy felt humiliated and torn up inside. He swore that he would find a way. What Rudy did not know was that God was aligning his

path for him as long as he would do the work necessary to fulfill his dream.

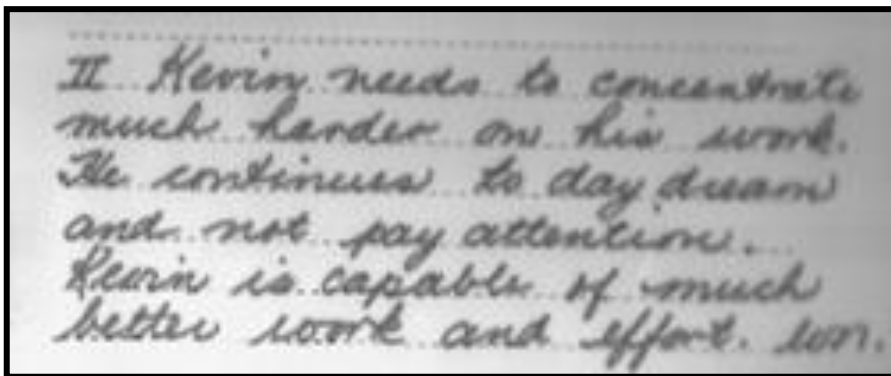
God put the right people and situations along his path to challenge him to push through all the barriers. *Spoiler alert:* great things happened for Rudy.

Rudy's life inspired a movie, and then the movie inspired many lives.

Rudy's story was a great depiction of my story. At five years old, my dream was to play professional hockey. What I didn't know then was that every other Canadian boy had the same dream!

Like Rudy, I too was a day dreamer. I would stare out the window in class and just let my imagination go crazy. I was called out for this regularly in school.

My teachers did not like that I would drift off and not pay attention to their lessons. In fact, by grade 2, my teacher wrote a note on my report card; you can see it below.



*"Kevin needs to concentrate much harder on his work. He continues to day dream and not pay attention. Kevin is capable of much better work and effort."*



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As you might imagine, this set in motion some great discussions at home. One comment by someone and a string of thoughts and emotions starting showing up for me. All I could think to myself was, "How could this teacher say that? I wasn't doing anything wrong. I was merely thinking about what life would be like. What if I could make a difference in the world?"

I used to think to myself, "The world would be a better place when I become a professional hockey player. People around me will live better lives. I will make a difference and be a force of good."

When someone would mock me for wanting to go to pro hockey, try to discourage me, or control what I could or could not do, I would retreat and go inside. This was my chance to connect with my dream and live it.

Little did I know back then that I was strengthening my belief of becoming a professional hockey player. I also didn't know that by having such a dream, people around me who did not think like I did had a hard time supporting me.

In fact, it was easier to bring me down or mock me. It is not easy when you are a child to deal with being laughed at or shunned. You have to go deep inside or isolate yourself. If you do that, you create strong connections in your mind - a stronger mindset to not take to heart others' comments.

This is the process of building a passion.

My belief grew from a small flash of an idea - the vision on TV of big people playing hockey in an arena filled with cheering people. Like any passion, mine for hockey was learned. It was not born in me.

The older I got, the more enjoyment I got out of being a part of the game of hockey.

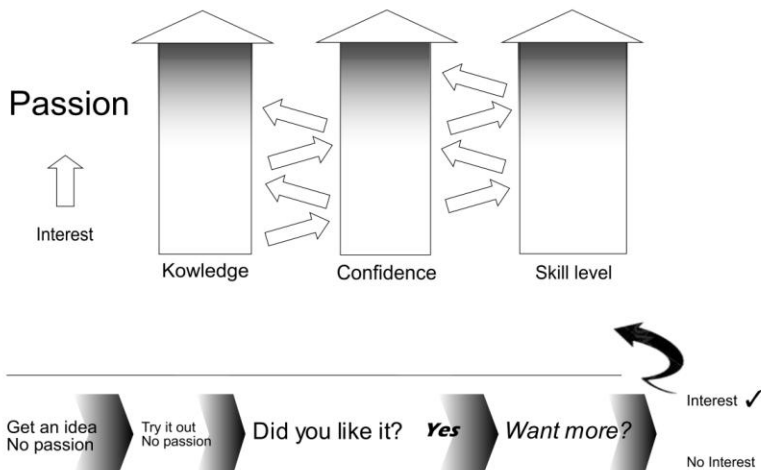
The more I enjoyed being a part of the game, the more the interest I had in learning it.

The more I learned, the better my skills got. The better my skills got, the more my confidence grew.

The more confident I got, the more I wanted to expand my knowledge.

With my new knowledge, I gained confidence and furthered my desire to do more, using more skill, and then learn more.

Here is a diagram that shows this process:



As my confidence grew, it became a part of my makeup as a person. Soon it was all I talked about and referred to when I spoke to people.



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Eventually, I didn't need to force the thought of it or have to prove it to anyone. My passion was just a habit. And for the last 45 years of my personal life, I have enjoyed what hockey has provided me, like:

- *Self-confidence*: knowing I can follow through on something I believe is worthy of my time
- *Self-worth*: the sense that I matter, regardless of what people say
- *Desire*: a yearning for something bigger than me.
- *Growth*: overcoming challenges, gaining knowledge of the game and people's behaviors, as well as reaching higher levels of skill teaching as an instructor

In other words: Beliefs are nothing more than what you tell yourself over and over.

Great things happened for me, just like they did for Rudy. We both believed with ferocious intensity in our dreams and worked hard to make them come true.

If you were to tell me as a child that my dream would take this long to come true, I am not sure that I would have been up for the challenge.

Making your dreams come true is not for the faint at heart. There are obstacles and challenges, but if you shield yourself from the negativity and do what it is you want, you will succeed.

Deep inside, you know this is true, because it is one of the reasons you are reading this book.

Despite others' comments or opinions, I chased a dream. Now here is the interesting part about chasing dreams and strengthening passions. When you do, you begin to expand yourself. You see things you never even imagined when you started on your journey.

In my case, chasing my professional hockey dream also affected my professional development. I made discoveries on my journey about business and people.

I learned how people in companies interact like hockey players do as teammates. I learned how people came together to achieve a common goal, like managers and coaches put a team together. And I saw the dynamics of all the components of a business that led to success and failure, just like a team getting through to the playoffs for a chance at hoisting a cup.

My personal and professional development revealed to me that we all share common ground regardless of age, sex, race, color or religion. I define this common ground as *Elements in You*. Shaping these Elements in you gives you passion and helps you realize your dreams.

### **Where does a Passion Comes From?**

When I was five, my stepfather introduced me to skating and then playing hockey.

Shortly after getting my feet wet in the game, I said to him, "One day I will be in pro hockey."

For some people, finding a passion does not come easily. In fact, it could be a long, arduous process. For others, like me, it showed up early in life. Regardless of when it shows up, a passion is created through the same phases:

Ideas → Decisions → Actions → Outcome → New Ideas



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First, you have an idea or thought on which you must make a decision, and then follow it by an action, which leads to an outcome. At that point, you begin to get new ideas and the whole process starts all over.

During the idea (thought) phase, you evaluate. You run a check with your beliefs, values, and self-image. Whatever you come up with, you have to make a decision to do something or be a certain way. Then you take an action and you see a result. This then leads to new ideas and the process continues. The more you get "into it," the more you build a passion.

This passion is nurtured just like nurturing a child. You care for it and treat it with your inner feelings of love and affection. In some cases, a passion can be around for a certain amount of time in your life and then fade. My passion for the game of hockey has lasted over 40 years.

### **Where do our beliefs come from?**

Have you ever wondered where beliefs came from? Were you born with them? Did someone give them to you?

I have come to learn that believing is a privilege that has been given to us as humans. But what we believe come from all our life experiences. They are created similarly to a computer program with the "if\_\_\_, then\_\_\_" statement. <If this happens, then this should take place.>

Beliefs get formed by what we encounter and then tell ourselves about that encounter. Beliefs can develop in an instant. They can also develop over time. If you are overweight, it is because you believe you should be. If you do not have a lot of money, it is because you believe you should not have a lot of money. It is what we tell ourselves over and over.

Wait, what was that?

You were probably agreeing with me until I said *you believe you should be* either overweight or poor, and now you are unsure. Let's try something. Write down all that comes to mind when you answer the following questions:

*What do you believe about your current situation?*

As an example change 'current situation' for 'weight'. Did you cause it? Is it because of something or someone else?

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*What do you believe about making money?*

This image shows a single page of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

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In either case, if your immediate response was something to the effect of "it's not my fault," then you have a belief that is guiding your everyday decisions on this subject - it's not your fault, and it's not your responsibility to fix, either.

If your immediate response was, "it is because I did something", then you have the belief you should have. Now don't get me wrong, I am not saying you want this, but you believe you should have this.

This is why you have what you have. You believe it is a certain way and therefore your physical world has to transform to what you believe.

Beliefs are your guidance system. They hold you back from taking action or push you forward to taking action.

Whatever you believe will be realized in your life.

Think of it... was there a time in your life when you did not have something that you have now, that you once considered impossible? For me, there was a time that I did not know anyone in the National Hockey League, did not have 2 books written, did not live in Phoenix, Arizona, or in Toronto, Ontario, wasn't married, didn't travel across Canada for a full year and didn't have three children.

YES. There was a time when these important things in my life did not exist in the physical world. As I write this, it brings a tear to my eye just thinking about it. My beliefs were the first step to making it all real.



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If you do not believe, then you will never see it or live it in your life.

Beliefs are HUGE! They are the first element because they drive the others.

Here is a simple but powerful daily mantra for you:

Each morning, say to yourself, "I believe I am worthy of having '\_\_\_\_' in my life." Fill in the blank with what you want - e.g. a strong, energetic body; wealth; loved ones who care for me; meaningful work, etc.

*Now, say it with conviction in front of a mirror, while looking yourself in the eyes!*

## Here's a Recap

### ***CHAPTER 4 - ELEMENT 1: Beliefs -Believe It and You Will See It!***

*1) Beliefs get formed by what we encounter and then tell ourselves about that encounter*

*2) Your beliefs determine what you get, what you have, and what you do as a human being*

*3) Daily exercise - Each morning, say to yourself, "I believe I am worthy of having\_\_\_\_(what you want)"*



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## Chapter 5 - ELEMENT 2: Your Mind's Eye- You are Abundant!

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"Abundance is not something we acquire.  
It is something we tune into."

*Wayne Dyer*

### **ELEMENT 2 Your Mind's Eye**

Take a moment and close your eyes. As you do, visualize a tomato vine growing up its support. Imagine small light, green leaves hanging off the vine every couple of inches. On this vine are small cherry tomatoes.

They have long vine stems with leaves, and the tomatoes, about 1 inch in diameter, hang in little bunches of 3 or 4 clumped together. Each plant has about 15 to 16 tomatoes on it. Look down on the ground and notice one tomato on the soil. Notice how it has split open and about 30 little seeds are covered in a clear reddish orange juice from the tomato.

Did you know that each one of those seeds can grow into a vine like the one in front of you? That is another 30 vines of 15-16 tomatoes per vine with about 30 seeds in each tomato. That is abundance!

You may be wondering why I had you do this. It's because your Mind's Eye is not just a visualization tool, but it actually connects with the logical part of your brain and your emotions.

Take a moment and think about some of the details that you thought of while I was giving you the cherry tomato vision. How was the air on your skin as you were standing there? Was it cool or warm? Was it sunny or cloudy? Notice there was no snow. Were you inside or

outside? Probably outside, right? Did you find that you began to do some math and count how many tomatoes you could actually get?

What other thoughts began to form as you were seeing this scene?

The best part of this exercise is that your Mind's Eye AND the cherry tomato plant are both results of abundance! There are so many details in your vision, and there are so many tomato plants with more tomatoes.

Understand that at any time you can think about how abundant your life is. You can think about how you have all you need inside you to realize your dreams.

Your Mind's Eye is one of the most powerful elements in you.

### **You Need to Dream.**

Think of a time in your life when you wanted something so badly you could taste it. Were you told that it was a dream and dreams don't come true?

If you think you don't dream or you can't have a dream, try this experiment. Imagine holding a lemon in your hand. Feel the bumpy skin. Bring it up to your nose and smell its tangy citrus scent.

Now imagine putting it on a counter, grabbing a knife, and cutting into it. See the juice dripping out along the side of the knife. Imagine picking it up and squeezing a little out into your mouth. The lemon juice drips on your tongue. As you swallow, your face tightens up. You think "Whoa! That is sour!"

If you are like most people, you already imagined the lemon juice dripping and your mouth probably made some movement. Are you salivating right now? Is your face puckering up?



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That is the power of imagination. Your body will react to your thoughts. So if you say you don't have a dream, your life has no movement towards dreams. You actually do have dreams: either something great that you're working towards or what you currently have – NOTHING.

Why do I know that? Because of what you have right now. It is a result of what you have been thinking and who you have been. As each day in your life has passed leading up to today, you have been dreaming of things or events for your life. If it hasn't happened for you yet, it is because deep inside you is a vision you focus on and hold on to for yourself. You have seen yourself not getting something, or worse not worthy of having it. All you have today is from what you have been dreaming about up to this moment. The thoughts you have take time to manifest, but like the lemon example, the more detail and clarity in your dream, the sooner and more likely of it becoming a reality.

Think about one of the great principles in life. When you plant a seed in the ground and water it, does it grow right away? Do you see a plant immediately? No, it takes time. So does the manifestation of your dreams. Be patient and do the work necessary for them to come true.

We are funny creatures. Whatever we focus on, we get more of. You would think that learning that concept once would be enough to tell us how full and rich this world and universe is!

But no, we tend to think of scarcity and lack. The funny thing is that we have a huge library of mental images, available at will; from the smallest flash of a thought to the most in-depth visual picture in our mind.

Life as a whole is full of abundance.

### Health

You get one body in this world. Whatever the shape, color and form, it is yours. What vision do you have for your physical self?

Before you decide and start taking action on making changes, I want to share some amazing discoveries I have made about this magnificent creation known as your body. What are you doing to ensure your optimal state of function and movement with your body? What you do is up to you.

I do not claim to being an expert or leading authority on the health of the body. And physical traumas and major disease aside, I would like to share a revelation that has been tested over and over in my life, my children's lives, and my wife's life.

### Your Body Heals Itself

This is a belief that is in me whether I think about it or not. Your body wants to heal itself. I learned this at a young age, but I did not quite understand it until I was much older.

Have you ever had a cut on your hand? Besides the pain, did you ever notice how the skin, which is separated, is looking to close itself up and create a protective layer? Given the chance, it will actually reconnect. It is an amazing thing how our body is designed to regenerate itself.

Look at your fingernails and your hair: they keep on growing no matter what. Consider cancer, skin growths, pimples, and ingrown hairs. Given the right environment (physically and emotionally), they will grow or subside and neutralize themselves from the body. Look at people who have gained a great amount of weight (whether pregnancy or diet related) and then lost it. How amazing is the skin that it can stretch and then shrink?





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These are obvious aspects of the body that you might never have considered.

Here is a story of my encounters with a chiropractor, who through his passion and vision for a healthy world, transforms people's health in a very short amount of time.

### **The Speed of Healing**

In 2006, I was coaching a junior boys hockey team, aged 16 - 20 years old. I had a player get injured with a puck shot to his foot. As I had done in the past, we had a typical medical doctor look at his foot. This doctor was good at what he did, and was considered to be one of Canada's top surgeons. He said the foot was not broken, but it would be two to three weeks for recovery and the boy needed to stay off his foot.

My player was discouraged and wanted to play. I understood the yearning, and thought maybe someone else could help. It was my friend, "Dr. Dave," a licensed chiropractor.

I had learned that a second opinion is always good advice with doctors. When we were done with the first doctor's examination, I shared his opinion with Dr. Dave. To my amazement, he said "You need to use it and get it going now." It was the exact opposite of what we were told.

To say I was stunned was an understatement. All I could think was, "could this chiropractor be telling me something true?" He hadn't even seen my player. I decided to head over to see Dr. Dave.

In about 20 minutes of treatment, the player was no longer walking with a limp and had some movement and strength. I could not believe my eyes. The player felt better and was looking forward to coming back to get more treatment. Within two 30 minute sessions with Dr. Dave, that player was walking and lacing up his skates. This

took days, not weeks. As you can imagine, this went through the team like a wildfire on a dry forest.

During the next game, we had two more players go down due to injuries. They were also told by another doctor that they would need a couple weeks of rest. I decided to invite Dr. Dave into the dressing room following the game.

After the first period, with about 40 minutes of treatment from Dr. Dave, the players were dressed and ready to go. I thought it was a joke and didn't think much about it while I regrouped for the next period.

Before we started, Dr. Dave told the boys to skate on the ice, just to try out their strength. The next thing I realized, they were both feeling terrific and played the remainder of the game, to my surprise.

This continued for six months. I would refer people to Dr. Dave and they would come out physically better. People loved him; he was amazing.

Then there came a moment when I realized I had been witness to a true healer. Yes, he was a trained chiropractor, but he also had a knack to show how the body heals itself.

My knowledge of the body's ability to heal was increasing, but my belief level skyrocketed when I heard about this story.

A woman who was complaining of carpal tunnel syndrome in her wrist and soreness in her neck came to see Dr. Dave for one session. She was pleased with the improvement, so she booked two more sessions with him.

After the third session, she went up to him, gave him a big hug and said "you are amazing." To his bewilderment he said, "Thanks!?"



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He was not sure of the big deal, as he had done a pretty standard treatment of working on the nerves and muscles. The piece that she had not told him was that seven years earlier, she had been diagnosed as being blind in one of her eyes, but after his last treatment, she could see out of her blind eye again.

Even Dr. Dave could not believe what he had heard. She was no longer legally blind in one eye! When I heard that, I knew right then and there this friend of mine was no ordinary chiropractor. And more importantly, the body, given the right environment, will truly heal itself.

### **Gift for You**

As a bonus for you to help you as you shape your greatness, I have asked Dr. Dave to provide some foundational understanding to how your body functions. If you can begin to see what is possible, you will realize it.

### **No pain does not mean that there is No problem**

"You were created to be well! Every organ in your body is committed to helping you cope and adapt to your environment. Health, wellness, vitality, longevity, energy are all expressed as an outcome.

The process of digestion is needed to convert the food that we eat into the molecules that we need to perform organ functions such as nerve function, detoxification, immune function, sight, brain function, elimination, breathing and circulatory function.

Each system is unique and distinct from the next, yet they are intimately connected to each other and rely on each other for the purpose of that particular organ. Understand that "No organ is an island" in the human body. Each one works in tandem with other ones.

There are two key areas in your body I like to call switches: one is in your neck area behind your throat, and the other is in your lower back behind your lower belly. When these switches are what I called "turned on", then all the organs, muscles, and systems in the body can allow for optimal function. (NOTE: You still need to eat and drink right).

When these switches are “turned off”, which is the case in many people, there is a deficiency in how the organs, muscles, and systems can perform.

Imagine if you add external and internal stress to these things. Said another way, physical and mental stress. You will begin to see deterioration. This is like a car engine where the driver has one foot on the accelerator but the other foot on the brake. There is a lot of excessive stress on the engine and other parts, and soon something has got to give.

Are you like most people living with stress?

If so, be aware that your body could shut down too early when this happens. This is when we hear about someone getting a diagnosis of arthritis, cancer, heart disease, diabetes, or dementia, usually as a result of too much stress.

The stress can be physical too, like from an accident or sports-related trauma. It could be mental stress from financial issues, relational issues, or even work-related stress – it does not matter the source. The issue is the total body burden of stress and your ability to cope and adapt to it.

Imagine a tree in a field. In a light wind, it will sway. In a strong wind, it will really bend. In an extreme wind, it will break. With deep roots, a thicker trunk and better moisture in it, the tree has a better chance to resist the wind.

The same is true for your body. When your body begins to break down, that is when you begin to realize you may just not last long enough to realize the manifestation of your life's ambitions.

So, what are your ambitions in life? Have you accounted for what you will need in terms of health to be able to realize them years down the road?

Blessings,  
Dr. David Harper B.Sc., D.C., F.C.C.S.S"

As you begin to use your Mind's Eye on your physical body, and you create a vision for yourself of optimal health, you will want to make sure you take into account that a lack of pain does not mean there is no problem.



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## **Do Something You Never Thought You Could**

If you would like to reach the levels in life you see in your dreams, you need to get out of your comfort zone. You need to become the person that you know it takes to live that dream.

This is an exercise that I do with athletes. I want you to read this and then do it in the steps I have laid out.

First, I want you to stand up. Stand in an area with a bit of space around you. I want you to put your hands by your side and then bend over and touch your toes. It does not matter how far you go, just make a mental note of where you touched or bent over to.

Next, I want you to stand upright again like before, with your hands by your sides. Only this time, I want you to imagine your body doing the movement.

Close your eyes. Stand tall and picture yourself actually doing this same exercise. In your Mind's Eye, watch how you are able to bend over. Feel the loosening of your muscles. See how you come to the same place you were at when you first did this.

Now see how you go even further than you originally reached. See how your flexible body can have you come down to the floor. Feel how the flexibility in your muscles allows you to put your hands flat on the floor. What a sight! Now open your eyes.

Now actually bend over and really touch your toes again.

Come back up.

Did you go further this time? If you are like over 80% of people that I have done this with for the past 20 years all over the world, you did.

### **How is this Possible?**

Let me start by saying that you believed you could do what I was suggesting, which was standing up and attempting to touch your toes. If you did not believe you could stand up, or you physically could not, you would not have been able to.

Next, your Mind's Eye is the designer of your world. When you allowed yourself to believe that you could do this, you began to create a new possibility for yourself. Then when you actually did it, your body delivered what it saw.

However, prior to me telling you to do this, you had a belief you could not, so you did exactly that.

We are just getting warmed up, and you are starting to shape your elements.

- a) Do you believe it?
- b) Do you see it?

Now you are going to tap into the messages that keep getting sent to you...



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## Here's a Recap

### ***CHAPTER 5 - ELEMENT 2: Your Mind's Eye - You are Abundant!***

*1) You need to dream*

*2) Your body heals itself. No pain does not mean there is no problem*

*3) Exercise: Touch your toes. Then close your eyes and do the same exercise in your mind but see yourself going further. Then open your eyes and do it again. Notice the difference. Ask yourself: What is holding me back?*







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## Chapter 6 - ELEMENT 3: Intuition - Trust Your Gut

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"It's good to say, 'Look, I can't always  
be right, but my gut tells me this'  
and then you confirm with your gut."

*Robert Redford*

### **ELEMENT 3: INTUITION**

My definition of intuition is: your ability to recognize a feeling or a sensation in the stomach that gives us a nudge to do or not do something, supported by no facts or valid reasoning... hence the term "gut feeling." It is also known your guidance system or your inner voice. Regardless of what you want to call it, understand that it is a very powerful element in you.

Think about how you feel when a situation presents itself and you make a decision to do something, knowing you should have done something else. You disregard that sensation from your gut or your inner voice. And then later find out that your "gut feeling" was the thing you should have done. Do you get angry and annoyed with yourself? Or worse do feel like you let yourself down? This is how regret begins to take shape in your life.

There is nothing worse than the feeling of regret for not following your gut in a situation and then learning that it was the right thing to do. Those times are often caused by your logical mind doubting your gut feel.

### **Follow your Gut**

My wife once told me that it is better to have followed your gut and been wrong, than not follow your gut and been right.

For years I have been coaching hockey and often found myself in situations whereby I get a hunch or feeling of what to tell my players. It is like I see something happen before it actually does. In that moment, I provide guidance or yell out some command to my players, then sit back and watch the hunch or feeling I had just moments ago transpire. And without fail a player or two on the bench look at me with an expression of surprise as if to say, "how did you know?"

When you get this gut feeling, you need to trust that it knows what the right thing to do is and that good things will happen by you listening or following its guidance.

Understand the first part of my wife's statement is most important. "It is better to have followed your gut and been wrong." If your inner voice says to do something and you decide to follow it, but shortly after learn that it was a mistake, think about how you feel. You will most likely shrug it off and think "Oh well, I made a mistake" and move on with no remorse or guilt. That is a huge weight lifted off your shoulders instead of the feeling of anger with yourself for not following your gut.

In either situation, following your gut or not, you must be willing to trust that the guidance it provides you is for your best interest. If you are willing to trust it, then you will quickly find yourself on a path in life that is one in line with your Mind's Eye.

### **Trust That Good Things Will Happen**

‘Good things will happen’ is the motto in my house. When you back down from worrying about a situation and allow your ego to subside, you will find that in everything you do, there is a great gift, lesson, reward, or something that will make your life more than you thought possible.



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My wife has been telling me since we started dating in 1997 to “trust that good things will happen.” For so long, I just rolled my eyes and thought, “Sure, that is easy for you to say.”

Then wouldn’t you know it – BAM – something good would come from a bad situation or something unexpected would delight her. After experiencing this half a dozen times, I started to come around and think that even in a bad situation, good things happen.

In 2005, I had a car accident and our Pontiac Aztek was totaled. Luckily no one was hurt, but how it happened annoyed me. I was coming down a four-lane road in my town and it was a snowing lightly, making the roads a bit slippery.

I was going 70 km/h, but should have been doing 50. I was approaching an intersection with traffic lights. The light was green for me and for the oncoming cars. A woman driving a van in the opposite direction approached the intersection and figured she had enough time to make a left turn in front of me.

I immediately hit the brake, then turned my steering wheel ever so slightly and swerved, missing her. My car started to tailspin slowly on the slippery road, and I was broadsided in the intersection. I continued to slowly spin until the front end of my vehicle made contact with the traffic light pole at the median. It spun me half around, and my car finally stopped.

Now I was looking at the oncoming traffic in my lane with my vehicle’s nose facing their direction. I looked over to the corner and saw the woman in the van. She stopped, looked over at me, then took her foot off the brake and fled the scene.

So, here is proof that good things happen, even in a bad situation. No one was behind me or in front of me or in the other direction on my vehicle, so I wasn’t hit by another car and injured.

It wasn't until about 15 seconds after all this spinning and staring that the other cars started to drive through the intersection again. It was like I had a buffer of time in front of me and behind me, totally secure from any other vehicles.

I was locked in my seatbelt – no air bags went off – but I couldn't drive. The front wheel was damaged on the passenger side. The traffic pole I hit was dented and bent. This meant our local electrical company needed to come. Ten minutes later, an ambulance and a police car showed up.

The facts as far as the police officer was concerned were that the other car left the scene, and I had no license plate number. Simply put, it was my fault.

What good thing could come of all this?

The accident happened two days before our two year anniversary date of owning the vehicle. The insurance we had still had it down as a new vehicle. After processing our claim, we were entitled to a brand new 100% replacement vehicle. Brand new! With the current price. The best part was that we were able to use a bit of the car money for Christmas!

### **Ask with Love and You Will Receive**

You need to absolutely, positively be clear what you want, and ask for it believing you deserve it. You need to make it so real that you already have this in your life. You have to be able to see it, smell it, touch it, hear it, and taste it. All of your senses need to be involved. This is no laughing matter.

Most of us live our lives thinking “someday this would be nice” or “I hope this happens,” knowing in our minds that it will not come true. This usually stems from a belief that we are not worthy or we blame not having on something out of our control, like age or height or sex.



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No matter what you tell others, what is going on inside of you is what will dictate if you get it or not. In my wife's case, she often says, "good things happen even in a bad situation." This translates to her getting good things, even if a situation seems hopeless or helpless.

*Try this right now.*

Take a look at one of your Dreams that you wrote about in Chapter 1. If you haven't completed that yet go back and do it now. Then come back here.

Now identify one of your Dreams. Bring it into your conscious mind. And when you have a mental picture of what it might look like in your life, close your eyes. Take a deep breath, hold for one second and exhale. Do this three times.

For the sake of this experience, imagine you have realized your Dream. The time it took to realize your Dream is irrelevant for this exercise. Your goal with this exercise is to be in the state of knowing, without a shadow of a doubt, that you have it already.

You should be feeling an increased level of confidence and certainty that your Dream is a part of your life.

What is your gut feeling about you having your Dream?

*Are you noticing a feeling in your stomach?*

At first, you may say your stomach does not feel good or you don't feel anything. That is okay. This may be the first time you consciously paid attention with that part of your body's reaction to a situation.

If however your gut feel is at peace OR you feel like you want to take action right now, that is your guidance system nudging you along. Your job is to follow it. You will be sending a message that you are in tune with that part of you which if the purest part of you are.

Whether you are looking to take on a big project or you just are stuck in an everyday situation, your very next step is to tap into what your gut is telling you.

Here is the secret to your intuition. It follows your heart's desire. Your intuition will guide you to live the life you ultimately desire and will not compete with your logical thinking mind. So, if you think through things and not check in with your gut, you will make decisions based on logic and all the rules you have learned. You will not make decisions based on inner self... your true self.

When you get busy being who you are meant to be – a loving, caring individual with so much to offer, the situations around you begin to become more of an assistance to your purpose.

Trust your gut. When you have beliefs that you are worthy and you have a clear vision for what you want, your gut knows and will nudge you along, to give you what it is you desire. All you need to do is decide!



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## Here's a Recap

### **CHAPTER 6 - ELEMENT 3: Intuition - Trust Your Gut**

*1) Intuition is defined as your ability to recognize a feeling or a sensation in the stomach that gives us a nudge to do or not do something*

*2) Trust your gut. It is better to follow it and be wrong than not follow it and find out later it was right.*

*3) Ask for what you want believing you deserve it!*

# Chapter 7 - ELEMENT 4: Decision Making - Power of Decisions

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"In a moment of decision, the best thing  
you can you do is the right thing, the next  
best thing is the wrong thing and  
the worst thing you can do is nothing."  
*Theodore Roosevelt*

## ELEMENT 4. Decision Making

It is not what you know that matters in life – it is what you do with what you know that matters. That is how the quality of your life is determined.

In science, we are taught for every stimulus, there is a response. If a ball rolls off a table top, it will fall until it hits the ground. If it rains from the sky, the ground will get wet. If a lion gets hungry, it will go hunt for food.

Now for you and I there is one more step. It takes place in between the stimulus and response. It is called decision making.



As humans, we have this innate ability to put meaning to a situation, even if only for a nanosecond, before we make a decision.





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Decision making is an element that you do on a daily basis and in many cases aren't even aware of the power behind this. Anthony Robbins says, "our quality of lives are built on the questions we ask. Ask yourself a better question and get a better answer." If you get a better answer, then you are more likely to decide what to do what the answer.

Some people have to wait until they have all the facts before they make a decision. They could wait years before making a decision because they have not got all the pieces of information they think they need. Most of the time, the truth is, they do that out of fear. It is a safe and secure way for them.

### **One Decision Can Change Your Life**

In the fall of 1972, I decided to join the Cub Scouts, a decision that made a lifetime impact on me.

Each week, we would get together at a local school gymnasium and listen to the cub leader, play games, and do some good deeds.

In the early part of the fall, we got to go on an overnight trip, an experience that turned me off camping.

There was no hot water. Showers were out of the question. I had a sleeping bag that was different from the other boys' bags. Theirs were down filled and felt lined bags that kept you warm. I had a nylon purple ultra-light summer bag, so I had to wear pajamas and socks to avoid the cold lining. I just wanted to go home.

Each cub meeting after that trip had me less and less interested. I would get less involved with activities and go off on my own.

At one meeting, another cub scout and I decided to go play on the monkey bars. Of course we were not supposed to be away from the

group, but I was less interested in the group activity, so I wandered some 40 feet away and started climbing.

We made it to the top and sat. The other scout and I were feeling pretty smug being eight feet up in the air. Our feet dangled and we did what most boys do: we started to joke around. He started poking me in the ribs. I am ticklish. It did not end well.

I lost my balance sitting on the top rung, and I remember falling face first to the ground, but my left arm blocked my face. In shock, I got up thinking how lucky I was that nobody was looking.

I went back to my group with the other cubs. As I sat with the group, I noticed I was having a problem bending my left arm. There was no blood, and my scout shirt had long sleeves, so I could not see anything.

I remember banging my elbow trying to get my arm to bend. I started to panic and did not know what was wrong with it. I finally got up and went to see the adult leader.

Without trying to alarm me, his assistant took me to the side and then called home to let my folks know that there was a problem. I asked if everything was okay and they said my arm might be broken.

When we arrived at the hospital, we discovered that the way I had fallen caused my elbow to dislocate and tore some ligaments. It was twice the size of a regular elbow, which is why I could not bend it. They could not take the shirt off, so they cut it. Then everyone could see the inflammation and bruising.

In those days, they came to take blood right away. A nurse came to start that in the opposite arm. She put the needle in the syringe, found my vein and inserted the needle to draw the blood. It pricked a bit, but then I could feel a trickling down my arm. I knew there was a problem because when I looked down, the needle was in the arm,



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while blood was dripping and the syringe was in her hand. Another nurse got another syringe and tried to get to the needle. But the more they pushed the needle the more it went in my arm. The sense of panic was quickly rising with the nurses. They finally got it and no there were no further problems. However, to this day I HATE having to get a needle.

The doctor arrived shortly after this incident and said they needed to operate. After the surgery, my elbow was reset bent up with my wrist up by my chin, and bandaged around my neck to keep it close to my chest.

The doctor told my parents that it was not to move from that position, if I wanted any chance of movement with my arm. That statement rang in my parents' ears like the law, and I was not allowed to move at all. Thank goodness for that doctor and his strict orders. Today I have full motion, strength, and flexibility.

It is amazing how one decision to go wander off with a friend had such an impact on my life in so many ways.

How often in your life do you make a decision, not realizing the consequences that might come from it?

### **Newsflash!**

If you are someone who says "I am not making a decision", what you do not realize is by not doing anything you have made a decision. You have DECIDED to not do anything.

I have a belief that you are better off making a decision with 75% of the facts and moving to the next stage of your situation than holding back waiting for all the facts, BECAUSE when you are older, you will say "I wish I could have or I should have."

Here is the premise. It is about momentum. If you are looking to realize your Hopes, Wishes or Dreams, you need to decide a few things and take some action. If you made a decision with 75% of the facts, then another decision comes up and you make that one with 75% of the facts, and then another comes up, and then another. By the time you would have made 2 or 3 decisions, you would begin moving ahead towards what it is you want or need. The old thought process you had – which is wait for all the info and details and stars to be aligned and, and, and... would have you waiting for life to happen instead of grabbing it and running with it.

Remember this - small decisions should be made quick. Big decisions need to get out of your head and on to paper.

### **Make Big Decisions on Paper!**

We had a dilemma and needed to make a decision. Money was an issue for us as I was beginning to run low on funds. In 2004, when I started to create my TV show on youth hockey, I had a plan that assumed certain things would fall into place. I was naïve and gullible. I felt that eventually things would work and money would come in.

We could not produce more shows. We did not have enough money to pay for the production. We had an air time contract on the networks that needed to be filled. My wife and I talked and talked about it. Since I was funding the whole production, I didn't really talk about this part with my partner or team of people that were helping create this resource. The only thing I kept saying was we needed to make more shows or we have to call the network and cancel our time slot. I was scared and worried sick that I was going to lose everything because we had no more money. This was not a good feeling. I was in debt with the show and we were only two months in. I was working in isolation and solutions were grim and dim. Imagine taking a loan of \$200,000 and throwing it away, going to your bank and saying I will not be able to pay it back. The network had given us the timeslots and blocked other shows from being able to use it. I was in



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a bind. No money to make a show. Yet all this air time to fill. We decided to write down all the options.

Years earlier, I remember learning from Anthony Robbins, that when you have a big decision to make, make it on paper. So we wrote down all our options. We wrote the pros and cons of continuing the production. Then the pros and cons for stopping. We looked at it from all angles.

Then, we added one component to our thinking - our beliefs. After thinking about what was important to us, which was us and our word, we came up with a plan that bought us time and still gave us credibility with followers, suppliers, and ourselves.

We came up with the plan to re-air the initial shows we had created and aired. The show had launched in August, the start of a TV season, but it was pretty early for hockey season. This allowed us to have our shows that we knew did not get a high audience viewership, reach more people in October when hockey was more prominent. What we did not know once we came up with the idea, the network wanted something special to offer their viewership during a promotion time they wanted to run leading up to hockey season.

So to our delight, when we shared our idea with the network they loved it because it extended our time with them. And they had an initiative all around youth hockey, which had us be a part of their campaign. To give you an idea of the impact, our viewership went from 500,000 subscribers to approximately 5,000,000. We had found a solution by detailing what was the end result we ultimately wanted rather than forcing a situation of what we would settle for.

### **Turn Your Dreams into Reality**

Here is an exercise that will help you start this process and start shaping this Element. Go back to your list from Chapter 1.

- a) Write out a more comprehensive list with as many things as you can think of that you want on this list - be sure to give a couple of lines spacing between each one.
- b) Circle the ones that you would LOVE to make a reality.
- c) Answer this question for the ones circled - Why do you want them? *[What will it give you in your life? How do you see it playing out for you? Write down all the details.]*
- d) Below your answer, write down - *What do you need to do...Right Now... to move towards realizing it.*

## MY DREAM LIST

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



How did you do? Did you get stuck? Did you even do it?

Assuming you did do it, were you able to visualize yourself with already having experienced it? Think about how you felt inside. Did you feel different than before you started?

Most people say the only thing that changed was the feeling inside them.

Here is a big secret that will change your way of seeing you living life and all your experiences henceforth.

"You" will not change, no matter what you do. Internally your feelings are always there, they are like a program in a computer they open when you click on them.

Sure your hair, nails, muscle size, piercings, tattoos or whatever you do to your physical body will vary but every emotion you have does not. When you decide to call upon that emotion it will show up.

This means that no matter what you decide for yourself, the outcome will be there and you will be the same emotionally then as you are today emotionally.

Ok, till now you are probably thinking "I follow you, but now you lost me." You make decisions about what you want and you will get them, but the best part is you will feel the way you do today. Your feeling of excitement is your feeling of excitement. Your feeling of love is your feeling of love. Your feeling of content is your feeling of content. When you were younger, you had the same feeling of that word as you do today.

Don't believe me?





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Well think back to when you first rode a bicycle or when you drove a car for the first time if you can't think back far enough to riding the bike. Prior to accomplishing the feat of driving, did you ever have the feeling of excitement? Sure you did. Not the excitement of driving a car but the emotion of excitement. You couldn't stop smiling. You felt proud. You walked with a swagger. You have your own actions you do when you are excited, don't you? Maybe you haven't paid attention but you do.

So now think about driving for the first time. You knew you wanted to. You had the feeling of anticipation. You had a vision of what it would be like. It's up to you to actually accomplish the feat; you had not done it yet. Your beliefs were there, saying you can do this. You followed your gut and you decided to take the action. And up until you took action, the experience was in your mind of how it could be, not yet realized in the physical world. Then you did it. Maybe not perfect but you did do it. The outcome - you drove your car.

Did your feeling called "excitement" change? No, right? You felt excited. The accomplishment was for the first time, but the feeling of excitement was now taking over your body. Sadness wasn't there. That was stored in your memory banks till you need it.

You see when you want something in your life you must understand that your feelings will not change. If it is a new feeling for you, that just means you have not called upon yet. But if you were to try something new for the first time, the same feeling would arise "excitement, nervous, appreciation" or whatever you feel.

You do not change. You are made up of emotions inside. You have a full spectrum of them. You can consciously make a decision and call upon them as you want; to feel what you want when you want.

## Here's a Recap

### *Chapter 7 - ELEMENT 4: Decision Making - Power of Decisions*

- 1) It is not what you know that matters in life – it is what you do with what you know. Nothing happens until you make a decision.*
- 2) Even if you don't make a decision - you actually made a decision.*
- 3) Exercise: Turn your dreams into reality. Expand your list from Chapter 1. Circle the ones you would LOVE to realize. What will it give you in life to realize this? What do you need to do right now?*



## Chapter 8 - ELEMENT 5: Relationships - You Can't Go Life Alone

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"The meeting of two personalities is like the contact of two chemical substances: if there is any reaction, both are transformed."

Carl Jung

### **ELEMENT 5 - Relationships**

I like to think that inner and outer relationships actually complete us as human beings. In the most simplest form of 'completion', it takes a piece of a male and a piece of a female to produce another human being. Putting biology aside, we yearn for the need to be needed. And when we are needed, we have the inner feeling of completion in our lives.

### **What is a Relationship?**

This is a question that I have come to learn as the following: A relationship is about your thoughts and feelings about someone else, whether alive or dead.

Now up to the last couple of words I would guess that I had you, right?

Let me show you how that statement holds true.

Right now, I want you to think about your relationship with someone who is not in the same dwelling place as you are. Could be a parent, a relative, or even a friend.

What is that person like? How do they make you feel? (Think about what was said, what they wore, where were you the last time you were together.)



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Notice how you feel as you think about that person right now. Think about when you laugh together; how do you feel? When you talk about topics you like; how do you feel? When you talk about what they like; how do you feel?

Now, the next time that person is with you, make a mental note of how you feel when you are around them. Pay attention to your inner feelings as you are with them. Realize your thoughts about them and what they mean to you.

Let me share with you what will transpire. The same feeling you had when you were together and when you were not are the same.

Now think of someone you have lost (by lost, I mean have passed away).

Are they are around physically? No, but I would venture to guess that you have feelings for them. Some people even say they can feel their presence.

All of this to say that any relationship you have is living inside of you. You control all relationships. So, it is up to you to shape your relationships. Also, realize that by not shaping your relationships, you are in fact shaping them anyway. Remember Element #4: if you are not making a decision, you are still making a decision. So if you say, "I am not working on a particular relationship", you actually are shaping it.

Like a planted seed, you need to nurture it if you intend for it to bear fruit. Give it water, take out weeds, make sure it gets access to the sun. Give it time to grow. If you want a relationship to be of importance in your life, you must nurture it.

### **Love Yourself First**

How can you love someone else until you truly love yourself? Think about it. When you are feeling good about yourself, you are able to share that goodness with someone else. You must enjoy each and every piece of you: how you look, walk, talk, laugh, dress, undress and everything else about you.

When you do love yourself, so will others. And they will actually let you love them. It is a sense of respect that when you give of yourself, others will want a piece of it too. Love is contagious; it all stems from us needing to be needed.

You need to be gentle and kind with yourself. Over time, you will find that decisions you made when you were younger were not always the best ones... but if you look at them carefully, they were the best ones you made at the time – with all that you knew. It is not a bad thing that you decided what you did when you did... but by coming from a 'love yourself' frame of mind, you provide forgiveness to the younger you.

I want you to close your eyes and think back to a time when you mistreated someone. Maybe you said words you wish you could take back now. Get a picture of the situation and see yourself in that moment. As you see yourself in that moment, make a gesture of love and caring. It may be a hug or put your arm around your younger self. Acknowledge yourself for just being and just be thankful for giving yourself that experience in that moment. Since that time, you have lived with guilt because you knew after you said what you did, it was wrong or hurtful. Now it is time to forgive your younger you. Say out loud, "It is okay. It will be alright. You are forgiven."

This situation taught you something about how you should behave in the future. If nothing else, that experience gave you the wisdom to think twice before saying or acting like that again.



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## Share Your Life with People

It is what you bring to a relationship that matters. Most people think that it is the other person that owes them to make a relationship work. For example, couples often ask the each other, "what about my needs?" If you are in a caring relationship, then you will be more concerned about what it is you can do to help the other person. And it is with that attitude by both people – both will keep getting by giving to the other one.

For many of us, keeping things inside allows us to feel safe. Depending on the subject, you may be right. But I have found that all of us as humans need that connection with each other in order to feel more of a person. It has been said and proven that if a baby, at a very young age, is not touched, it will die. As we get older, loneliness is that same form of connection, but as an emotion.

Think of a great accomplishment you have had. Think of how you felt – how your self-worth was high; your confidence, your attitude about life was joyous. Now how did it feel when you shared it with someone or a group of people who cared about you. Was it amplified? Wasn't it a greater feeling and did it even linger longer?

We are meant to connect as human beings. Being able to share our lives is a basic fundamental component to our make up as people. There is an old saying that says "it takes Two to Tango."

Watch what happens the next time you share an accomplishment of significance you experienced with others. Make your statements share how it feels. You can even ask, "know what I mean?" You will discover that when you share your accomplishment, it will trigger something in their minds about something they've done in their life. And bingo, they will want to share with you and create a sense of connection. They want what you have in that moment. It will feel like sharing.

Simply, this is how we inspire each other in life. This is a vehicle that you can use that will amplify the quality of your life.

### **Intimate Relationship**

*Do you want to be right or be in love?* Ask yourself this every time you feel like you are in an “I am right, you are wrong” situation. How you are being at any given moment is in your control. If you are blaming others, then you are acting as a victim and giving over your power to the other person, leaving yourself feeling helpless.

Think of it this way, will the situation you are currently in matter two years from now? If the answer is no, let it go. If the answer is yes, then begin to bless. When I say bless, I mean send good thoughts to the other person – ask for clarification; ask for understanding. Begin to see the situation from their point of view. Love is always understanding. Being right is no more than you wanting to fight, hold your ground, think you will look good, put the other person down so you can be put up. Nothing good comes from a you-win, I-lose situation.

Consider relationships you have in your life as a means to help you reach levels of joy and happiness that alone you will not be able to achieve – whether they be relationships with a significant other, child, friend or even spiritual.

So what is *being in love vs. being right*?

It is knowing that the relationship you have with the other person is far more important than any one discussion about something that has you feeling to prove your point.

If your relationship means a lot to you, then you need to make sure it is not about you being right and it is about you being loving. Understanding and compassion drive people to want to work out





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differences. Being right only makes it more difficult and usually stacks up the bricks to create walls that can come between you. I heard Anthony Robbins say it best: "haven't you ever been in an argument that after awhile you forgot what you were arguing about, but you knew you had to win?" The best thing to do is to ask yourself next time this come up – will it matter two years from now? How will this affect my life then? Is it possible that the person you are arguing with simply does not see the situation the way you do? Is it possible that they ever will?

Do you want to know that they love you or think that you are right? One of these will give you fulfillment for the long term – the other will be for the short term.

### **"It is Your *Relationship* with God that Matters"**

Yes, I am going there. It is the big white elephant in the room and no one likes to talk about it. That is right: God, Allah, or whatever you consider to be the almighty power in your life.

Do you agree you have beliefs for things in life?

Religion is a big topic and one that stirs up many emotions in people when it is brought up. Some say, "I believe in God." Some say, "I don't." Others believe in some other form of a spiritual creator.

Your belief in the context of this Element called Relationships does not matter what religion you are or what you believe. I am not talking about living a religious life ... this is about a relationship with that entity beyond our mortal comprehension.

Have you ever just sat quietly and shut your eyes? Some refer to it as praying or meditation. This is you connecting with a type of spiritual force. Most people feel loved or a sense of belonging and value when they connect with that force. It does not matter what you call that spiritual energy.

How you are in that relationship is what matters most.

Ask yourself - do I come to this relationship selfishly? Do I only look to get? Or do I come humbled and respectful of its almighty power? If you don't have any belief at all and feel you are the creator of all, that you are the one who makes your life as is, where do you get that belief?

And when you are in difficult times, do you talk to yourself for some direction? If so, then consider that relationship.

You see there does not have to be a physical being to have a relationship. Relating is in you. It is comprised of your thoughts, your beliefs, your values and all that is important to you. How you relate, what you relate to, where, why, and when is all governed by your relating ability.

### **What You Can Do to Mend a Relationship**

If you are in a situation that has you thinking, "But my relationship is broken. There is no way I can have a relationship with that person," then understand that there is a relationship going on.

It may not be the way you like it, but there is a relationship. It's just with no communication. There is anger, hurt, frustration or maybe worse, neutrality, where there is no feeling at all.

We have a built-in mechanism. Something that is deep rooted in us. That over time allows us to use our ability to forgive. We may not forget - but we can forgive.

Consider someone taking responsibility for an act, understanding the situation from "the other side of the fence", and apologizing, knowing what they did was wrong. There is often a forgiveness or acceptance of apology from the person who was wronged. There is



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also the possibility the person may never accept the apology and forgiveness is not shown. That is when time is needed to give the other person the space to digest your realization of wrong doing.

If you have a relationship like that where you have wronged someone, then I suggest you take action by apologizing, accepting the responsibility, and acknowledging their emotional pain.

This will begin the healing process in you. It will allow you to clear the mess and let you move forward. You cannot control how they will react only how you feel and think and act.

You will quickly understand that not all relationships and encounters with people are favorable or require you to dwell on.

This is an Element that you can shape. Having relationships are part of what makes us human beings. What you bring to a relationship is what makes up the relationship.

### **3 Ways to Shape Relationships**

*1) It is not what you say but how you say it, that matters*

I was giving a presentation not too long ago to a group of entrepreneurs and high achievers. I was talking about this very subject. Now you would think that people of this mindset would be fully aware and have a habit of doing so. However, we are all humans and along with the choice of words we use, are two key attributes of our capabilities to speak - volume and tone.

*Volume - the level of sound of your voice (example - whispering , yelling)*

*Tone - the quality of your voice. (example - nervous, relaxed, abrupt)*

The specific subject I was discussing with these high achievers was affirmations. The quote I had on the screen said,

*"Affirmations are short and powerful statements. They become the thoughts that create your reality."*

If you were to say, "I love you" to your spouse in a monotone voice, with no passion or excitement of any kind, do you think that they would feel any interest from you or that you truly mean it?

Then I said, "If you slow down your words, lower your voice and speak softly, you will engage their emotions and their beliefs in what you say will go up tenfold."

Want to improve your love relationship? Be mindful that it is not what you say, but how you say it that matters.

*2) What kinds of questions are you asking?*

In 1998, I presented to a group of astute consultants that I was working with. The topic was all about asking questions. At a very young age I learned there were two types of questions: ones that give a 'yes' or 'no' answer, known as "close ended questions" and ones that inspire a longer, thought-out answer or dialogue starter, known as "open ended questions."

If you would like to make friends and you really want to get to know someone, then you need to master the art of questioning. Yes, the art of questioning.

What do you think of when you see or hear the word *art*?

Do you see colours?

Do you see shapes?

Do you see depth?

*Art* is defined by Merriam-Webster as: "Something that is created with imagination and skill and that is beautiful or that expresses important ideas or feelings."

When you ask a question, you are in search of something so that you can discover, learn or attain something. Or, as my wife would say, you may want to deflect a conversation and answer a question with a



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question, still a way to create something that you want. Know what I mean?

Either way, by asking a question, you gain some sort of new information, so there is a creation that takes place. In other words, something that was not there before is now present in your mind.

So, if you want to make something beautiful to you, that is, to have a beautiful relationship with someone, you need to skillfully ask questions that will create that relationship.

Imagine for a moment being in a conversation with someone and it was solely close ended questions. You and the other person would only answer with 'yes' or 'no'. I would venture to guess that after a while this would end with no real connection; no relating between people.

If you want to have amazing relationship, you skillfully must ask a variety of questions inter-woven with your comments. If you are looking to connect with someone, remember this rule of humans... we all like to talk about what is most important to us.

Here is an example of starting a conversation with someone you just met and all the niceties (my name is, your name is, I do this, you do that, etc.) are done,

- *"What would you say is your biggest achievement?"*

With a question like this, the person you would like to talk to cannot answer 'yes' or 'no', so they need to come up with a longer, thought out answer, thus creating a dialogue. More importantly, your question focuses on them and they take a shining to you because you are interested in them.

After they answer, you can have a follow up question, if you find that they are not totally engaged with talking.

- *"Why is that?"*

Again, this is not a close ended question and it furthers the dialogue. It also has you go deeper in their background. You will start to learn what makes them tick. They will open up to you if they feel you genuinely care. Above all, this will have them start to feel a connection towards you.

You now will turn the questioning into a dialogue that will have this person trust you and want to share.

- *"Tell me, how did you do that?"*

This can be a variety of questions depending on what was said. You could also say, *"Tell, me how you overcame those obstacles,"* or *"Tell me what kept you going?"* Most of us love talking about what we achieved or did well at, so it will be easy to have this conversation.

*3) If you have nothing nice to say, then don't say it all.*

That includes what you say to yourself. Most of what I have been referring to has been your conversations with others, but self talk is one of the most powerful conversations you can have. By now you understand the power of your Mind's Eye 'Element 2'. Anything you can see you in your mind you can create in your physical world. Now you are going to add a conversation (choice of words to yourself), which will stir up emotions and you will become totally connected with your thought. In fact, you will live what you are thinking, if you put enough focus and emotion into it.

### **You Get More with Sugar than You do with Salt**

My grandma always said be diplomatic when you speak with people. Don't show your emotions (especially when you get aggravated with someone you are talking to). She meant to be kind, listen, care, share, and respectful. The way you handle yourself is indicative of how people will deal with you.



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My grandma use to tell me to speak nicely. You must mind your tongue. You don't know when you will need this person in the future or who they may know that you will need in your life.

When dealing with people, she always felt that a kind gesture, or a simple smile often gained you more than a response. It gained you respect and worthiness from another. You get more with honey or sugar than you do with salt and vinegar.

## Here's a Recap

### *Chapter 8 - ELEMENT 5: Relationships - You Can't Go Life Alone*

- 1) A relationship is your thoughts and feelings in you, about someone else.*
- 2) 3 Ways to shape a relationship*
  - i) it is not what you say, but how you say it that matters*
  - ii) What kinds of questions are you asking?*
  - iii) If you have nothing nice to say, then don't say it all.*
- 3) You get more with sugar than you do with salt*





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## Chapter 9 - ELEMENT 6: Giving - Receiving Starts with Giving

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“Give freely to the world these gifts of love and compassion. Do not concern yourself with how much you receive in return, just know in your heart it will be returned.” **Steve Maraboli**

### **Element 6: Giving**

When you give, you actually are telling the universe you have enough; you are abundant. And, if you are abundant, then you need to continue to receive, so you can continue to give. This is the cycle. You have enough, so you give. You receive, so you have enough. You have enough so you can give. This is ...

### **The Law of Reciprocity**

I define this law as: Reciprocating, is a mutual dependence on and a result that influences another being or force.

This means when you give there is an actual law of nature that kicks in. Whether you give in terms of money, or time, or resources to someone or something, you are governed by a law. Just like when you throw a baseball in the air, it goes up, stops for a moment, and then comes down, because the law of gravity kicks in.

Think of the Law of Reciprocity like filling a void. Take an empty glass. Pour water into the glass. The glass is full of water right? But what happened to the air in the glass? It left that space in the glass so the water could take its place.

I spoke earlier about Stimulus response. For every action there is a reaction. Think of Yin and Yang. In absence of light, there is dark-

ness. When you inhale, oxygen comes out of the air and fills your lungs. When you exhale, there is carbon dioxide that comes out of your lungs. Plants perform photosynthesis, in which they take in carbon dioxide and give off oxygen. What a compliment we live with plants.

Now, think of how our mind works. When we hear a question asked, our minds go searching for an answer. It's like a reflex reaction of a nerve on a muscle. If you take a small hammer and tap the knee just right, while the knee is bent, the foot will kick up. Hence the "knee-jerk" reaction phrase. Even if you're not consciously aware of the answer to a question, your subconscious will work on it in the background, until it comes up with an answer. The Law of Reciprocity works the same way when you give. There is something that will come to you for your giving.

### **Give to Yourself**

The act of giving in and of itself is you loving yourself. Giving is a selfless act. It is how we actually fulfill ourselves while not thinking about our own needs and wants. When you take time to use your energy and make an effort to give to someone else, AND you do it with all your heart (and not reluctantly or expecting to get something in return), the reward from this act is one that warms your heart and your soul, not to mention how you have impacted the life of another person. This is how you get to feel what it is to love yourself.

It works like this: You give. Your giving is translated into a gift. The recipient receives the gift. Your gift stirs up an emotion in the recipient. The emotion is usually a feeling of appreciation. The appreciation sparks a feeling or thought to give a gift called 'Thank You.' When you allow this to come to you – you give to yourself a loving feeling.



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## **Listen to Music**

Want to know how can you give to yourself immediately? Have you ever heard of thing called music? I am sure you have, and I even more sure that there is one song (or more) that once you hear it, you need to dance and sing and feel elated.

That is the act of you giving to yourself. It is the secret to know you are alive from the inside out. Your most inner self wants to have that physical euphoric experience and you gave it that gift. There is a saying that says "dance like no one is watching and sing like no one is listening." When you do, you allow your soul to become more in line with your physical being and that is the physical you giving to the inner you.

Imagine for a moment you are bored or feeling kind of blah with no real incentive to do anything. But just then, you decide to put on a song you like. As it starts, your foot starts moving on its own, you hum the tune or sing softly the words. You recall this music from an important time in your life. You begin to think differently. You start saying different words to yourself. You feel different.

That is it! That was you giving to the inner you.

When you need to be rejuvenated, nothing works faster than a great piece of music. Now on the flipside, we all have music that can bring a tear to our eye or have us feel soft hearted. It might be a musical, a score from a movie, or a song from a time in your life when you were with someone who is now gone. Whatever those songs are, you need to know them - because they can affect your emotions, your thoughts and your words. Be consciously aware of what you allow to go inside you. Giving is a pure, loving element.

Music is a very strong trigger that will affect you.

So, in case you need a little inspiration, here are some tunes that work for me... *Time of my Life*, by BILL MEDLEY & JENNIFER WARNES; *The Way we Were* – BARBRA STREISAND; *Wind Beneath my Wings* – BETTE MIDLER; *My Way* – ELVIS PRESLEY or FRANK SINATRA.

When I hear them, whatever state of mind I am in changes to one of joy and appreciation. I have a new feeling coming over me. My thoughts begin to change and the words I say to myself change. Then I am more aligned with the real me.

Whatever the music, be intentional; choose that which has you feel fulfilled inside. It will be one of the best gifts you can give yourself.

### **Become a Mentor**

Whoa! Be a what? You are probably thinking, “I do not have any special training for that.” Guess what? If you help someone achieve what they are going after, then you had just mentored them. Ever wonder why an athlete has a coach?

I have often wondered, *how does someone standing over you, or near you or around you help you do what you want to do?*

Over the last 30 years I have come to this answer,

### **We Will Do More for Others Than We Will for Ourselves**

Think about it. A neighbor is moving in and you happen to see them. You notice that they are carrying something, but are struggling. Don't you get the urge to want to help? Or how about this? It is winter, and you are walking down a street and someone is stuck trying to get out of a parking spot. Do you not go over to see if you can help them? Ok, so you live in the hot parts of the world and have no idea what snow is. How about an elderly person dropping something and you happen to be near them? Do you not pick it up for them? Of course you do. We will always do more for others.



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Sport is the best form of mentoring in action. Sports in its simplest form require individuals to learn a skill, to use this skill in a situation, in a specific environment, to go after a certain result or outcome. Left alone to compete, the athlete would probably do okay, but most likely come to a point of stopping just before a goal is attained, or maybe stop all together, or be out done by an opponent who has a coach.

You might be thinking, "But why would an athlete who loves the sport and does it all the time, not do as well as an athlete who has someone pushing them?" Well it is quite simple. Imagine you're that athlete. You take this skill you know and you apply it in a competitive environment. During the moment of performing, your mind kicks in. There is a little voice in your head that begins to talk to you... it questions your ability; it begins to bring up times when you could not execute using that skill. In essence, it sheds doubt on your mind and has you lose concentration and focus. You may or may not be able to push your way through to the desired outcome and in that moment, you may be defeated by a competitor.

But having a coach changes everything. He or she knows how committed you are to accomplishing that goal. They have a broader view of the situation you are in. They can see how you are progressing. They will provide you feedback. You will do what they ask... because you want to please them more than you want to do something for you.

Let me share this example. When I was living in Scottsdale, Arizona, I was walking by the tennis courts on one of my daily walks. I happened to hear a coach as he was talking to his tennis pupil. The coach was hitting a ball to his student across the net to her side of the court. The player's job was to hit the ball with her backhand. She was fine for 4 or 5 hits, then for a couple hits in a row was out of position with her racquet. The coach immediately calls out to his student and

demonstrates what her body positioning should look like. She nods knowing what she should be doing.

She simply lost focus. The coach's job was to remind the student of proper skill execution. A simple reminder. He knows she is committed and that she wants to improve. His job is to help her reach her goal.

As a coach, I learned this valuable lesson, because transitioning from an athlete to coach takes time to improve. After playing hockey and being the athlete for so long in my life, I had come into the coaching position with the attitude as an athlete that an outcome had to be my way. What took me years to perfect, and I did not realize right away in my early coaching years, was sports was about the athlete achieving their goals. They were the ones with the aspirations. My role was to merely guide them with teaching methods so their skill could be executed at the crucial moment during a competition.

A mentor is like a coach. Someone you admire or look up to, who knows where you want to go and most likely done what you want. Someone who knows you are committed and wants you to be able to achieve what it is you are going after. A mentor's job is to help you stay focused on your target, not theirs.

When you were growing up, was there someone you looked up to? Someone you thought to yourself who would be the ideal person for you to emulate? For me it was super heroes. You guessed it, guys like Robin Hood, Batman, Superman, and Spiderman. They all did good. They also did it incognito, hidden behind a mask. I wanted to do the same (just without the mask).

I wanted to help other people. Helping others was a way of me giving.



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Still not sure you can be a mentor? Real life mentoring includes helping a young child tie their shoe, complete a puzzle or help them understand a new concept from their homework.

It takes kindness, courage, and confidence to know that you can make a difference in someone's life. Most of us are so worried about looking good, or what others think of us, that we forget those we are trying to impress are having struggles of their own. How great do you feel when you are trying to get something done and someone comes along and says – if you need help I am here? Just knowing you can reach out to them sometimes is enough to help you. When you help someone else, you actually help yourself in ways you never thought possible.

### **Life is the Meaning YOU Give it**

I heard a great story that describes this subject. There was a dog and he had only three legs. One day, he was going out for his walk with his master. They arrived at the park and the master let the dog run. He threw a Frisbee and the dog chased and brought it back. Across the park were other dogs looking with their masters at this interesting phenomenon. Except you know what they were not doing? Saying, 'awe poor dog; look at him – he only has three legs.' Do you know why? Because a dog does not use words. A dog does not have language like we know as humans. Sure they understand commands, but they are more focused on tone and volume of voice and hand gestures rather than actual words. What we do as humans is we link meaning to words. We use language, and as such, are able to associate our feelings to our words. Our whole is based on the meaning we give the words we use.

There is a great self development program that you should consider signing up for – Landmark Education. They have a weekend seminar that sheds the light on the meaning life has to you.

Let me give you an example. Up till now, you have been reading what I have written. You are reading characters put in a certain order and you in your brain, are trying to make sense of what these characters mean AND how they may be relevant for your life.

If I wrote the following:

*"You have lovely green macaroni hair. I am so in awe with how it reflects off your pink skin. Tomorrow your thoughts of today will be so inclusive of my world for your world. Together you can behave with a new energy living in the city."*

You probably would not understand what I had written. And this would be because they would not mean anything to you other than these words are useless or stupid.

But what if I wrote,

*"Thank you. Thank you. Thank you. You are giving me an amazing gift. You have taken the time to bring the words on this page to life. You have made a difference for someone in your life...namely me!"*

*I know you had a choice to do a number of things - and you chose to be in the moment with my words reading this book. You are special to me - even though I cannot see you, I know that you have feelings and thoughts and desires for yourself. I know you have people who respect you and admire you. And yet here you are. You are truly a wonderful loving person. I am so grateful for you!"*

I would guess that these words had some impact on you. You probably had a feeling of pride come over you and a sense of appreciation, that you made a difference.

You see in both instances I wrote characters together and made sentences. But you gave meaning to what was written. The meaning you give words is in your control. The gift is in the giving! Give meaning where you want, when you want, and to whom you want.





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## Giving is Exponential

My wife told me about a seminar she went to where the people in the room were given a candle and with this candle they were going to see the power of coming together for a greater cause.

When I heard this, I decided to use it in with one of my speeches to my hockey team. I gave each of the players a candle and I turned off the lights. I lit each candle individually while it was in the hands of the players. In fact, to give it more impact - I lit only one candle, and asked each player to light the next candle beside him. And we all saw how individually the room brightened up one by one

I reminded the players that with only one candle lit, we could light so many other people's candles. The analogy showed them that, one person at a time, we can make changes to the many.

Now for the big moment. I wanted to demonstrate that the sum of the whole was greater than the sum of its parts individually.

I had the players bring all the burning wicks together and create one flame. At that moment, when our candles came together, the brightness from the lit wicks actually made the room brighter by forming one flame, than when they were all lit individually around the room.

This was the point – to show them that coming together made more of a difference than working alone. The old adage of 'there is strength in numbers' was put on centre stage for all to see.

I encourage you to take charge and work the same power. Lift someone's spirit, and work in harmony together with a group. The results of the group will outweigh and have more power than the collected efforts of the individuals separately.

Here's a Recap

*Chapter 9 - ELEMENT 6: Giving - Receiving Starts with Giving*

- 1) Giving is connected to receiving*
- 2) We Will Do More for Others Than We Will for Ourselves. That is why coaches and mentors work.*
- 3) Life is the meaning you give it - Thank you for your time and interest in this book. I am grateful.*



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## Chapter 10 - ELEMENT 7: Laughter - Don't Take Things Seriously

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"A day without laughter is a day wasted."

Charlie Chaplin

### ELEMENT 7: LAUGHTER

I am no doctor. I will not make statements like the ones found in medical articles, journals and websites such as:

"According to Alexander Lowen, the father of bioenergetic psychotherapy, uncontrolled laughter creates convulsive reactions which free up muscular tension within the body, and charge and mobilize the voice and breathing." Source: <http://www.ncbi.nlm.nih.gov/>

Or

"The physical act of laughing has shown greater measurable physiological benefits in clinical studies. Studies have shown that intense laughter can cause heart and respiratory rates to rise, as well as increased respiratory depth and oxygen consumption."

Or

"Laughter also positively affects hormones. By increasing endorphins, hormones which assuage the sympathetic nervous system, laughter facilitates a state of peace in the body. It also raises DHEA (dehydroepiandrosterone) levels." Source: <http://www.heartmdinstitute.com/health-topics/stress-relief2/89-healing-power-laughter>

All I know is a good laugh will work that stomach of yours, make your cheeks ache and relax you all over.



© Eddydegroot | Dreamstime.com - A-Maze-Ing Laughter Photo

**The A-Maze-Ing Laughter statues by Chinese artist Yue Minjun at English Bay, Vancouver, BC.**

### **Laughter is Contagious**

Have you ever noticed how a smile is contagious? Try walking down the street one day and look at people you pass who are straight faced or focused ... just put a smile on your face and watch how they respond. Like Pavlov's dog, it just is hard for them not to smile back.

Now consider a laugh.

When my daughter was 10 years old, she had a friend come over for a sleep over. They decided to do what children do best – play games from the imagination. No rules, no adults; just some ridiculous thought out game. As my daughter put it, we wanted to see how long we could laugh for.

The two of them were down the hall from home office where I was sitting with the door shut. I heard muffled chuckles through the door. Then after about 10 minutes of this chuckling – yes, 10 minutes – I stopped what I was doing and began to smile. I just sat and listened. Then as their chuckles grew into laughter, I started to chuckle.



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I got up from my office chair and went over to them. I just looked at the two of them. As their laugh grew, so did mine. I could not stop. Before I knew it, I was laughing at them and had no idea why. This went on for 30 minutes and for no other reason than just to laugh.

When all was done, I felt a sense of relaxation. What a stress reliever. This was certainly worth doing everyday... laugh for no reason, but because I can.

### **When Should You Laugh?**

You know you are in a new millennium when you can research in seconds something that we do naturally and find that there is a laughter yoga practice; and there are wiki steps on laughter. Can you believe it? There are actual step by step processes on how to get us to smile and laugh. Since when do we need to take a course or be a part of group in order to do what is naturally in us?

In 2011, there was an article in *Psychology Today* that said children laugh 300 times a day as opposed to an average 40 year old only laughing 4 times a day. That is scary!

I decided to be more inquisitive with this and realized that I did not laugh that often either. "Oh no! What is wrong with me?" I thought. My daughter is a teenager and when she has friends over it is not long before I hear them laughing. In some instances, I am curious to know what is so funny and there is a pause or the famous "nothing." The best part of listening to them laugh is I start smiling.

Laughter is a physiological benefit for all of us - no matter where we live and no matter what language we speak. There is a great exercise I experienced listening to *Personal Power* by Anthony Robbins. He said, "stand up and put a big silly grin on your face." Then he said, "try and get depressed while holding that pose." I was not allowed to take the grin off my face while trying to change my mood of silly I was feeling to get bummed out. It was impossible. My body was

hard wired with my emotion. If I wanted to have positive feelings, I need to have my body move in a certain manner. The opposite was true as well: if I am not feeling very positive, my body is probably moving in a certain manner.

When I think about turning my dreams into reality, I get overwhelmed with amazing positive feelings. I experience a higher level of energy and it feels good in my body. I am not all bummed out or get all depressed - because that image or thought does not stir up uninspiring emotions in my life. So, by me thinking that I have realized my dreams, I actually have stepped into a possible future for myself. Here is an observation that I had by thinking about the future: I will be like I am today with my laugh. No matter how old I am, my laugh is my laugh is my laugh.

That is such an amazing thought. In fact, it is powerful. If I want something in my life, all I have to do is think about it. Laugh and generate the positive emotions. Add some power words like, "Thank you. I am so grateful for \_\_\_\_." Because when I do live in the future, I will be the person with the laugh of today.

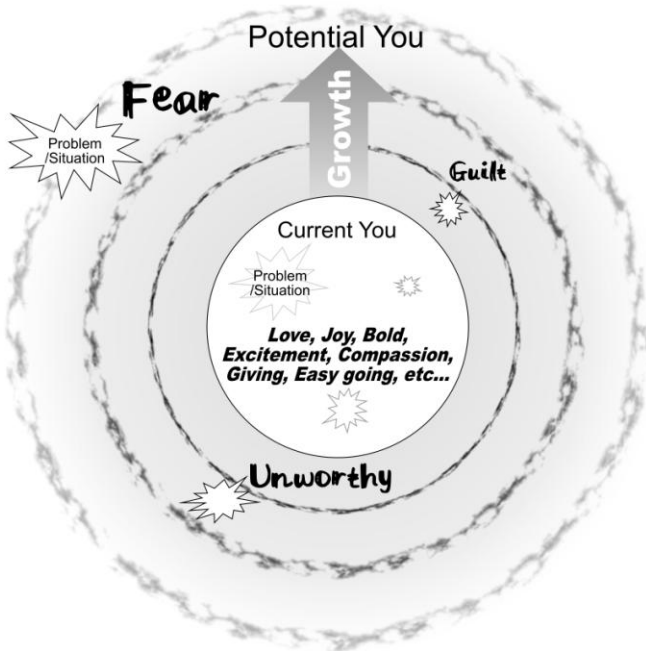
So what are you waiting for?

### **Laugh Now!**

Has this ever happened to you? A certain event occurs in your life that, at the time, makes you so annoyed, or maybe you feel so hurt you cry for hours, or worse, days. Yet some years later, when you look back on it, you immediately begin to laugh. In fact, you can't figure out why you were so upset at that moment. Upon reflection, it was either such a ridiculous incident that you can't imagine how anyone would act the way you did. The moment you are able to do that, you have reached a new level in your life. You have grown... or said another way, you have expanded your circle.



I created the following diagram to illustrate our growth. It describes



the comfort zone in us where our positive feelings reside. The solid lined around the white-filled circle represents the current you. When a problem or situation comes up (symbolized by the bursts) within your comfort zone, all your feelings of joy, excitement, compassion, easy going can handle it. You usually find that it was nothing or like my wife says, effortless. You do what is necessary to solve the problem and then move on.

However, when a problem or situation arises that is outside of your comfort zone, then the not so empowering feelings surface. The ones like fear, guilt or unworthiness. Often that is when you tell yourself you can't solve that problem. Or worse, you convince yourself it is just not possible.

But here is the truth. If you can be open minded and remove your meaning to a situation, that is when your growth happens. That is

when you handle the problem or situation and you start to live as the potential you. This is what I call Convergence, the theme of one of my programs that has the current you meeting the potential you. It is euphoric, but I digress.

Think for a moment about what happens in the months of March and April of any given year. People start to think about doing their taxes. They know they need doing, yet they put them off, until finally, they get them done. And miraculously for most, they wonder "why did I put them off?; it wasn't so bad." That is growth!

The problem or situation then becomes part of your circle of comfort, so you won't have those same feelings (fear, guilt, unworthiness) get attached to that situation or problem. Thus beginning to realize your dreams.

Before we go on, let me take a moment to review the 8 Essential Elements so you can see how they are dependent on each other:

1. Belief - what guides you. The foundation for where you go internally to live in the external world.
2. Mind's Eye - what you see as how things should be, must be, and could be for yourself. Notice I did not say, *will be!*
3. Intuition - your inner self that is guided beyond our human comprehension. When listened to, makes life seem magical for you. When disregarded, it has you upset with yourself for not following it. There is not many things that are worse than you not listening to your gut!
4. Decision making - the point of no return for you. This is a state of mind where you draw the line and will not look at any other options and are ready to take the appropriate action. Just to be clear, sometimes taking no action is your decision.
5. Relationships - your connection power to life.





6. Giving - The purest action you can take as a human being. It stems from love and has so much more benefit that a gift for the recipient... like transforming the one who gave.
7. Laughter - a physical attribute to human beings. That when called upon bring you to a place of love, your most powerful feeling.

Referring to the diagram about growing and handling a problem/situation differently, let me share this story about my break-ups.

As far back as I can remember, I have had a girlfriend in my life. When I get into a discussion about things that happened in the past, my wife laughs and says, "What girlfriend was that?"

From the early age of 9 when I experienced true love with 'Kelly' to dating my wife in 1997, I had usually been the one on the crappy side of being dumped. It never felt good and I often would be bummed out for weeks, and in some cases, months.

Except for this one time. There was a woman who I had been seeing for many months. She and I were pretty connected, so I thought and felt. Then one day, she called me up and said we were through. Now, think of this for a moment: the person you are in love with says to you "it's over!" and as I said earlier, I had been down this road before. So, you would think that the most likely thing I was going to do was go down the crying river. But not this time!

What I did not tell you was this relationship was a long distance one. I was living in Toronto and she was in Montreal, which is a 5 hour drive. We would see each other when I came into Montreal, usually twice a month, or when she would come to Toronto once every other month.

This one weekend I was in Montreal and was getting ready to drive back to Toronto. I was waiting at her place while she was out. It was

about noon. She had said she was going to be there soon, so I waited. I waited and waited and waited. Now it was about dinner time and I was getting worried. (I am also the kind of person that will wait around for people)

Let me explain,

I remember being 18 and became friends with a pro baseball player. He was in town and would say "let's meet up after the game." I would wait about 4 hours so we could hang out about 15 minutes.

Back to my last break up... I was waiting around and dinner had come and gone. She was nowhere to be found. So, I decided to leave. And just as I do the phone rings. It was her and she says, "we are done."

Now I have a 5 hour drive ahead of me. It is into the evening so I am figuring I will get in about 2 in the morning. I am hurt and sad and angry and just swirling around with emotions. At that moment, I remember something I learned about mental visualization. I could see in my Mind's Eye whatever I want. I didn't have to have these crappy feelings. In fact, when I look ahead 10 or even 5 years later, I will probably laugh at the situation. I will not have had all the feelings I was feeling.

I needed to be focused and awake for the drive. I did not like the feelings that were being stirred up from being dumped yet again, so I just began to visualize my now ex-girlfriend as Minnie Mouse with her ears, her nose, and her big red and white polka dot dress. Even hearing her high pitched voice saying "We're done." I started to laugh. I put on some great rock music (don't remember the song), that had a great drum beat and guitar sounds. I was feeling great. I drove and, like the song said, I drove all night long. I was pumped when I got home and to this day, nearly 20 years later, it puts a smile on my face to think about being dumped for the last time. All because I thought, "why not laugh now?"



What about you? Are you in the mood for a laugh?

Here are some fun jokes to help get you going with that cute laugh of yours...

- Want to hear a Potassium joke? K

\*\*\*\*

- Golfer: "Do you think my game is improving?"  
Caddy: "Yes sir, you miss the ball much closer now."

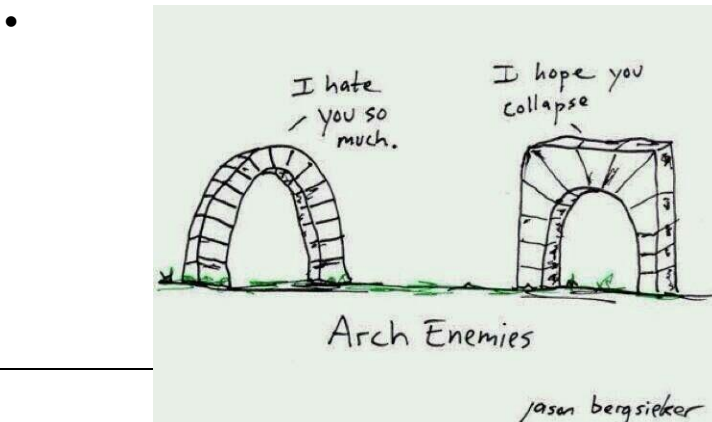
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\*\*\*\*

- What did the digital clock say to the grandfather clock? "Look grandpa, no hands!"

\*\*\*\*



- Boy: Our principal is so dumb!  
Girl: Do you know who I am?  
Boy: No? Should I?  
Girl: I am the principal's daughter.  
Boy: Well, do you know who I am?  
Girl: No.  
Boy: Good! (runs away)  
\*\*\*\*
- A woman has twins, and gives them up for adoption. One of them goes to a family in Egypt and is named 'Amal.' The other goes to a family in Spain, they name him Juan'. Years later; Juan sends a picture of himself to his mother. Upon receiving the picture, she tells her husband that she wished she also had a picture of Amal. Her husband responds, "They are twins. If you've seen Juan, you've seen Amal."  
\*\*\*\*
- Met this girl on a dating site and I don't know what it is but, we just clicked.

Laugh, it is in you to give!



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## Here's a Recap

### *Chapter 10 - ELEMENT 7: Laughter - Don't Take Things Seriously*

- 1) A good laugh will make you feel better.*
- 2) Laughter is contagious*
- 3) I'll be back in five minutes... if not, then read this point again.*





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## Chapter 11 - ELEMENT 8: Learning - Knowledge is ONLY the Data

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"Learning is a treasure that will  
follow its owner everywhere."

**Chinese Proverb**

### **ELEMENT 8 - LEARNING**

Merriam Webster dictionary defines Learning as: the activity or process of gaining knowledge by studying or experiencing something.

From a scientific perspective, and not to be too technical, the concept of learning is merely activation in the brain by neurons connecting and making connections based on what the body has experienced. This is then stored as knowledge (data) that we can call upon in the future over and over (memory).

So when you experience something in your world, such as when you hear or see something, your brain goes to work and thinks what does this mean? You then put a definition to this experience and store it. This is learning taking place and why I call it an Element.

Here is a concept that I want you to consider: learning as we know it only takes place while we are in physical form. If you were only in spirit form, there would be no learning taking place. Think of someone who has died. They are now out of body. They do not learn any more. Or do they?

Let's take Benjamin Franklin for example. He is in spirit form... regardless of what your beliefs are, he does not possess a physical body, right? Do you think he is now 200+ years old? Well, you may say that 'yes' his physical body is, but his spirit is gone, the one thing

that made Ben Franklin, Ben Franklin. My point is his spiritual form leaves the body and does not continue to do any learning. Learning happens while we are living in human form.

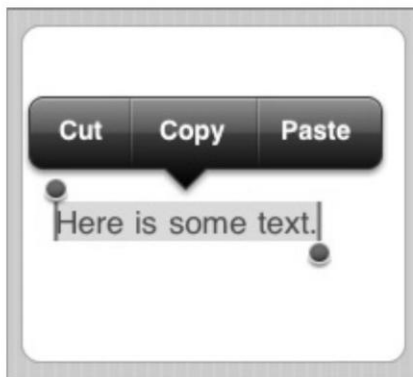
So, when we learn something, where does all this information actually get held? It is important I take just a moment here and give you some scientific background to the study of learning and how your mind works.

### Memory

What is memory? Like a computer, there are two key components in you that make up your memory:

- Short term memory (STM)
- Long term memory (LTM)

A computer's random access memory (RAM) is its short term memory (STM). This is where files are stored temporarily, like when you cut and paste from one place to another.







A computer's read only memory (ROM) is its long term memory (LTM). This is where you would click on an icon like these to save a file to work on later. When you power down your device, the file will be saved and be there when you come back to rework on it.

In your brain, your memory has 2 functions as well.

- STM - for temporary storage, and
- LTM - for long term storage.

In your STM you will usually forget things within approximately 30 seconds. The average human can retain between 5 and 9 chunks of data at a time. *source: "The Magical Number Seven, Plus or Minus Two: Some Limits on Our Capacity for Processing Information" Miller, 1956.*

An example of this for me would be something like this: I look a telephone number on my computer screen in my living room, get up from my desk, walk to the kitchen (about 25 feet away) where the house phone is and then recall the number to dial. Here is the funny part and what I have been guilty of - by the time I get up from one room and go to the other to dial the number I had just looked at on the computer screen, I have forgotten the number. You might say that I had a RAM failure moment.

LTM on the other hand lasts. It is best defined from Jeffrey Cantor's book, *Delivering Instruction to Adult Learners* as, "Information which is to be remembered or recalled repeatedly." Like the ROM memory on your computer you can recall those memories over and over and over. Such examples are the of addition  $7 + 9$ , or the first US President, or a word that rhymes with two. These are known as mnemonic devices.

STM and LTM are merely storage tanks. They only hold information for you. How you store them in there is the learning process. As Jeffrey Cantor continued with is definition of LTM, "...is transformed

by a process called semantic encoding. This way the info becomes more meaningful and takes the form of language."

So, regardless of what language you speak, this process allows you to easily get the information when called upon. The information is stored in LTM and then brought to STM as needed. Or better stated, slow storage, fast retrieval. The examples I provide above, had your brain go get the information you had in your LTM, and bring it to your STM. You know about the addition principle (LTM stored info). You know who the 1st US President is. And you know what rhyming is and even have some words stored.

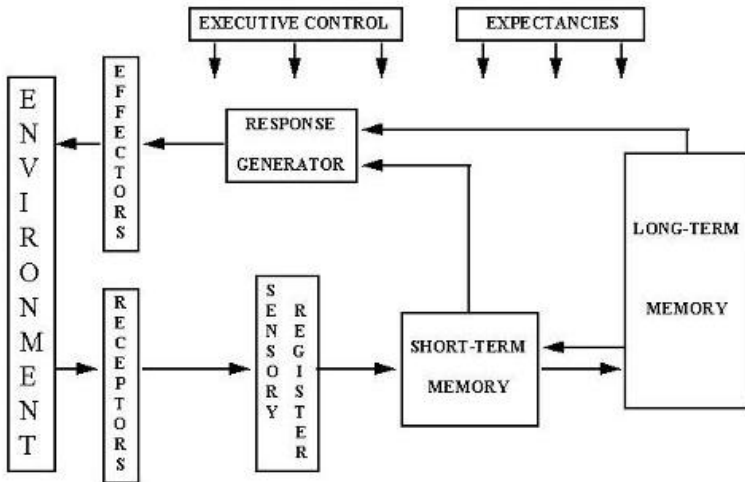
Your brain has its own way of helping you remember things. It stores items very systematically. In some cases, all you need is the first letter of a word; in other cases, it is a rhyme or a musical song. Here is an example of word association by a visual aspect... What is the painting Leonardo DaVinci did with a smile? If you are like most people then you immediately went into your LTM and brought the words Mona Lisa to your STM.

### Ways We Learn

Robert Gagne (1916–2002) was an educational psychologist who pioneered the science of instruction in the 1940s. His book, *The Conditions of Learning*, first published in 1965, identified the mental conditions that are necessary for effective learning: External Controls and Expectancies.

These control the flow of how information gets digested in to your brain (storage and retrieval).

- Expectancies: This is how you think something will be, so you can store it a certain way in your memory.
- Executive Controls: This is how you will encode the information so you can retrieve it a later date.



Basic Model of Learning and Memory, Underlying Modern Cognitive Information Processing Theories (from R.M. Gagne & M.P. Driscoll, *Essentials of Learning for Instruction*, 2nd ed., 1988).

As I mentioned earlier about the mnemonic devices, your brain uses things like rhymes, numbering systems, or letter grabbing to do the storing and recollection and ways to associate the information. By now, you must be wondering, 'why is this important?'

Whether you know it or not, you are taking in your world through your senses - smell, touch, taste, hearing and sight. You absorb situations in order to evaluate their importance or not; whether you should store this information or no, you must process what the newly transpired thing means so you know what should you do about it.

When you are learning, you are processing information. You are deciding to store it or not. You are shaping what you already know.

So why do I call Learning an Essential Element?

When we understand how a situation or a problem or an experience goes from taking place to us remembering it later, we then can start

to understand that what motivates us is different for everyone. Motivation to learn something is what shapes our learning.

### **What Motivates us to Learn?**

It is fine that we understand how we learn, but what drives us to learn? Through my studying of the foundations of adult teaching and training (known as Andragogy), I came across the following reasons for what motivates us to learn:

- **Social Pressure:** This could be from family, like your parents who want you to continue your education and get a degree. It could be your friends whereby you are trying to keep up with the Jones', as the old adage goes.
- **Personal Interest:** This may be that you have a liking to a subject. You may want to solve a problem and need to further learn a particular aspect of a subject.
- **Work Pressure:** If you are in a job and in order for advancement you need to become more knowledgeable in a subject.
- **Community Support:** This might stem from the desire to help others. In order to do that, you may need to learn a new task or subject to be helpful.
- **Learning for Learning sake:** You have a desire or a passion or an interest to keep learning because you like to learn new items.

### **What Type of Learner Are You?**

Have you ever thought to yourself - how do I learn? Here are the types of learning modes I have come to know: Experiencing, Reflecting, Thinking, Doing.

Each one having its own unique attributes.



- 
- **Experiencing:** This is the touchy feely style. This learning style found people sensitive to feelings of others; learning from an experience.
  - **Reflecting:** This style is where people carefully observed before passing judgment; viewing situations from other perspectives; looking for the meaning of things.
  - **Thinking:** This style was all about logic and analyzing. It had people acting on understanding intellectually.
  - **Doing:** This was a hands-on style. People would get things done and be influential because of action.

These are the extreme points on the x/y axis shown on the graph below. There is an in between stages for each one style. Meaning some people are not 100% one type, but rather a combination of two.

For example, someone who is part Feeling and Reflective are a combined style called Diverging. They view a situation from many points of view. They rather observe than take action.

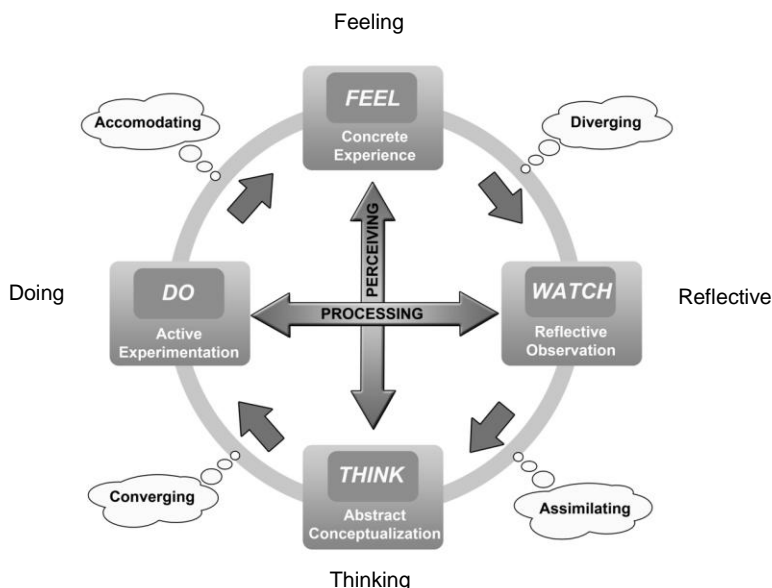
Assimilating is a combination of Reflective and Thinking. This style has people focused less on people and more on ideas or concepts.

Converging style types have Thinking and Doing combined. They have the knack of solving problems and making decisions in dealing with tasks rather than dealing with people issues.

Accommodating combines Doing and Feeling. This style enjoys carrying out plans and solving problems yourself. You will most likely rely on information of others rather than a technical analysis.

The extremes of the graph show clearly that Doing and Reflection are at opposite ends of the spectrum as Feeling and Thinking are. Peo-

ple's styles are distinctly different in two ways. They are either internalizing or outwardly expressing their learning.



### Learning Style Survey

This survey was designed to help you gain an understanding of your learning style, so you can incorporate other learning styles in your daily activities. It is NOT meant to show you your best way of learning. It is to raise your self-awareness about your strengths and weaknesses. And so you will use the best method for learning a task or subject, rather than sticking with a preferred method you might otherwise think you should.

### Instructions

Read each statement carefully. There are no right and wrong answers. To get a truer perspective of your learning style, it is best if you go with your initial reaction. No need to over think it.



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### Section 1 (DO & WATCH)

At each number, reading from left to right, mark an "X" next to the statement of the line you most closely relate. Example is provided. You can only have one "X" per line.

Example		I am loud and outgoing.	X	I am quiet and somewhat shy
1		I often produce off-the-cuff ideas that at first might seem silly or half-baked.		I am thorough and methodical.
2		I am flexible and open minded.		I am careful and cautious.
3		I am happy to have a go at new things.		I draw up lists up possible courses of actions when starting a new project.
4		I am loud and outgoing.		I am quiet and somewhat shy.
5		I speak fast, while thinking.		I speak slowly, after thinking.
6		I am normally the one who initiates conversations.		I enjoy watching people.
7		I like to try new and different things without too much preparation.		I investigate a new topic or process in depth before trying it.
8		I like to get involved and to participate.		I like to read and observe.
9		I make quick and bold decisions.		I make cautious and logical decisions.
TOTAL Xs		Minimum 0 / Maximum 9 DO		Minimum 0 / Maximum 9 WATCH

Section 2 (Think & Feel)

At each number, reading from left to right, mark an "X" next to the statement of the line you most closely relate to.

Example		I prefer working alone.	X	I enjoy working with others
1		I ask probing questions when learning a new subject.		I am good at picking up hints and techniques from other people.
2		I am rational and logical.		I am practical and down to earth.
3		I plan events down to the last detail.		I like realistic, but flexible plans
4		I like to know the right answers before trying something new.		I try things out by practicing to see if they work
5		I analyze reports to find the basic assumptions and inconsistencies.		I rely upon others to give me the basic gist of reports.
6		I prefer working alone.		I enjoy working with others
7		Others would describe me as serious, reserved, and formal.		Others would describe me as verbal, expressive, and informal
8		I use facts to make decisions.		I use feelings to make decisions
9		I am difficult to get to know.		I am easy to get to know
TOTAL Xs		Min. 0 / Max. 9 THINK		Min. 0 / Max. 9 FEEL

Section 3 (SCORING PROCEDURES)

You now have 4 numbers, two in each Section. What you will do is transfer them in to the graph below.

- a) Total up the two choices from Section 1 (Do & Watch) and write them in the Section 1 line below for each preference.
  - b) Circle the one that has the larger number.
- Then,
- c) Total up the two choices from Section 2 (Think & Feel) and write them in the Section 2 line below for each preference.
  - d) Circle the one that has the larger number.

Section	Preference	Number of Xs	Preference	Number of Xs
1	DO		WATCH	
2	THINK		FEEL	

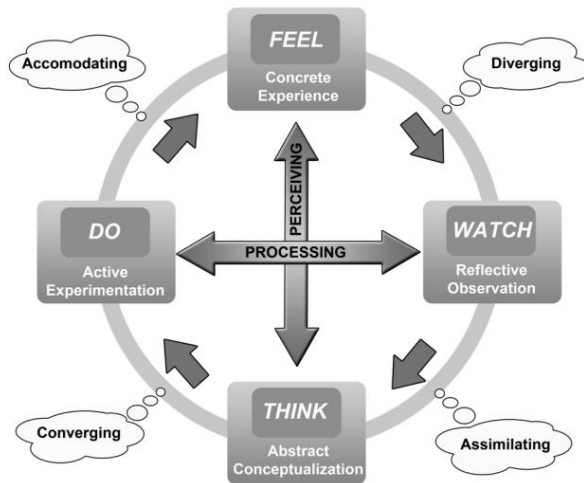




Each preference (the ones you circled with the high score) from above are to be used to determine your preferred learning style in the next section.

#### **Section 4 (UNDERSTANDING THE NUMBERS)**

If you have ever wondered why some classes or courses you took in school had your attention and why others did not, the following explanations may provide you some insight.



**If you have high numbers in WATCHING and FEELING, then you:**

- Prefer to learn from activities that allows watching, thinking, and to review what has happened, such as brainstorming and cooperative groups.
- Find lectures helpful but only if they provide expert explanations and analysis.
- Like innovative and imaginative approaches to doing things.
- Prefer to view situations from many perspectives.

**If you have high numbers in WATCHING and THINKING, then you:**

- Prefer to pull a number of different observations and thoughts into an integrated whole in a step-by-step manner (go from details to big-picture).
- Prefer to reason logically and design models, theories, and projects.
- Like lectures, analogies, systems, and case studies.
- Find talking with experts normally not helpful.

**If you have high numbers in DOING and THINKING, then you:**

- Prefer the practical application of ideas, solving problems, feedback, and decision-making (obvious links between the task-on-hand and a problem).
- Prefer technical problems over interpersonal issues.
- Prefer to apply new learnings to actual practice to see if they work.
- Like laboratories, field work, observations, and coaching.

**If you have high numbers in DOING and FEELING, then you:**

- Are good at adapting to changing circumstances and solve problems in an intuitive, trial-and-error manner, such as discovery learning.
- Tend to be at ease with people.
- Prefer the challenges of new experiences, involvement with others, assimilation, and role-playing.
- Like anything new, problem solving, and small group discussions.

**NOTE: Survey Reliability and Validity**

This survey is to be used as a guideline to help you gain some understanding of your preferred learning style. This survey was designed as a learning tool for use in training programs, rather than a research tool, thus it has not been formally checked for reliability or validity.

Clark, D.R. (2011). *The Learning Style Survey* Retrieved from [http://www.nwlink.com/~donclark/hrd/styles/learn\\_style\\_survey.html](http://www.nwlink.com/~donclark/hrd/styles/learn_style_survey.html)



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## **Time to Shape *Your* Learning Element... Let's Solve a Problem!**

Now that we have all the science out of the way, let's get down to work and start shaping this element. Here is how you can shape your Learning. Remembering your learning style, you may want to write things out. You may want to sit back and think about it. You may go take action and engage others. There is no right and wrong way to solve a problem. You may even want to experiment and go through the process as if you were a different type of learner. This will only have you grow like in the diagram in the previous chapter.

### **Solving Problems**

There is one simple rule to live by when you encounter a problem. Just before I share it, do you know when grow the most?

Is it when you have *no* problems OR when you *have* problems?

Neither. It is when you have BIG problems! So first change your belief about problems... look at them as tools to help you grow.

For example, how do you feel when a problem comes up and it is within your comfort zone? Do you feel pretty good? Are you confident you can handle it? Are you even excited and raring to go handle it?

I would venture to guess 'yes' to one or all of these.

On the flip side, what goes on in your mind to a problem that is outside your comfort zone? Are you thinking worrisome thoughts? What are you saying to yourself? Is fear kicking in and you don't know how to get over this problem?

The one rule to problem solving I have come to learn is:

Spend 20% of your time on the problem and  
Spend the other 80% on a solution.

I find that when I am in a slump or a funk, I am only thinking about the problem. I am focused on what happened and what this means and how I was hurt or how I caused the issue... all the things that do not help me to solve the problem which in the long run will help me to grow as a person.

Have a problem to solve? Then, let's do it together.

### ***Step 1 - Identifying the Problem***

1) Select the problem. Identify one that has come up, and decide that this is the one you want to solve.

2) Identify the problem. Be clear on what the problem actually is. We often mix feelings and what if's into what is.

3) Look at the facts only. This is where you will remove your emotions and if possible write down what actually took place.

Example: My friend said \_\_\_\_\_; or \_\_\_\_\_ happened.

That is it. That is the 20% that you will work on for each problem.

Write as much detail as you need to clearly state it.

Secret: The best way to know if you have enough information is, imagine having to explain, write or provide details to a non participant. What info would they need to be able to understand all perspectives?

There is no need to wallow in all kinds of feelings that leave you not empower. Now remember, you are working on this problem **BECAUSE YOU DECIDED** to solve it! If this is something you identify as a situation to which you do not want to solve, then it is not a *problem* but a memory you want to hang on to.

See the difference from solving a problem? You will learn from solving a problem. You are only recalling a memory otherwise.

Now you get to spend 80% of your time on the solution.



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## ***Step 2 - Solving the Problem***

Get excited. This is where your creativity kicks in. You are about to learn something. You will see what is possible and most likely be able to create something from nothing. You will feel good and your comfort zone will expand and you will be growing!

- 1) See what is possible. This is you using your Mind's Eye to create something from nothing. Write down or visualize or ask yourself what are possible solutions to this problem? How would I like it to be?
- 2) Now write down or draw or think about all the ways the current situation is not like you want it. You will have created a gap. And be clear on where you are and where you want to go. Clarity is power.
- 3) Decide that you will get this problem solved. Most people disregard this little step. Until a decision is made, nothing will happen.
- 4) Write down things YOU can do or ways you need to be in order to solve the problem. Write down what you need from others to solve the problem. You may find that by you listing who you need to be or how to act, your approach will change.
- 5) Implement. Take action! Do or be what you know needs to be done. *What you can do immediately? What can wait? Whose help do you need? What you don't need to do at all?*

Whether you are by yourself or in a group, this process allows you to take control, shape and realize your greatness!

## Here's a Recap

### *Chapter 11 - ELEMENT 8: Learning - Knowledge is ONLY the Data*

*1) Learning is: the activity or process of gaining knowledge by studying or experiencing something.*

*2) What motivates us to learn? Social Pressure, Personal Interest, Work Pressure, Community Support, Learning for Learning sake.*

*3) Four types of learners: Experiencing, Reflecting, Thinking, Doing*



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## Chapter 12 - Life Lessons

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"Difference between School and Life? In school you are taught a lesson and then given a test. In life, you are given a test and then taught the lesson."

**Tom Bodett**

This chapter is dedicated to what I call:

*Kevin's Elevens. Life lessons to live by.*

### **LIFE LESSON #1 - A Lesson is Repeated Until it is Learned**

Anthony Robbins made a statement over 20 years ago, that took years before it sunk into my brain. He said, "A lesson is repeated until it is learned." Have you ever noticed that some things in your life keep coming up and up and up until they are dealt with? Then once you deal with "it," "it" disappears and you are left with a new awareness.

In 1985, when I finished coaching my high school's hockey team, our rival school's team was looking for an assistant coach. The head coach of the team was a teacher at the school and had a long standing winning reputation. He was someone I admired. This opportunity to change teams was going to help me with my journey of coaching in the NHL. I worked closely with the head coach and got to know the talent on the team pretty quickly. From time to time, there was a player with exceptional talent, but for no fault of their own, get overlooked by higher level teams.

During the season, I had the opportunity to meet with the General Manager of a Major Junior team, near where our team was located. This was a pinnacle in the amateur level of hockey. This was where the NHL teams would select their draft picks from each year.

The high school team I was coaching had a goalie that I thought the General Manager (GM) of our local Major Junior team might be interested in for next season. I decided to go to a practice and meet with him. During our meeting, I shared the qualities of our goaltender. He listened and then offered me a position to scout with his team. I was pleased, but a little stunned at the same time. Scouting was of no interest to me. You see in my mind, I was a coach, not a scout.

A coach was someone with authority. He or she was the one in control and pulling all the strings. A scout was someone who just sat in the stands, watched players, and then reported back to the management. I wanted to be where the action was: to be behind the bench and in control.

Our meeting ended and I graciously thanked him for his time.

Our hockey season ended and what a season we had. We were 19 and 1 in league play (wins and loss), consolation finalists in one tournament, and winner of another. We had great talent and great support from the school. As for myself, I was learning a lot as a coach and the head coach was an amazing mentor. I figured having been part of a staff with that kind of a record, my advancement as a coach to the higher ranks of hockey was a sure thing.

In the Spring, when the hockey season was coming to an end, I did not have a team for next season and was looking intensely. My stepfather had a friend that was in hockey. His name, Dickie Moore, an NHL Hall of Famer who played for the Montreal Canadiens during their 5 year Stanley Cup run in the late '50s. They had known each other for quite some time and had discussed my passion for coaching. The two arranged for me to go for a meeting with Dickie to gain some insight about what would be good for my career.





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I was 22 years old, cocky, and full of myself. I felt like I was given the winning ticket in the lottery, and no one had it, but me and I was about to claim my prize: to meet the legendary Dickie Moore in his office. When I arrived, his assistant directed me in to his office. I walked in his office door and there he was sitting behind his desk. He was extremely friendly and we got down to why I was there. "I hear you want to coach," he said. He quickly offered me some advice. "Kevin," he said, "if you want to make it as a coach you should become a scout." That was his advice. I was stunned. Be a scout, I thought. He wants me to be someone who sits in rinks, eats hot dogs and is not part of any team? I did not know what to say. I am sure my facial expression and body language was speaking loud enough for my mouth on how disappointed and annoyed I was. After all, I am a coach! How dare this hockey guy even suggest otherwise.

Now remember, this was the 2<sup>nd</sup> time I had heard the suggestion about me scouting in the past four months. All I could think was "Don't people listen? I just want to coach."

My conversation with Mr. Moore was shortened. He got a call and I was feeling he did not know what I wanted to do in hockey. He wished me well saying, "you should really consider scouting" and with those words, I left his office.

The idea of me being a scout was so frustrating. All I could think about at the time was how was I going to get to the NHL as a coach if he wanted me to scout?

I was in the same predicament as the character in the TV show, "The Greatest American Hero." I had powers, but had no idea how to use them and would have to somehow figure it out. I knew somehow that I would be a good coach, but I did not know how I was going to do it.

Later that Fall, only a few months after meeting Dickie, I secured a position as a head coach with a Midget A team in community hockey. I also had a job as a telephone installation technician. I was working weekends, overtime, and extra small jobs on the side. This one September morning, while still living at home with my parents, I called in sick for no apparent reason. It was about 11:00AM and the phone rang. I answered it. The voice asked for me and said, "Hi Kevin? It's Scotty." I had a friend named Scott at the time, and I figured it was him. I was a bit baffled as to why he had to introduce himself as he did, but after a few seconds, I realized it was not my friend Scott. It was another Scott. It was one that I had known about only by television and his amazing reputation as the former coach of the Stanley Cup Champion Montreal Canadiens. This was Scotty Bowman!

My jaw fell to floor. I felt like time stopped. It was September 9, 1986 and I remember it like it was yesterday. I was standing in my parents' bedroom, the only room with a phone on our second floor. This was what I had been dreaming of – to connect with an NHL coach and share my dream.

His first words were, "I hear you want to coach hockey?" "Oh my God," I thought to myself. This was my big chance to share my dream of what I want to do. I had Scotty Bowman on the phone. He knows what to do and he can help me. Has this ever happened to you? Your mind is like a racehorse ready in its stall to bust out, but your mouth hasn't even woken up yet? Well that was me. Here was my big reply, "Uh yah, I do." I laugh to this day. Humility gets you at the dandiest times, doesn't it?

Thank goodness he had a plan for me regardless of what I had answered with. He continued, "Well why don't you come down to Buffalo and coach my goalies?" Scotty at the time was GM and head coach of the Buffalo Sabres. I continued with my sleepy mouth. I said I did not know if I could do that. I had only been coaching a few



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years. My big dream was in my head and it would not come out in words. I think somehow he already knew what I wanted and saved me from myself by saying, "Why don't you come down anyway, and meet the team, share some ideas with my coaches." I agreed, and he continued, "There will be a plane ticket waiting for you at the airport in Montreal tomorrow morning and I will have someone pick you up upon your arrival in Buffalo. I will see you tomorrow." Then we hung up.

I could not believe it. Scotty Bowman, one of the great coaches in the game of hockey called me, at my home, and invited me to an NHL training camp.

When I had met Dickie Moore in the Spring, I could not have imagined what had just happened. I immediately called my stepfather and then my mother to share what just happened. I then called my boss and said I needed an additional two weeks off... I just got off the phone with Scotty Bowman and am going to the Buffalo Sabres training camp. And I realized at that moment when he replied with, "we'll just keep that between us," that sometimes things are just too good to be true for people. He wasn't happy because now he said he had to cover for me.

I learned along the journey of following your dreams you will meet the non-believers and naysayers.

So I packed and left the next day for Buffalo. When I landed, there was a shuttle waiting for me and took me to the hotel where everyone was staying. Everyone included the players, the coaches and the scouts.

It was an amazing experience. It was also one of the biggest lessons of my life. I learned quickly when I was with the Sabres' players how much I did not know about the game of hockey and how much I had taken for granted when I had tried out as a player for the Major Jun-

ior team in 1982 before my coaching started. Elite players like Gilbert Perrault, Phil Housley, Dave Andreychuk and Tom Barrasso showed me that hard work and effort was just the beginning to being a professional. Scotty's right hand man, Barry Smith, a world class tactician in the game, shared with me that we are always learning as coaches. After that camp, I swore I would work harder than I ever had and continue to strive to learn constantly if I wanted to be a true leader.

It wasn't until the Fall of 1998, 12 years after my conversations with Dickie Moore and the GM from the Junior team that I would learn the Lesson is repeated until it is learned.

I was working for a Junior A team just outside of Toronto. The owner had sought me out after hearing about my success the year prior. I raised nearly \$60,000 in sponsorship revenue which was 50% of a team's annual budget.

As September approached I had been witness to some things I had never seen. The owner hired and fired two coaches and decided on a third just before the start of the new season. That was three coaches in under three months and the season had not started. Luckily for me, this new coach and I got along. We had a mutual respect for one another. He was a former NHL player and was interested in my passion.

Two months after the first game of the season our team had a winning record of 2 games below .500. (We had lost two more games than we won). All in all, we were doing okay. However, the owner was not happy and once again fired the coach. This was the third one in less than six months.

This time, I was sure that I would be next in line for the head coaching job. We had a meeting and I was informed that the scout of the



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team would now become the coach. That did not sit well with me, especially since the owner said, "We need your expertise here."

My thinking was, "You want the money I bring, but you do not appreciate my 16 years of coaching and expertise enough to make me head coach?" However, I said nothing and this time the lesson I needed to learn slapped me so hard I could not miss the value in it.

About a week prior to this change happening, I had received a call from a friend of mine. He had been working with a Major Junior team of the Ontario League. (The same level of hockey where I met with the GM in 1986.) My friend said his team needed a scout in the Toronto and Eastern Ontario region.

This was it! This was the 3<sup>rd</sup> time in my hockey coaching career that it was recommended I scout. And for some reason at this point, I understood the message and of course was listening with different ears.

This GM listened to my history and said, "I can only open the door for you. The rest is up to you. We would love to have you." That was all I needed to hear. It was like a light went on in my head. I finally got it. I needed to scout to advance as a coach. This would teach me something new about my career as a coach: evaluating talent.

## **LIFE LESSON #2 - Adjust as You Go Along**

In my consulting business, business owners hire me to help them with marketing, sales, business planning, and process improvements. In our little bit of time together, whenever I talk about branding their business – I use this statement, "the single most important part to long term success is branding." I share the branding process and advise that is an ongoing process. It starts because usually there is a business need. So first, a) you will take some kind of action (even inaction is action). b) There is a result because of your action. c) You look at the results from the action. d) You will adjust, then you... a) take some kind of action. b) There is a result because of it. c) You look

at the result. d) You adjust, then you... a) take some kind of action. b) There is a result because of it. c) You look at the result. d) You adjust, then you... - You are continuously making adjustments till you reach your goal or outcome. If something doesn't work, you try something else. If that doesn't work, try something else again. When I started out in 1988 sending letters and resume to get a position in professional hockey, I got 'NOs' in letterform. Thinking it was the thing to do, I KEPT sending out letters and CVs (Curriculum Vitae), doing the exact same thing right up until 2003. That is when I learned the lesson.

If you don't adjust, you will get the same results. I know I needed to keep reaching out to the people in pro hockey I wanted to work for, I just needed to do it in a different way. So that is when I did something else. I sent letters instead of resumes AND my letter had a question: "What is the best route to get a position with your team/league?" I had learned the lesson, I tried something else, AND I got a different result.

I got letters in return that were hand written; I received three page letters detailing what I needed to do. More importantly, I brought something to the relationship – a different level of interest.

### **LIFE LESSON #3 - Transfer Your Skills**

I learned a very big lesson in life years ago. When I acquired a skill, how can I apply it to other parts of my life? I coached hockey... how can I use these skills to help people in life or business? I was able to draw and illustrate with a pen or pencil... how can I use my creative skills in business? I could prepare a meal... how can I use the skill of following instructions in another part of my life.

Are you a parent? Why aren't you taking all of these skills and applying them to other parts of your life?



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The discipline to learn a new skill does not come easy to people. Think about the steps you took. Think about how you had to plan or deal with situations that would arise.

For example, if you clean your house, do you have a step by step process to accomplish the task? What did you do first? What resources did you need? How did you make your decisions? What techniques were needed? What was your outcome that you needed to say the job was complete? This entire process can be transferred over into a role as a project manager.

If you are a parent, what manual were you given to raise your kids? None, right? You had to trust your inner guidance. You spoke to others for guidance. You used your patience. You became grateful of your time. You provided support and lent a hand. Sounds like mentoring to me. Have you ever considered being a mentor? Or becoming a coach?

#### **LIFE LESSON #4 - Get a Mentor**

I love this quote from Ralph Waldo Emerson. He said, "Our chief want in life is somebody who shall make us do what we can."

We all need someone in our lives, don't we? Someone who is willing to comfort us in our rough times or kick us in the butt when we really don't want to do something we know we should? Like every good athlete knows, having a coach assist in training and performance can mean the difference between victory and defeat.

If you consider having someone in your corner as you go through life, know that mentors don't need to be there forever. You may have a mentor for a project you are working on. You may have a mentor as a sounding board to vent your thoughts and ideas. You may have a mentor to stimulate deep analytical thinking. Some of the athletes I know have a team of people to help them.

After reading *Think and Grow Rich* by Napoleon Hill, I learned that success leaves clues and if you do what others before you have done, you too can achieve the results similar to them. In the movie *Rudy*, the main character, Rudy, said some of the mentors for him were people who said one sentence. While others showed up for longer periods of time. As human beings we are built to help. It is in our mental wiring. To add to this fascination of this part of us as humans, when we help others, it doesn't just help others, it helps us too!

I learned in a very short time by a mentor of mine, Dan Lok, what might have otherwise taken me years or never been realized. Someone out there needs help. So be there for them.

### **LIFE LESSON #5 - Where There's a Will, There's a Way**

Have you ever wanted something so bad that you knew it was going to happen? As you got on that path to achieving, you ran into one roadblock after another?

Well, as long as you have a purpose, I have found that you can achieve anything. I was working at a travel management company a few years back in the late nineties. I came up with an idea that would have the employees participate in a vendor's fair. Whereby the preferred suppliers we used would host an evening of food, games, and prizes which was like an appreciation for the business we have done together.

The idea was a hockey game between selected players of my company and people from our key suppliers. Initially, the game was going to be held in a local arena and the costs would be minimal. I had estimated \$500 for the evening. Ice rental was about \$200 for an hour. And I figured for 90 minutes we would have a great game.

Well, I did some initial investigating and found that unless I wanted to play this game at midnight, I could not find an arena that would rent us the ice - nothing was available.





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Coming from a big Canadian city, I knew there was one place left that I had not tried - our professional hockey team's arena. I decided to call and the receptionist said, "We sure do rent it out." I was in shock. Not because they rented it, but because this was the only one arena available in the city on date we wanted.

Excellent, I thought. Now all I needed was to book it. She passed me to the events coordinator. We spoke and I provided my specific date. Then I asked for the cost just to confirm my estimate and that is when I nearly fell off my chair. "\$2000 per hour", she said. WHOA! I thought. My budget was blown. The problem was I needed an hour and half of ice and what was worse they would only rent out 1 hour blocks. My brain went into to hyper speed on trying to make this work. I had the will, I just needed to find a way to make this happen.

I wrote all the prices down as she rhymed them off. I responded with what I envisioned the design of the night to be like, with us playing hockey and then having food. Without hesitation the events coordinator chimed in, "You cannot bring in your own food; you must use our caterer." I kept writing and she priced out the food... \$4000 based on my expectation of 150 people. So, with ice rental and the food, I was faced with a little over \$8000 budget to make this night happen. I had a budget of only \$500. Boy, was I in a jam.

None the less, ideas kept flowing. The first idea was since this was the Air Canada Centre (home of the Toronto Maple Leafs), we could charge a participating fee to our suppliers as they usually have a budget to participate in events with their key clients. I figured if each team would have 16 players on it and I could divide the costs among the 16 positions. Then I thought why limit only to the players? What about a smaller amount for those who want to participate as a spectator only? I put a budget together, and brought it back to my colleagues. The response was incredible. We went to our suppliers and in no time had companies on a waitlist to have their employees be on the Supplier Hockey team.

By the time the final teams were picked and the evening was ready to go, we had \$1500 surplus which we gave to our supported children's charity.

I had taken a passion of mine - hockey, and found a means to create a spectacular event for our employees and key suppliers to come together. Despite the roadblocks, I was able to turn a cost event into a no cost and charitable donation. The lesson learned for me was, when you have the drive to do something, let that lead you because you will find a way.

Here is a poem I wrote to remind you that you are the creator of what goes on in your life, whether it is positive or negative.

**Your Pain is YOUR Creation**

Does your life ache?

Well, the hurting you have is not a mistake.

It's the actions you take,  
from the decisions you make,  
through the emotions at stake,  
after the thoughts that you bake,  
that determine your life,  
... for heaven's sake!

### **LIFE LESSON #6 - You are Always Selling**

In 2006, I came across a movie that was only selling online at the time. It was August and not many people had heard about it. It was called *The Secret*. The premise was all about the Law of Attraction. At the time, I had not heard about anything like it. So, I visited the website and watched video clips and then shared it with my wife. The movie could only be purchased online so I suggested we buy it and she agreed.



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Although it did not take much convincing, the whole situation was something that I realized takes place all the time. One of us will influence the other. We are always selling!

I began to look at all situations in my life and then started talking to others. Asking them if they ever convinced their spouse or kids to do something? Of course the answer was 'yes' because we are always selling. We are trying to convince people to do what we do or be with us or have what we are having.

Now why am I sharing this?

For years I believed I could not sell. In fact, I took sales training classes and read sale books because I did not know how to close, or how to prospect, or how to negotiate properly.

As I was doing this, I noticed a something common. Other people also did not think they were good salespeople or just not in the sales game. Yet, when I talked about going to a movie or doing something with a child, they immediately agreed they had influenced them.

The reality is we are always selling. Anyone who says no, is actually not aware they are being sold. They have an inner voice that has convinced them they cannot or won't sell a thing. But isn't that a form of influencing?

Why is this an important lesson, you are probably wondering.

Because we all want something. We have desires, needs or wants. And if we do not influence others, we will struggle to acquire what we are after.

Are you thinking about opening a business? Or are you looking to improve relationships?

In the majority of the business world, whether a company is for profit or not for profit, there is some kind of exchange going on. One party must influence another to take some sort of action. Since we are all in an environment of holding a job, owning a company, or fund-raising we are all selling and this is not such a scary thing.

If you have an idea for something, say a new business, but you think you can't sell, I am here to tell you that you sell every day. You actually sell your desires to someone else so you get what you want. Even if you are not with someone, you certainly influence yourself to do things. It is that process that you need to harness if you want to make great changes in your life.

So what is the process? How can you take what you do today and apply to other parts of your life?

Here are the steps that you currently use and are exactly what a top producer will do.

- 1) Identify a desire or a problem.** What is the want? What is it you would like to see take place.
- 2) Identify benefits.** Gather as many relevant benefits that the other person could see as good for them.
- 3) Identify the right time.** Pick your moments to share what you desire. You want their attention and to have them in an open frame of mind.
- 4) Probe.** You will ask questions to see what frame of mind the person is in. You want to warm up to them and build a relationship.
- 5) Present.** You will try to match the benefits you found with what is important to them.



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**6) Negotiate.** You may provide some concessions that if they participate with you, that you will do something with them in the future.

**7) Close.** You will ask for their commitment. This is where you go after what you want. If you have done a great job in the other steps, this will be a natural agreement to your ask. If you get resistance or no interest, you may need to offer up more things, or make a higher concession. Then you try to close again. In fact, if you are committed to doing something, you will be relentless until you get your way if only for one reason: you believe it is good for the other person as well as yourself.

Still think you cannot sell?

It's easy! Ask any child. Did you know the best salespeople in the world are children? If you have any, you will know that they will ask and ask and ask and ask and ask and ask. And if they don't get from you, they go to the other parent or better yet, grandparent, aunt, uncle even a neighbor or a friend and ask them. They are relentless.

As they get older they get better and learn quickly what your hot buttons are. They come prepared and they are good at the timing.

Your intentional transformation is about you influencing the most important person in your life - You!

If you have a dream, and you are not sure if you want to or not -- then do your homework, find the time for yourself to really go through the issues, question yourself, look at what is possible, write out all the pros and cons, then make a decision. This is your life and if you are sick and tired of how you have been living so far, ask yourself when is now a good time to turn your dreams into reality?

### **LIFE LESSON #7 - Be Clear on What You Want**

In the New Testament of the Bible, in Matthew 7:7 it says, "Ask, and it shall be given you; seek, and ye shall find; knock, and it shall be opened unto you". I cannot tell you that until you do it would you believe it is that simple. Ask with all your heart knowing that you already have it and you will get it.

In 1998, I decided to move on from working in hockey and get a new job. Hockey was great, but the income was not enough to pay all my bills and pay my ex-wife for child support. I calculated that I needed \$55,000 a year in order to cover all expenses and have money left over for investing.

It was March and I had been sending out resumes to companies. I was just getting the hang of the internet. Using sites like Monster and Job Shark, I was on the hunt. In April, I finally got a bite (no pun intended). A company only 15 minutes from our door was interested in me. I went for a series of interviews and became one of the two finalists for a position in marketing and sales. I did tests and multiple interviews including one with the Senior VP.

There was a mutual interest and on April 24 they faxed me an offer. I was so excited to see what it would be. It was three pages long. In it there was vacation time of 2 weeks, some stipulations of start dates and the salary. They had \$40,000 written down. I looked at it and my gut said "No. You need \$55K."

I called a few people that I knew at the time and asked them how do you turn down an offer politically correct. I put together the answers and responded to the company by letter saying thank you for the offer, but after careful review I decline.

The hiring HR manager was quite displeased. She said, "Are you sure? We will not reconsider you if you do not take it."



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I understood, but my decision was final. I was clear on the salary.

The rest of the summer went by and I did not find anything. My girlfriend of one year (my wife today) was getting nervous and mentioned in her optimistic way. "Don't you think you should go back and ask and if something else comes then take it?"

I was so sure that if I did that, I would not be able to have the time to look. The job that I had turned down required me to travel six months of the year. All I could think was when would I have time for that and when could I coach hockey. That was another driver for me to decline that position. The next six months were tough. We were living off of one salary. Luckily, my mom helped us out, because she was living with us. With the rent so high she could not afford a place of her own either.

In late August, I got another bite. This time it was a search firm that had a posting that looked sort of interesting. It was a sales position in the travel industry. Sales was not what I was interested in, but the travel industry I knew quite well. I called and could only book a time to meet the person handling the account at the search firm. We met and the person in charge of the posting only provided the name of the company. He said it was up to the company to disclose the specific position details. Being new in the market for a job, I took what he had to say for the truth and went to the interview. This was a big player in the travel industry. The owner was someone my parents knew. He was not known as being a pleasant man according to my mother who had dealings with him in Montreal 10 years earlier.

I was not in a position to be picky so I met the key contact, the VP of sales. We spoke for approximately five minutes and he said this was not for me. Although I was disappointed I knew that he was right. He got up and asked me to sit for a minute. He was gone a good 7-10 minutes. When he came back he apologized and said I would like

you to meet with another of our VPs. If he has something for you, then you can stay; if not, good luck. That was pretty much the gist of it. I felt like a herd of cattle moving from one stock yard to another. Except what I did not expect was the grass would be greener on the other side. This VP and I hit it off. I sat in his office around a small café type table leaning forward into him as he shared his history of work experience. We talked for a full 45 minutes. He laid out how he was building a special consulting team and my qualifications would be perfect. In hindsight, how lucky was I to be able to get on a moment's notice that kind of time with this VP. Who was I that he should spend so much time, but there was a greater force that day overseeing my best wishes.

As the conversation came to an end, he said "Well, I am sold, but we cannot pay you what you are worth. Now over time, it may be what you would like. Are you interested?" I said it sounds good and did not think about the salary. I was so intrigued by how this man could be my leader that I accepted. Then he said, "Don't you want to know the salary first?" I replied jokingly of course. I just wanted to tell you that I am interested in the next steps. He laughed and said, "How is \$55,000?"

At that moment, it was like I was hit on the head. I could not believe what I had just heard. \$55,000 to the penny. That was the amount I had calculated six months earlier. The best part was there was car expenses on top of that and an annual bonus of 5%. This was perfect. We had a deal within 45 minutes and for the next three years I was a corporate consultant sharing my expertise with Fortune 500 companies in Canada.

### **LIFE LESSON #8 - Be Open on How Something Gets Done**

We had a dilemma and needed to make a decision. Money was an issue for us as I was beginning to run low on funds. My business could not produce more TV shows, but the problem was we had an air time via contract we needed to fill for the network. My wife and I





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talked about it and talked about it. The only thing I kept saying was we needed to make more shows or we have to call the network and cancel our time slot. This was not a good feeling. I was in debt with the show and we were only two months in. I was working in isolation and solutions were grim and dim. Imagine taking a loan of \$200,000 and throwing it away, going to your bank and saying I will not be able to pay it back. Like that is an option, right?

Well, the network had given us the timeslots and blocked other shows from being able to use it. We were in a bind. No money to make a show and all this time to air a show.

So, we stopped the chatter and wrote down all our options. We looked at it from all angles. Then after thinking about what was important to us, which was time, money to produce the show and wanting to stay on the air, we came up with a plan.

We would re-air the shows we had and create a re-run situation. We already had six shows in the bag. We had been airing them during a low viewing audience time of the year in August. Re-runs would be perfect. It would give us shows to fill air time without the cost of producing them.

We shared our idea with the network and they loved it because it extended our time with them in to an initiative they had which was all around youth hockey during a free for view campaign for a month. For us, our viewership would be available not only to the 500,000 subscribers, but now anyone with a digital box which was approximately 5,000,000 homes. We had found a solution by detailing what was the end result we ultimately wanted rather than forcing a situation of what we would settle for. Ali because we got open to how it had to be.

### **LIFE LESSON #9 - You Don't Get a 2nd Chance at a 1st Impression**

When I started to scout in hockey, I understood the saying you never get a second chance at a first impression. Think about it. Once you show your face to someone for the first time you have left an impression with them. Good, bad or indifferent. That is it - The first impression is made. I quickly learned when I was scouting that to get a complete picture of a player you need to see what they are doing outside of the game. The game, although important, was the end of the performance development. What was a player like in practice, or in school, or with friends? I also learned that not all players got to be on the stage to show their stuff. In other words, some never made the high performing teams. It had nothing to do with talent, some did not have the money.

So, it was my job to go to places where other scouts wouldn't go. I went to high school games and practices. I went to private skating sessions. I met with players who were just hanging around the rinks. This would help tell me a more complete story about the player. I learned in short while, that you never know who is watching you, so if you want to get somewhere or be a part of something, make sure you always deliver. You don't take a night off as the old adage goes. The reason is, you don't get a second chance at a first impression.

Have you been to an interview for a job? Did you dress well or appropriate for the environment?

Here are my 5 Top Tips for interviews:

- 1) Be clean (good hygiene - well groomed, hair brushed, teeth brushed, hands washed and nails clean and filed).
- 2) Dress appropriately.
- 3) Carry yourself well good posture. Walk with confidence.
- 4) Smile!
- 5) Ask questions - show a genuine interest for the other person, the company, the product and/or service.



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How about dating? Remember that first time you were going to be one on one with that special someone? If there was ever a time of not getting a second chance at making a first impression, it would be dating.

Let's take a blind date. With today's technology online dating is more and more popular. What is the first impression tool? A screen right? So, your screen name, the words you choose to describe yourself and what you like are part of your efforts to set the tone of the first impression.

Be mindful of what you write - the objective is to make technology work for you while you are not there when someone finds your profile.

If your connection for the first time is an initial phone call, then what you say and how you say it will determine the first impression.

After all of that, and you both decide to meet, then you have a face to face first impression coming up. Things like brushing your teeth, showering/bathing, clean clothes, perfume, make-up, well groomed clothes all are what will set up that first impression.

Remember, you want to impress the other person, not embarrass yourself.

Here is a list of mistakes on preparing for a date:

Don't dress well

Don't Clean.

Don't smile.

Don't ask questions. - don't talk about your likes.

Are not up front and candid. (you need to take pride in what you say. After all, it is you they are coming to be with)

### **LIFE LESSON #10 - Forgive to Move On**

When I was seventeen ,my dad was working at a major American carrier out of Montreal and he decided to have me join him after a one of his sales meetings in the US. His meeting was in Dallas and he arranged to for us to meet in Phoenix for some golf and little father son time. He had one of his sales reps with him and she arranged to have her husband join me in Montreal so we could fly together to Phoenix. The plan was pretty straight forward: we were to fly to Phoenix, pick up a car my dad rented, drive to the hotel and check in, go for a swim and then pick my dad and his rep up from the airport when they arrived.

Now in the 1980s, flying on a plane and going through security was not like it is today. From Canada to the US, it was slack compared today. Plus, in-flight service was like eating in a fine dining restaurant. Okay, not quite that flamboyant, but it had all the bells and whistles. We flew first class, had roast beef with all the trimmings and being under aged I enjoyed a soda, while my travelling partner had wine. We watched a movie and relaxed on the flight down. What I did not know was when you fly so high, and add alcohol to the body, upon arrival it is like two-to-one. The drinks hit you pretty hard.

Being as young and naïve as I was, I did not realize what had been going on. You see, when my parents would travel or entertain or go out for dinner, alcohol was not part of event. My mother and father did not drink. For no other reason than when they were young they both had gotten drunk and so sick that each on their own swore off of alcohol. My dad grew up with a grandfather that drank so much that he and his father would go looking for my great grandfather in snow banks after he had been missing for days.

Upon arrival at the Phoenix airport, we got our bags and went to the car rental counter. Being under age, I had to wait with the bags while my travelling escort goes inside to get the car. As time was passing, I



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was wondering what was taking so long. I poked my head in the car rental counter and ask if everything was okay. He begins to yell and say how they are not helping him. He had been rude and just shy of mean that I recall hearing my father saying some time after the trip, that we almost did not get the car. Now, I know you are thinking, did not anyone suspect if he had been drinking? Well in 1981, we did not have much of MADD enforced or “Don’t Drink and Drive” policies. So, it was not part of the thought process. In fact, it was okay if you had a few, then drove. He eventually came out, had the keys in hand, and we proceeded to the car. It was the month of May so it was quite warm out. We began to drive and I thought he knew where he was going. I enjoyed the scenery and took in all of the beauty that Phoenix had to offer. We seemed to be lost when he stopped the car and ran inside what looked like someone’s house. It was a convenient store and he had purchased 6 tall boy beer bottles – threw them on the back seat grabbed one and continued to drive.

We kept driving around while he said it was a little further ahead. After another hour, I made the suggestion that I should drive and he can navigate. In my head, I remember thinking it would be better to have me stopped by the police for not having a license than him being drunk.

Since I had no idea where I was going, the only thing I could think of was get back to the airport and we will wait for my dad and this guy’s wife to arrive.

As I started to recognize some of the streets we had been taking I began to get my bearings. I was getting comfortable behind the steering wheel of my first car driving experience. And just then, he yells and grabs my arm in a rage. He started to swear at me and questioned me on where I was going. As he is grabbing my arm, I am shaking and thinking he is going to beat me up. I remember thinking in my head – “please don’t hurt me. I will go where ever you want.” Here I am a new driver – never trained – trying to look at where I am going and

looking at him. I begin to speak, but fumble my words. I convince him that we should just continue to look for the hotel. With the sun beating in the car, he gets sleepy and nods off. I quickly found my bearings and headed to the airport. We arrive and he wakes up, but is still drunk. He mumbles, gets out of the car and we walk in the terminal. We find a waiting area and he sits and falls asleep. I stay somewhat close keeping an on the arrivals list and him. I go to make a phone call to my mom at work and use up the change that I had. My mother had already left – there is no such thing as voicemail so once the reception answered there went my change. I did not realize that I was 3 hours behind. There were no cell phones in those days and going to the police would cause embarrassment for my dad. I did not want to cause any more problems than I thought I already had. After a couple of hours of waiting, my dad and his sales rep came down the escalator from the gate. With a big smile they both asked me where her husband was. I pointed and began to apologize. I did not want to cause my dad any problems. One of the biggest things that I was taught was be very quiet, ask for nothing and don't bother the paying passengers OR make the employees work for you when travelling on passes like I had just done. Now right or wrong – I did what I was told. I did not want to get my father in trouble with the airline. As my dad and I approached him, she was already yelling at him about how could he do this. We all walked to the car and I remember sitting in the front seat with my dad saying nothing . It was a pretty uncomfortable drive – which was about 15 minutes from the airport.

That night after checking in we each did our own thing. My dad and I went out for dinner and they – who knows. The next day, the three of us played golf while his wife stayed back and enjoyed the pool. Nothing was said and we just enjoyed the amazing course in the desert.

Days after when we arrived back home, I received a call. It was the husband. He apologized and asked if I would accept his apology. I



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told him to forget about it and let it go. Today, there is not much that I recall other than I am not sure how I held it all together. I think of the position I was in and how easy it would have been to call the police with a cell phone.

But the lesson that was most rewarding to my life was the ability of forgiving that man with no harsh words no ill feelings. Just a simple, I forgive you.

### **LIFE LESSON #11 - Focus on What You Can Control**

After 30 years of coaching, this was one of the most important things that I learned about individuals succeeding. It doesn't matter whether you are on a team or working by yourself. There is nothing more important to realizing success than, "Focus only on what you can control."

In hockey, as in life, there are so many distractions. Situations come up quickly. Emotions are high and some people don't want you to succeed. So, what can you do with all this going on around you as you are trying to succeed? Only focus on what you can control.

When I ask my players, "what is it you can control?", they figure out pretty quick that it is their own individual skills that they only need to focus on... skating, passing, puck control, making decisions, talking to teammates, keeping quiet with opponents and officials. In fact, they expand their awareness of focus to how they interact with their own teammates. They cannot control who they play with or what their teammates do. They can't even control me as the coach. So all they need to do is focus on what they can control.

Let's look at your life. Are you looking to earn more money, build a relationship and improve your health?

There are so many books, tapes, CDs, videos, experts even friends just ready to tell you what to do. There are even people who don't

want you succeed. So what are you to do? Who do you listen to? What about those who are against you? How do you handle all of this when you get pulled in so many directions?

Here are 7 steps to Success you can implement immediately in your life for what you want:

**Step 1** Make a decision (which is in your control) and Identify what you want.

**Step 2** Write it down. Be clear! The more details the better.

**Step 3** Understand why you want it. You need to really get to the heart of why this is critical for you to realize it. When I said focus on what you can control, knowing your why allows you to keep your focus when distractions arise. When you hear people tell you that it may not happen. Or when you see others doing better than you are and compare results lowering your enthusiasm.

**Step 4** Lay out what you need to do to make it happen. Write out a plan of action. Again be clear. What specific task can you do that will get you closer?

**Step 5** Now take inspired action right after you write it down. I have come to learn after 30+ years coaching hockey teams, that when an outcome is set, we need to do something to make it real for us -- right after we envision what it is we want.

**Step 6** Each day, in fact a few times a day, have a read over of why you want that something. It will help you keep your focus and your eye on the target.

**Step 7** Make sure you keep track of your progress. Write it down. You need to know that you are succeeding. Remember this little phrase: people are caught up in their own world. So, if you are wait-





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ing for approval or acceptance from others, you are not in control. You need to measure your success. You cannot manage what you cannot measure.

NOTE: Your goal (what you want to achieve) in life, need only be laid out with actual actionable steps. So, use words that are actions when write them down on your list of to-do's or in your agenda. Let me explain. I have had players say, "Coach I am in a scoring slump." To which I reply, "That is why you are not getting goals. You are focused on the wrong thing."

In hockey, if a player wants to get a goal, they need to shoot the puck with their stick using their arms and hands. The actual movement requires hands on the hockey stick and arms swinging in a manner so the player can then hit the puck towards the opponent's net. So, here is how my conversation goes with the player.

I tell them "Show me the action scoring." They begin to show me shooting the puck, as I described above. I tell them "No, that is shooting. I want to see scoring." They hesitate and begin to think. "There isn't any action called scoring." I say, "Your brain is struggling trying to deliver that desirable outcome. Focus on the action of shooting and now the result COULD BE scoring. But you cannot score. So, focus on what you can control." I follow it up with a series of questions, "How do you hold your hands on the stick? Where do look to shoot? How do you use your arms? When do you hit the puck?" Each time I have this discussion the player scores a goal in the next game. They are shocked and look at me with such surprise.

Now, how do you relate this to your life? When you write things down - make sure you use ACTION words.

\* Call [person] about setting up a meeting is better than writing make a meeting with [person]

- \* Walk for 10 minutes in the morning, eat 1 apple at noon is better than lose 10 pounds
- \* Ask 5 people in person or on the phone to join our program is better than make sales target this week.

In each situation "How will I do this?" is answered. Whatever you want to achieve in your life -- better health, more money, improved relationships -- focus only on what you can control! It is the key to you succeeding in all you want to accomplish.



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## Here's a Recap

### *Chapter 12 - Life Lessons*

*Kevin's Elevens. Life lessons to live by.*

*LIFE LESSON #1 - A Lesson is Repeated Until it is Learned*

*LIFE LESSON #2 - Adjust as You Go Along*

*LIFE LESSON #3 - Transfer Your Skills*

*LIFE LESSON #4 - Get a Mentor*

*LIFE LESSON #5 - Where There's a Will, There's a Way*

*LIFE LESSON #6 - You are Always Selling*

*LIFE LESSON #7 - Be Clear on What You Want*

*LIFE LESSON #8 - Be Open on How Something Gets Done*

*LIFE LESSON #9 - You Don't Get a 2nd Chance at a 1st Impression*

*LIFE LESSON #10 - Forgive to Move On*

*LIFE LESSON #11 - Focus on What You Can Control*

## **Chapter 13 - Shaping You**

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"It always seems impossible until it's done."

**Nelson Mandela**

What do you believe? What do you see for your life? What is your gut telling you? What decision can you make right now that will get you closer to where you want to be? What will you bring to your relationships? Who can you give to? What can you laugh about right now? What would you like to learn?

The answers to these questions are nothing more than you shaping the Eight Elements in you to realize your Greatness. But if you are like most people, the big question that comes up and blocks them is the question of DOUBT. It's the one thing that stops most people... What if it doesn't work? What if I mess up? Who am I? Who is going to want me?

If you are looking for your Greatness, then you need to look inside. If you are wanting to be great, then you need to rid of yourself of self doubt.

### **How do you Rid Yourself of Self Doubt? TALK**

For about 10 years during the summer, I started my days with a walk. I did what was called "breath walking." This was four short inhales through the nose and four exhale breaths through the mouth. I adopted this after listening to the "Get the Edge" by Anthony Robbins, which I highly recommend for anyone.

As I walked, I then did affirmations out loud. I used the ones straight out of the book *Think and Grow Rich*, by Napoleon Hill. He



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quotes Emil Coue, "Day by Day in Every way, I am getting better and better."

I then started to feel good and a smile would come over me. Lastly, I began to focus on my dreams and goals. This would be about 30 minutes in total and I would feel great, ready to take on the day.

I would venture to guess that if you are between the age of 40 and 60, your life is not where you where you thought it would be. You do not have the lifestyle you imagined for yourself when you were younger; you do not have the habits that attract the health, wealth and love you dreamed of for yourself.

If that is you, then don't worry - you are exactly where you should be. In fact, you are where you thought yourself to be. Your beliefs as you now know are very powerful. The visions you hold in your Mind's Eye direct your life. If you had any doubt at all about a vision for yourself, it is no wonder you are where you are.

During my 30+ years in hockey and business, I have come to learn this one simple thing... doubt will hold you back from what you truly desire.

An athlete who doubts their abilities is beaten before they even start. Despite having trained for hours, days, weeks and months for an event, if there is a trace of self doubt, there is no realization of that dream. This is not to be mixed up with fear. Many have tingling before a race or an event; some call it butterflies in the stomach. For some, it is the exhilaration before competing. For others, it is the awareness of the heightened senses.

What I am talking about is very different. I am referring to the thoughts and self talk that go something like this... "I don't think I can do this," or "I am not good enough", or even "they are better than

I am - I don't stand a chance." Any athlete who doubts, will come up short every time, guaranteed!

Athleticism is like life skills. We live each day competing. We compete for people's attention. We compete for business. We compete with to overcome situations. The reality is if you have self-doubt, then you will not win at what you are desperately trying to accomplish. You will come up short and feel beaten. Eventually, you will give up and reside to believing you are just not good enough.

If you want to rid your life of self doubt, there is one thing you must do: TALK. "TALK?" you might be thinking. Yes, TALK! My morning walk was my TALK to rid self doubt.

T - Tell yourself you can do this. This was my affirmation time. If you *think* you can't do something, but your ears *hear* you say "I can do this", your words spoken will win over.

A - Appreciate where you are. Part of my walk included being grateful. Having an attitude of gratitude puts you in a place of peace and connection.

L - Laugh. When I did my affirmations, I felt good and started to feel pleased about myself. Adding a chuckle was just a natural progression. Laughing gets you breathing and loosens you up.

K - Keep focused. While I walked, I only thought of things I wanted for my life. Your focus should only be on what you can control, not what others can do or not do for you or to you.

There are no guarantees in life other than you are not getting out alive. Getting rid of self doubt is the first step to giving yourself a chance.



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## **What Do You Believe?**

I did a great exercise years ago that really got me thinking about myself. The question was: What do you believe?

I took a blank sheet of paper. I wrote down everything I could think of that I would I believe to be true. At first it seemed kind of useless.

I wrote things like I believe,

the sky is blue

grass is green

I am a male

Things that were pretty obvious. Then I started to get more abstract, I wrote down I believe,

I wasn't smart enough to write a book

I wasn't good enough to make it to pro hockey

The more I wrote, the more I started to see what was keeping me back from living my dream. I had been sabotaging myself. I moved closer to what was fact, I didn't really know what was possible. I believed in things that I had no facts to prove it. I just was saying it to myself for so long that I believed it.

So what do you believe?

## **What is Your Vision?**

As you have read in other chapters and will read in ones ahead, life around you is what stems from inside you. Did you know that your outside world is made up of your inside world of thoughts and feelings? To use Wayne Dyers' explanations: you are living your life twice, once in your head and then once in the physical world (or in some cases repeatedly in the physical world.)

### **What Does Your Intuition Do to Reach You?**

Have you ever listened to your intuition? Would you know if it is talking to you? For me, I really know it is talking to me when I am about to do something and I know it isn't right and I don't need anyone else's approval.

When I coached hockey, I found that I just needed to be quiet behind the bench in the heat of the action of game, and my intuition will talk to me. I would get a hunch, or sometimes while watching a situation, would know what will happen before it does.

It is time for you to connect with yourself. Next time a situation arises, pay attention to what your inner self says to do.

### **How Do You Make Decisions?**

Most people will hum and haw before making a decision. That is what takes the most amount of time and why in many instances things don't get done.

Have you ever talked to someone about a project they are working on and they say, "I am looking into it, but I need more information. I am not sure." The reason they say these things is they do not know. There is a sense of fear. Otherwise, they would be saying things like, "I am working on so and so" or "I need to get this one thing done before I can do the next step."

The easiest way to make a decision is to make a decision... so decide!

### **How Do You Relate?**

What if you are not in a relationship with someone, how can you relate? Well, how about with yourself? Are you being good to you? Do you spend time with you each day? Do you treat your inner self with the respect and love it desires?





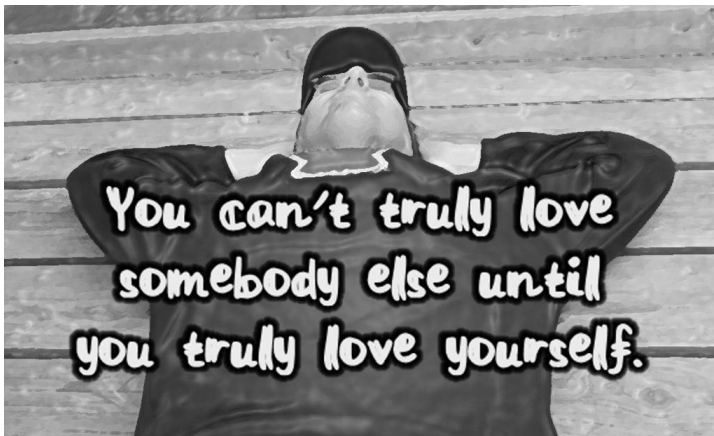
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A couple of years ago, I had a huge learning about what I had been doing in my relationships. It stemmed from how I related with me. I would make sure that I took care of someone else before I was taken care of. I would drop what I enjoyed doing to make sure that someone else got what they needed.

I had a friend of mine call me. Yes, a simple phone call. I was working on the computer creating something in PowerPoint. I was deep in thought. When I create, I like the quiet and get totally zoned out with what is going on around me.

The phone rang and I immediately went to grab it. I am not sure where this came from, but a voice in my head said, "what about me?" The best way to describe the feeling was a dam having one brick get removed and then a ton of water just comes rushing through it. Ever since I was little, I had made sure I took care of others. I felt that I was not worthwhile, but other people were. I had been not taking care of my inner me.

I posted a quote with a picture on Facebook that had captured my feeling that day...



I also quickly realized that who I thought were friends were really me just being there for them; not because I wanted to be friends, but because I needed to be needed.

What you bring to a relationship is far more important than what you get. Be true to you... love you and be proud of you... and you will be able to relate with others with the true you.

### **How Do You Give?**

When you have nothing what can you give? Have you ever volunteered your time? To go out to help out someone or a cause? It is one sure fire way to help you gain perspective and leave you feeling like you are worthy.

Try being a big brother or sister. Or habitat for humanity. Or if you have a passion for a sport, go and coach. The one life you impact will be worth more than you will ever know.

### **How Can You Laugh at a Time Like This?**

I was asked to do a eulogy for a friend of mine when he passed away. My first reaction was fear. Who am I to say something about a man who had grown children and other family members.

Then, once I was over the fear, my next challenge was what do I say? After all, it is a funeral and in a church. So my wife said to me, just be you. When my buddy was alive, I always found it easy to laugh with him and share a joke here and there. So, that is what I did... I celebrated his life in a eulogy that had everyone smile and I know would have made him chuckle.

It doesn't matter what you are doing, you have the power to laugh at any moment in your life. You just need to decide and then do it!



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## **When Can You Start Learning?**

Understand that you learn every day. There is something you did not know yesterday that you do now. Or there is something that reaffirmed what you knew. Did you know yesterday how you would feel today?

If you want to realize your greatness, then you need to intentionally learn. Go pick up a book or watch a YouTube video on a subject you like. Or go talk to someone you have not spoken to for a while and see how life has been treating them.

The more you learn, the more you want to learn.

When I was a younger coach, I did not want to learn. I was just out of college and thought "I am finally done. Let me get on with my life." I was coaching, but I thought that I did not need to practice the exercises. But guess what? I had to teach them. I had to be able to explain them to my players. I needed to know what I was talking about. I quickly became a student of the game, and to this day, I am a better student of the game than I ever was. I learn about it all the time. I read. I talk to people. I observe. And still, I find that I do not know things. That is the exciting part about learning... there is always something new to learn.

So, what can you learn today?

By shaping the Eight Elements in you, whether it's all of them or just one, you will automatically begin to move yourself into a state of possibility. You will make what was once a dream into a reality.

Have fun with them... they are in you to use!

## Here's a Recap

### *Chapter 13 - Shaping You*

1) *TALK to get rid of self doubt:*

*T - Tell yourself you can do this*

*A - Appreciate where you are now*

*L - Laugh (Need I say more?)*

*K - Keep focused*

2) *Putting the Eight Elements to use*

3) *Shape one, some, or all the elements in you and you will transform what once was a dream into a reality.*



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## Chapter 14 - Now What?

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"Cowards die many times before their deaths. The valiant never taste of death but once."  
William Shakespeare.

You will never be able to get back the time you already spent. You will only look back and realize how it has shaped your destiny. I can never go back and change my life; I can only look back and be thankful for all the lessons learned for they have brought me to where I am today. If I sit and wallow in the pain I have caused to myself and others, it will not make me very helpful to others or myself in the future. Take this message and understand that from this moment only you can live a life that is filled with peace and joy instead of guilt and sorrow.

### **We Are All The Same**

I knew there was more to life than what I had been experiencing. I felt that I was doing what I was supposed to do, but did not have that sense of fulfillment. I loved my life and what it was about, but there was something missing. As a matter of fact – I did not even know that I was missing anything – I just knew I did not feel right inside.

In February 2006, I was thinking that with all that I had done – written my book, produced a TV show that aired on Canadian and American television, co-created a training program for team management and began to get recognition in the media as the youth hockey expert, it was all good – however, I was feeling that I was missing something. I felt like there was a void inside me that was not getting fulfilled.

That was when I decided to drive into the parking lot to a place called “the bridge”. This was a place that had a sign on its front lawn that shared little feel good anecdotes each week for years. Each day, for about 8 years, I would drive by and it would usually get me thinking or put a smile on my face.

Well, this one day, I decided to drive in. It was a brisk, cold, sunny day in Toronto with very little snow on the ground. I parked my car in the front and, boy was I beginning to shake as I walked in the building.

This was a red bricked community center type building, but it was best known as a community church.

Before I tell what happened you have to understand that for 42 years of my life I was the guy that would only go a church for wakes and weddings. I did not go to a church or want to be associated to a church. I use to think “how those church people were weird like some cult.” It was a feeling of being an outcast in my own town. Sundays were days to clean my room and play some hockey or just watch TV, not get up in the morning when the streets were quiet and go to a place filled with people who all hummed or mumbled to themselves. That was not for me.

So, as I walk in to this building – I am thinking about all of this stuff AND expecting to meet some guy in a white robe who is short haired and balding on top (not that there is anything wrong with that) holding a black or dark brown book. Well was I surprised when I turned the corner and bumped into a woman in her late forties with the energy of a kid. She smiles and mid stride in her bouncy brisk walk stops and says “Hi. I am Pastor Ruth, can I help you?” I could not believe what I saw or heard. It caught me off guard and in my low tone softly said, “I drive by quite often over the past 8 years and have enjoyed your signs. I am not sure what to say but is there someone I can talk to?”



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She immediately smiles, softens her voice and says, “Sure... come on in. I will introduce you to Pastor Pam.” Well, now you could have knocked me over. Out walks this young 30 something woman and her husband. They look like your average young couple next door. They have no kids and dressed like the average young hip couple.

They greet me with smiles and say come on in. We sat down and had a chat. With all my years of beliefs and rules of what church people are like – I was blown away. Pam, the associate pastor, says that she has bad days and some days things are crummy and all this religious stuff can be pretty overwhelming and confusing sometimes. (I am paraphrasing.) I was asking about how Jesus and God all fit together; I wasn’t quite sure. After all, what I have read I could not see how this all fit in together with some of the philosophies I read about. It was just a simple conversation about life; the ups and downs.

By the time I left which was about 15 minutes after I arrived, I felt like I had been misguided about what a church is about. The best thing that I realized, at that moment, was church people are just like me. There was no need to be afraid of them or think they are some special group. They have problems, they have goals and desires, and they are friendly and willing to help someone in need just like me.

### **If This Was the Last Day of the Rest of Your Life...**

*“If you knew that today was the last day of the rest of your life – how would you be?”* At first, when I read the question, what came to mind was I must do a bunch of things: take trips to parts of the world I have not seen; go buy some things I have always wanted like clothes, cars and gadgets. However, after a few minutes of dreaming, I re-read the last part of the question -- *How would I be?* I realized I need to be more of what is in me -- The loving caring appreciative spirit that cares for and is grateful for so much.

I wrote a letter to my wife that expressed how I truly felt and gave it to her. Afterwards – I really thought – how would I be today – knowing this was my last day here on earth. It all came down to being so grateful. It made me realize what I have not been doing. I did not want life to end this way. There was so much more that I wanted to experience. Then I thought “do I want to think about what I don’t have or have not done... or do I want to feel great about what I have in front of me right now.” The latter was so much more calming. It was like a peace had come over me. The other feeling of lack and missing out on was cold, and almost robot like – no emotion. Being at peace with how I am being now, this minute was so rewarding and fulfilling.

I found this to be so powerful that I would like to share it with you.

What I want you to do is answer the question yourself. Let it sit in your mind for a few minutes and then begin to think of all your life is about: What have you done? How have you been affected? How have you affected life? Where have you made a difference?

Continue to ask yourself these questions this until you begin to FEEL how you would want to be – towards yourself, to others, to the universe or whatever else is important to you. Actually BE that way and notice the immediate fulfillment inside you. You may also have an urge or a notion come from inside you to take some inspired action. You may not. Either way, enjoy the gift of appreciation your life is.

So if you are ready, here is the question:

*“If you knew that today was the last day of the rest of your life – how would you be?”*

Make sure you read it a couple of times and let your inner self come out and tell you how it is you should be. Then, from this moment on, live each day like this.





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## What Do You Desire?

I have come to learn in life that we as humans focus primarily on the following things:

- Money
- Health
- Relationships

We either don't have it and want it OR are not satisfied with what we have and want what we perceive to be better OR have it and want more.

But when you get down to it, none of this really matters... it is the feeling you think it will give you that matters. Let me repeat: it is the feeling you THINK it will give you that matters.

How you look at money is different than how someone else looks at it. However, the common thing for all people is money makes us all feel a certain way. We have become conditioned to think that money is this thing that we can get, should get, deserve, when in fact it is the result of who we are and what we do and how we do it. When I coached hockey teams, I tell them the score of the game is nothing you can change without controlling what it is you do, who you are being right now, and how you are playing. Life is the same. The amount of money you have is the result of your efforts in life and result of your decisions.

Health is the same thing. If you do not respect yourself, do you think you are going to take the time to nurture you? The only reason you do not work out every day is because you don't think you are worth the effort.

"Now just a minute!" you are thinking. Well, it is true. Haven't you gone out of your way to do something for someone you care about? Have you found that you do it more than just once?

If they are worth your time and effort you will do some random act of kindness, right?

So, you will do something for someone else because you care. Now the question is: Do you care about the only body you have? The only one that you can count on to help you walk to the store, talk to your loved one, taste a favorite fruit, see a spectacular red sunset, hear the crashing waves, smell the scent of a red rose, touch the softness of your pet, and breathe the air without obstruction or breathing apparatus?

If you worked out because you felt guilty, because you have not been taking care of yourself, well, eventually you will come to realize that the working out is a good thing and you will drop the guilt and begin to enjoy the new you.

And then there is the topic of relationships. People are searching for that one individual that will make their life complete. Someone to talk to, laugh with, admire, be admired, and connect with.

And, if you are like me, you probably tried dating programs where you pre screen people. I am not sure how “you” go about finding “your” perfect mate, but I do know that if you want to find someone that likes what you do and has similar values in life, then you need to do what you like and go to places that you like to go to. There are good chances that the people who do what you like to do will have the same type of interests.

I happened to meet my wife - long before I knew we would be husband and wife - at a self development seminar.

I wasn't going to the seminar to meet someone I was already married. I was going to figure out a way to get my dream job and make more money.



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Well, four years later, divorced and living in a different city, I ended up calling her and we connected immediately and today, after 19 years have a wonderful daughter who is almost 16.

Whatever you hear about these three topics in life, think of this: be grateful for what you have. If you want to change or improve it, write down everything you want and how you want it. Then let it go. I mean once it is written, put it aside (night table, desk drawer, pin up on your wall.) You will be amazed how the universe, God, or infinite power will arrange itself to make it happen.

Besides, if you listen to the various media in life, they will give you all kinds of tips and things you should be doing to realize the ideal situation. What is interesting is you don't have to worry about forgetting stuff. The media always have calendar reminders, things you should be focusing on, and when.

For example, for the entire month of January the focus is on health and going to the gym. You see it on TV ads and hear it on the radio. In December, it is about get-togethers and eating and giving of gifts for those you love.

Whether it is family & friends or business functions, you can count on a reminder being in the media. So, you don't have to look very far.

WOW...what a support system!

### **Your Present Life is a Past Vibrational Plan**

There are so many systems and processes in the self help industry. You can write out goals or create vision boards (as one of my mentors, Michael Losier says, "create a macaroni collage") or you can post message on social media sites. The reality is it does not matter what medium you use - the result you get comes from what you were feeling. The vibe you send out to the universe.

Remember when I said it is not what you say, but how you say it that makes the difference?

Well, the same can be said for what you want in your life. It is not what you want, but how you feel about what you want that will have you realize it.

Let's say you want to have a healthy, vibrant body. You know intellectually that eating and exercising is the thing to do. You even have recipes and have pictures of the foods to see. You are tying in all your senses, except one. Your feeling of it.

You may believe that if you change the way you eat you will deprive yourself. Or exercising is hard work or worse ... not fun! Aaaah!

You give off the feeling of yuck and even though you know what you should do. Or maybe even doing some of it. You focus your feelings on what does not feel good.

So, what would you like to change? Would you like to see a plan that actually has you *feel* good? Here it is - it is called a,  
Vibrational \_\_[blank]\_\_ Plan

The blank is what you want in life. It could be a relationship plan, or a financial plan, or a career plan, or a health plan, or even more comprehensive, a life plan.

I cannot take the credit the design of it. I got it from Michael Losier, author of *Law of Attraction* as he created the *Vibrational Business Plan*. All I have done is applied it to your personal life.

The premise behind the vibrational plan is to allow you to feel good about what it is you want. In fact, it is so powerful, you may stop using any other plans or collages or even vision boards.



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So here it is. A vibrational \_\_\_\_\_ plan is:

a) Tangible and full of real facts

So there is buy-in from your mind - which gives off a feeling of certainty. Your brain will say, "Yes that is true. I have that. I believe it."

b) Current

So you can stay focused on what you want and not wander off in your mind thinking, "Well [the thing I want] is far away and I don't have it, so oh well, I guess it is for someone else."

c) Inspiring

So you feel the process of HOPES becoming WISHES and the DREAMS taking place in your life.

There are 3 components to the plan:

1) *What I know for sure.*

This is where you write all you know to be true for you. Items could specific dates confirmed or artifacts you have.

2) *What I am giving my attention to.*

Here are things you would like to have or experience.

3) *Room for more.*

These are events, activities, experiences that you would love to see but you know is a stretch, but if they came up you would make time for them for sure.

And the way the vibrational plan works is... as you become more aware of things becoming real for you, then you move them up to the next level until they become "What I know for sure!" This way, as you look at the things you have written down, you feel good about them. And you are feeling and sending out a positive vibe to attract more of what you want.

Here is an example of a vibrational life plan:

### *My Vibrational Life Plan*

*What I know for sure*

- \* I have a weekend vacation planned in 3 months*
- \* My body is all able - walk, lift*
- \* I can make decisions for myself*
- \* I have \$X in my savings*
- \* I own my house with my spouse*

*What I am giving my attention to*

- \* Enjoying more energy and vibrancy in my body*
- \* Fun date nights with my spouse*
- \* Being at a seminar to make more money*
- \* a new pool in our backyard*
- \* being helpful at work*
- \* taking specialized training on my hobby*

*Room for more*

- \* a 1 week cruise*
- \* a 2nd car*
- \* teaching at a local community centre*
- \* attending a concert*



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Now it is your turn to create a plan. Fill in the heading and then what you want for each section. This is meant to help you feel good. If it does not, then what about that item would you like to see in your life?

*My Vibrational*

*Plan*

*What I know for sure*

*What I am giving my attention to*

*Room for more*

## Here's a Recap

### *Chapter 14 - Now What?*

- 1) *We are all the same. Humans with wants and desires.*
- 2) *Exercise: If you knew that today was the last day of the rest of your life – how would you be?*
- 3) *What do you desire? More Money, Better Health, Loving Relationship?*  
*Create your Vibrational \_\_\_\_\_ Plan*





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## Chapter 15 - Mark This Date in Your Calendar

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"We know what we are, but know not what we may be."

William Shakespeare

Is there a date in your life that has a significant importance to you? It could be your most important day, better known as your birthday. It also could be the birth of your children or the birth of someone's child. Or better yet, a great seasonal holiday like...Labor Day! (Okay probably not the funniest joke. That was my attempt at humor.) Maybe that day is Christmas for you. Or maybe it is when you changed something dramatically in your life. Whatever that special date is for, I want you to add to your calendar every year - March 4.

Why should this day become an anniversary day for you?

Recently, March 4 became one of the most important days in my life,. It was a date that I took for granted for years. In fact, ever since I can remember, I never thought anything about March 4.

Yet there was a powerful message just waiting for me.

I was born March 24, 1964. My mom told me that I was late 20 days. I actually was supposed to be born on March 4. The good news about being late was I made my father extremely happy as his birthday was also March 24. What are the odds of that? Especially before all the technology they had, my mom was not induced and gave birth naturally to my 9 lbs, 7 oz frame.

Less than two years later though, my parents split up.

When I was 3 years old, my mom started to date a man. In a short few years, we decided to let him join our family and become my "dad".

He was a unique man. He believed that it would be best if my mom and he did not have other children. In today's world, I am not sure he would have made the same decision, but he did and so I grew up an only child.

All my growing up, from the time I was five, when my mom and he got married, until the day he passed away in 1991, near my 27th birthday, he was always sharing great lessons and his knowledge.

My mom and I learned a ton from him. He provided perspectives on issues. He shared insights and facts on things I didn't even know existed, and all of this was in a time with no internet, just books, newspapers, magazines, TV and radio. We lived in Montreal and for years did not have cable so our television choices were limited to 4 or 5 channels, depending on the weather. So he used his reading skills to gain his wisdom.

He knew so many people and made friends from all walks of life. Didn't matter what religion or beliefs people had, he was their friend. In fact, many thought he was one of their heritage. He used to say, "It is not what you know, but who you know that matters in life." As well, he would add, "you'll never know when you need someone, so don't burn bridges."

My dad had a passion and enjoyment for hockey, which is where I learned to like it. He had an amazing affection and commitment for my mother, so I grew up in a house filled with love and appreciation. So when he passed away, to say it was shock was an understatement.

On February 27, 1991, he had a heart attack and rolled out of bed on to the floor, my mom told me. I was out of town on a training course. It was the last night of my course and the group decided to go out for a few drinks. I got back to my hotel about 2:00AM and my cousin was standing in the lobby. She lived in Toronto at the time. My mom got a hold of her to get to me. My cousin stood in the lobby



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of the hotel and did not know how she was going to tell me. She warned the front desk manager and staff that were in the lobby what was going to happen.

I walked in to the lobby and as you can imagine, I let out a yell and scream of denial. I couldn't believe it; he was gone. I was just getting to know him and appreciate him. This was such a shock to my system.

Before my dad died, he told me a little story. Things he had done from time to time. We were having a discussion as we both were taking care of my first born daughter who was 7 months at the time.

I shared something that I was working on and having issues with. Like he had done in the past, he offered comforting words. He said, "Don't you worry about your life ahead of you. I will pave it for you." Little did I know at that time how powerful those words would be. My mom said he had done that with her as well... providing comfort that things were going to be alright.

He was a director at American Airlines, where he had been working since 1979. He knew a lot of people in Montreal and abroad, so having a quick funeral would not have allowed people enough time to come to Montreal. The funeral parlor where we were to have his funeral gave us the dates when the viewing could be and the date for the burial. His mother had a plot for her right beside her husband who had died when I was four. Little did she know she was going to bury her son instead of herself beside her deceased husband.

The weather in Montreal at that time of year was not always conducive for ground burials. The ground was frozen so the digging of a plot caused the dates to be moved to March 4, the day I was supposed to be born. More importantly, this was his birthday. We buried him on the day he was born 53 years earlier. I don't think there is much worse than a parent burying a child, but burying them

on their birthday, left an extra heavy sorrow on that day for his mother.

But my dad always found some humor in things. He made jokes when it was time to be serious. He found the funny in everything. Life was too short to be serious he used to say. He also told my mom that when he died, he wanted to go quick and that he would make a big splash when he went. He had a massive heart attack - died on the spot. He gets buried on his birthday so the date can't be forgotten.

And what was funny, the funeral had to be delayed until his birthday.

March 4, 1991, the day we buried him there was an ice storm. The Montreal airport was closed, roads were like sheets of ice and the cemetery had a heck of a time digging up the ground.

People from around the world, who he came to know him over the years could not get in. In fact, many were stuck en route and had to return home. This was my dad. Go big or go home!

This brings me to today and why March 4 is such an important date in the calendar for me and now you. My dad taught me ways to pick up my head when I felt defeated. He showed me how to find my strength and courage when dealing with issues. Often times it would be just one word. Whatever it was, his message was clear... and it is one that I only begun to understand this past year. It is a message that forever more will have me stand tall and proud to be the person I am.

On this day every year, I encourage you to look at yourself and know you are special, that there is no one like you. That you are perfect as you are and there is nothing you can't do. So, on this date of March 4th, if you have been feeling defeated or beaten or don't know what to do...

*March Forth!*



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## Here's a Recap

*Chapter 15 - Mark This Date in Your Calendar*

*March 4<sup>th</sup>*

*... and then **March Forth!***



# WHAT ARE YOUR HOPES, WISHES AND DREAMS?



How to Reinvent Midlife Dreams is a inspirational book that delivers a blueprint for a fulfilling life.

Kevin Huhn will grab you with his real life stories like the charming one about Thomas, a young boy with a dream and uncommon imagination—it will melt your heart and strengthen your resolve to never accept anything but excellence in your life.

How to Reinvent Midlife Dreams shares the 8 Essential Elements to Kevin's phenomenal personal and professional journey filled with failures and successes. Once you learn and shape these Elements, you too will be able to realize your own greatness!

If you're looking for a book that's filled with proven methods to a transformed life and business, How to Reinvent Midlife Dreams is for you!



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