

# *The Road To Happiness*

*Reach your  
goals faster  
than you ever  
thought  
possible!*



*by Doug Hart*

**WARNING:** This eBook is for your personal use only. You may **NOT** Give Away, Share Or Resell This Intellectual Property In Any Way

## **All Rights Reserved**

**Copyright © 2008 – Doug Hart. All rights are reserved.** You may not distribute this report in any way. You may not sell it, or reprint any part of it without written consent from the author, except for the inclusion of brief quotations in a review or blog entry.

## **Disclaimer**

Every effort was made to create this book in a way that motivates the reader to reevaluate their life, discover what they truly want for themselves, and go after it with every fiber in their being. My philosophy is that is that if you're not growing and challenging yourself nearly every day of your life then you may be wasting it. With that in mind, you must take chances and even take risks to find out if your choices are the right ones. I myself have several failed businesses behind me, but I finally found one that is right for me and suits my particular talents perfectly. With a lot of work and a little "luck" (I use the term loosely, since I don't believe in luck myself although many do) you can find your purpose in life and have all your dreams come true as well. Be advised, if you do create your perfect life and make millions of dollars I'm not to be held liable for the extra taxes you will need to pay. You're on your own there, ok? On the flip side, if you try one or two new

things and they don't work out, don't give up (and don't blame me)! Remember, you only fail if you quit. And I know you aren't a quitter, so roll up your sleeves and let's get started.

## Introduction

What would make you happy? I don't mean the kind of happiness that kids feel when they have a cookie, or the kind of feeling you get when your bowling team wins the big championship. Those may cause us to feel temporary happiness, but I'm talking about a much larger, more permanent happiness that leaves you smiling every day, feeling confident that nothing can affect you negatively for very long. For some people it would be winning the lottery, or inheriting a large sum of money in some way. I have to tell you though; it's true what they say. Money only changes your bank account, it doesn't do anything to change *who you are* on the inside. And believe me, that is the kind of happiness that lasts long after any amount of money is gone. To be truly happy, one needs much more than just money - security, love, good family life, and a challenging career, those things are all very important. You need a combination of them all, and more! You need to believe that you can be happy, no matter what happens in your life, because you are truly in control of the most important aspect of your happiness – your own thoughts! That's what I would like to help you achieve, with some help from my book and a little bit of work on your part. I'm sure you will be willing and able to do the work, because in the long run it's well worth it. Happiness means many things to many people, but to be in control of our lives, in control of the most important aspects of our lives, are the common threads that cause true happiness in us all.

If you want the kind of happiness that is more like a fulfillment that lets you know that you're really doing something important in your life,

making a difference not only for yourself but for many other people you care about as well, then you've come to the right place. I've heard some people say you can't have it all – I ask, why not? The best explanation I can think of is that happiness is a journey, not a destination. Let's explore that thought...

First of all, think about where you are in your life right now. How are things working out for you? Do you have all of the ingredients for a truly happy, fulfilled life?

Or are there a couple of pieces of the puzzle missing? First of all, realize that everything you have in your life right now is a result of actions you have taken in the past. Where your education has taken you, your relationships with loved ones, how much money you have in your bank account, right down to how you feel about yourself. Now I know it may feel at times like you don't have "total control" over every aspect of your life, but whose fault is that? Do you take responsibility for your life, or do you blame others because they "didn't help me when I needed it" or do you blame bad luck or fate? An accumulation of decisions, made by you, have gotten you this far. And the decisions you make will be the difference in what happens in the future as well.

I'm here to tell you, like it or not, good or bad, you are responsible for it all. Does that sound a little harsh? Maybe, but its true! Not only that but in order for you to *change who you are and get where you want to be*, you need to believe it! Where you are in life is dependent on the thoughts inside your brain – if you think in a "limited" way, you probably don't have much. If you think about how much you hate working every day, I guarantee you

don't have a pile of money! What you think about most is what you create in your life, this is a universal truth handed down by wise men and women for thousands of years. Is it some secret that only a few know? Of course not, I guarantee most successful men and women know this simple truth. Start from this day forward to believe in yourself, that you can change anything in your life, and it shall be done. The only stipulation is you must truly believe...

**“My interest is in the future, because I am going to spend the rest of my life there”. – Charles F. Kettering**

## Chapter One - Motivation 101

The first thing you may ask is, why did I write this book to begin with (and more importantly, what's in it for you)? The answer for me is that I have always been fascinated by what motivates people. Not just myself, but people in general. Why do we do what we do every day? What gives us the "need" to get up every day, shower, shave, eat breakfast, get the kids ready for school, so we can drive half an hour or more to a place where we can sit and do the same task over and over for 8 hours or more. Or drive a truck, or fill cavities, or write computer programs, or whatever it is we do. If you love your job, that's great! It's certainly a start, but from what I hear after talking to many people, it's actually quite common in this country to be somewhat "unsatisfied" with our jobs or careers. Why are we not happy in our lives? Great question, but I believe it has to do with the American way of life, always wanting more! Wanting more may mean more money, but for a whole lot of people it means having more free time. Free time to do what we want, spend time with our loved ones, pursue our favorite hobbies, travel around the world, or whatever. I've never heard anyone say "I wish I could spend more time at work!" Ok, you might say that's a greedy way to look at life. But who ever said you had to live an ordinary life like everyone else? Moving forward, striving to do more and be more, is not a sin. The important thing to remember is what you actually plan to do with your extra time, or extra money, because having a really burning desire and then making a plan for your life is the best way to get started making massive changes in your life. As they say, it's the love of money that is the root of all evil, not money itself. But we're not just talking about getting more money

here – this book is more about *happiness* than money. The only reason I bring up the “M-word” is that more people associate money with happiness, even though they will tell you that money doesn’t buy happiness. I don’t know about you, but I haven’t met too many people that are really poor and still happy about it. Now I’m not making light of their situation, it’s very sad that many people don’t ever find a way to become financially secure in their lifetime. It took me many years to figure this out myself, so let me tell you a little bit about my story.

I fell into my job right after high school many years ago because I saw an ad for getting into computers, and I thought it sounded cool. I knew I had to do something, so I guess it may as well be something I thought was cool, right? If only I had the knowledge back then to sit down and really think about what it was I wanted to do. Of course, right out of high school you don’t realize that most likely the job you pick will be your “career” for the next 30-40 years or more (if you’re lucky and live that long, of course). If you pick a career that’s dangerous then you may not make it that long due to some accident or misfortune that happens in the lives of many police, firefighters, heavy machinery operators, pilots, etc in the course of their jobs. But the point is how many people are really happy with their jobs? Research indicates that only about a little over one-half of all full-time working folks are happy with their current jobs. I suspect that if this question was asked on a Monday you would get different results, but I guess that wouldn’t fair, would it?

My question is, are you truly happy in your current job? Are you happy in your career? The real test for me is what would you do for a living if you could literally pick anything, and would be guaranteed of success? In

other words if you could put your dreams down on paper and be guaranteed they would come true, what would you do? Did you perhaps pick your career because someone else suggested it, maybe your parents for example, and you thought to yourself “why not?” There are many reasons why we choose our careers, but when we’re young and just out of school or college the choices seem too limited due to our own limited view of the world. Or maybe an opportunity presented itself and you needed the money, so you “jumped on it” before someone else grabbed it? Once older and wiser, maybe we would not make the same choice of career. Of course by then we figure “hey, I’m already here” and just continue on with our status quo. If this sounds a lot like you, join the club. I was in that same boat until recently! I guess I just got to a point where I said, “You know what, I can do better than this!” and decided to do just that. Call it a mid-life crisis or whatever, but I just felt like my dreams were not being fulfilled and I was really running out of time to fulfill them. So I started reading all the best self-help, motivational type books I could get my hands on and discovered that with a little hard work and some true soul-searching I could really make things happen in my life! And what I realized is that I could make a whole bunch of improvements in my life, not just by choosing a new career or business, but by striving to make every facet of my life better.

After all we work about 8 hours (on average) a day, sleep another 8 hours, so that leaves a full 8 hours left unaccounted for. What do you do with the rest? I know, it’s hard to believe when you think about where your day goes, most of it is actually spent doing non-productive, repetitive tasks (like talking to friends, making dinner for the kids, being stuck in traffic, planning tomorrows activities, simple chores, maybe even some fun stuff!)

If that sounds familiar then you're not alone. We all try to do more, especially after January 1 rolls around and we realize we just spent another whole year accomplishing almost nothing! Sure, you make your resolutions and try to stick to them. But we all know how long that lasts, right? Many people make that decision to be like Nike and "just do it!" but that isn't enough. Motivation usually only lasts so long, and after a few weeks we're right back to square one, right? Well, I'm telling you it doesn't have to be that way. You have to have a serious, I mean really honest discussion with yourself (not out loud, of course! the neighbors will talk) about what you want out of life. Get out a pad and pen and write down, in great detail, what you want to change about yourself, because if you want more out of life you absolutely must ask more of yourself. Create a blueprint for yourself of the life you would truly love to live in a perfect world that you create! You know the old saying "if you keep doing the same things you've always done, you'll keep getting the same things you've always gotten". I'm paraphrasing, but you get the idea, right?

We need to change on a **massive** scale in order to break out of the habits that we've developed over the years. And I'm not even talking about *really* bad habits, which of course must be broken ASAP if you have any (like heavy drinking, drugs, destructive behavior, this book isn't meant to fix those). But just everyday things like watching TV for hours on end when you know you could be doing more productive activities, or making promises to lose that 10 or 15 pounds "someday" and never even making it to the gym. We are what we do, which is contrary to the old saying we are what we eat, but I think way more accurate. We receive in life exactly what we put into it, no more and no less. So how do we change our daily habits

and create better ones in their place? We change our actions by changing our *thoughts*. Ok, but how do we change our thoughts? By changing our **belief system**, that's how! How does one change their beliefs? Ok, I didn't say it would be easy. Many things in life aren't easy, even if the concept itself is quite simple to grasp. But you really, really, REALLY want to be happy, right? I thought so! So start by making a full commitment to changing your belief system. It may be the main ingredient to getting what you want in life, so you have the built-in motivation already. Changing our beliefs, that's next...

**“People often say that motivation doesn't last. Well, neither does bathing - that's why we recommend it daily.”**

## Chapter Two - Change Your Beliefs

When I mention beliefs, most people immediately relate this in some way to religion. That's not the belief that I'm referring to, although that is one type of belief of course. I'm talking about what you believe to be true for yourself and your future. What you believe, deep down, about yourself internally. Our beliefs about who we are can be created by many things, mostly by our environment and how we were raised. Also our experiences in life have a great impact on our beliefs. What were you taught when you were young about the possibilities for your future, what occupation you should pursue, how much income you would have? If you're like most of us, including myself, not much was ever said so you just looked around you and made your own assumptions. If you grew up in a small town where nearly everyone worked in a coal mine, then your future looked pretty dark, literally. However if you grew up in a well-to-do area where nearly everyone was college educated and had either a solid profession or a business, then you probably saw many more possibilities for yourself. Regardless, there are other factors that have a great impact on your beliefs.

One of the most important things that effect our beliefs is the way we talk to ourselves internally. When you are presented with a task, either at school or at your job, if you tell yourself there's no way I'm going to get this done, then chances are you won't! When I say "tell yourself", that's exactly what we do, by a method known as internal dialog. We don't of course consciously tell ourselves, but on an almost subconscious level we have

mini-conversations with ourselves every minute of every day! They are constant and never ending, and cause us to make **decisions** that are vital to our lives. Wouldn't it be better if we had more control over these decisions, these thoughts that are constantly bouncing around in our heads? In order to change our actions, we must learn (through habit) to control this dialog as much as possible in order to control our actions. Internal dialog is such a major force in our lives that we must learn to change, and use it to our benefit instead of our detriment. Of course it may be impossible to control completely, because external forces are always causing us to lose our focus in so many ways. But believe me the sooner you learn to believe in what you can do in a positive way, and block out all of the negative self-talk that floods most peoples minds, the sooner you will be on your way to reaching your goals. At the end of this book I have some exercises that will help, make sure to check those out!

Most people have other beliefs that need to be changed as well, ones that cripple us every day without our even knowing it. Limiting beliefs about not only what we can or can't do, but also what we deserve in life. Many people unfortunately have a negative self-image that limits them in life, almost like a "governor" on a large engine that only allows 50% of the power to be used! This negative image is a constant nagging reminder that says "I'm not good enough" or "I could never make a million dollars". Don't believe it for one minute! The only difference between the mindset of someone that makes a million dollars and one that makes \$20K a year as a sales clerk is BELIEF in what they can do. You must begin right now to tell yourself every day that you are indeed capable of becoming whatever you wish to become, whether it's a millionaire, successful at your chosen

career, an actor/actress, a writer, or whatever your goals are. Remember, if anyone can do it, you can repeat that persons success by first believing that you can do it, then following in their footsteps and modeling their behavior. This is one of the greatest secrets to success, called “modeling” others, that most people think just can’t work but is another element in your future success. How does it work? I thought you’d never ask!

Modeling is a technique in which a person that is very experienced in a certain practice or skill is studied very closely, their actions being duplicated by the person attempting to learn that particular skill. Not only are the actions duplicated, but also the very beliefs, physiology, language, breathing, strategy, and minute behaviors duplicated so that every possible way that person uses his or her body to perform the action is copied. This technique was originated by the founders of NLP (Neuro-Linguistic Programming) Richard Bandler and John Grinder, and is a very complicated process. Nonetheless, it would serve you well to at least learn the “basics” of these techniques to understand how they can dramatically accelerate your progress in learning any new skill.

Although you don’t have to get as in depth as the modeling of NLP, you can find a mentor and copy their strategies for success at whatever skill you need to learn. Even learning from a book about this person, if you can’t find a mentor that can teach you directly, will suffice. The key is to learn how others perform and duplicate their process, whether you’re learning to ski, trade stocks on Wall Street, or run a business successfully. The principles need to be learned from someone who is already successful, and copying someone that’s already doing what you want to be skilled at will help speed this process.

Another very important aspect of belief is a little thing called “self-esteem”, something many people are woefully short of. The problem with building self-esteem is that our belief in what we can accomplish in life is so embedded in our minds by the time we are adults, it takes a very strong process to repair if it is damaged. You see a lot of our beliefs are formed when we are quite young, by accident or by someone simply telling us we are “stupid” or we’ll “never amount to anything”, or similar words that sink into our subconscious and take hold without our knowing it. In order to change our thoughts internally and thus our beliefs, we must change that thought process. How do we do it? By talking to our subconscious mind, repeating phrases that help to strengthen our self-esteem once again. This may sound strange to some people but try this anyway; it works and has worked for thousands of people. Write several phrases down on paper, things that you want to believe in that will improve your self-esteem, and repeat them to yourself at least twice a day in the morning and before going to bed at night. Things such as “I can accomplish anything in life I desire”, or “my success is up to me, and I chose to be successful”. From now on make sure that you have a strong conviction that anything you want in life can be accomplished, because your belief will make it so. If at first you aren’t sure you really believe it with all your heart, continue to “act” as if you do anyway. In time your beliefs will be in step with the new you. Remember, that beliefs held for a long time may change slowly, but with a *powerful desire and passion* to change them you are destined for success and happiness. This I assure you...

**Napoleon Hill said “*whatever the mind of man can conceive and believe, it can achieve*”.**

## Chapter Three - Habits

We spoke earlier about habits – a subject I think is too important not to expand on further. We all have habits that make up our daily routine, some are good and some are bad, and some just are necessary for us to survive (like eating, sleeping, etc.). A psychologist named Abraham Maslow wrote a paper in 1943 called “A Theory of Human Motivation” in which he proposed there are 5 levels of needs human beings have, at the bottom being the basic needs for food, water, sleep, sex, etc. and at the top of the list something he called “self-actualization”.

The five levels are:

1. Physiological needs (basic survival)
2. Safety needs (personal safety, security of income, overall health),
3. Social needs (love, sense of belonging, family),
4. Esteem needs (acceptance, self-esteem, self-respect)
5. Self-actualization (desire to make the most of oneself)

We make priorities in our lives based on these levels of needs, and if one of the needs isn't being met then that is our highest current priority. If you are having problems in your family life for example, it's going to take a

priority over your “upper level” needs of self-esteem or self-actualization. Of course if you don’t have enough to eat, that is your top priority, right? Obviously we want to take care of the lower level needs first, to have a mindset that will enable us to concentrate on the highest level in order to really reach our goals. The reason I bring this up is because many people wish to be more successful in their careers or business, but have other issues that are taking up way too much of their valuable time and energy. If this sounds like you, then by all means you must resolve those issues first before starting a new path or set of goals. Of course there are ways to resolve some of these “lower-level” issues while still maintaining your goals and it may benefit you to add them as a separate goal that needs attention as long as you’re not in crisis mode. We all would like a better family life, better social contacts and more friends, and these are great goals to accomplish. Just make sure that any goals that you make for yourself are more in line with “building” or accomplishing more, rather than putting out fires that are constantly erupting in our lives.

So what habits do you currently have that need to be changed? What new habits if they were to be developed would thrust you into a better life, that would lead you ultimately to a happier you? It’s been said that the actions make the man (or woman), so if you review on a regular basis what actions you take, purposely change them to move closer towards a goal that you have set, wouldn’t that make it nearly impossible to not reach that goal?

Taking new actions on a daily basis are very important if you want to change what you get out of life, that seems like almost a given. But are there things that successful people do every day that ordinary people

don't? Is that how they reach a higher level of accomplishment in life? Yes and yes! Successful people not only set goals, but also write down a plan to accomplish these goals and then chase these goals like a bloodhound that never quits! This is critical, to develop not only the drive to reach your goals, but also to persevere even when things aren't going as planned. This is where habits truly kick in and take effect, when you run into a temporary setback but know you must get around it and keep going, if your habit of chasing your dream is strong enough then you will let nothing deter you. I like to call these "habits of success", because they are keys to your reaching your goals and being successful. Are you the kind of person that gives up easily? Then you must change that tendency immediately! Once you develop good habits, and drop most if not all of your bad habits, you will find yourself making great strides towards your goals.

The question is, how bad do you want to be successful? Are your goals and desires (whatever they are) worth giving up a large portion of your "free" time in order to achieve? I'm constantly amazed at how many people say they want to be rich, or start a business, or just get that big promotion at work, but don't have a clue how much work they need to put in to make it happen! Or maybe they do know, but just can't seem to break away from that baseball or football game, or that sitcom long enough to put in the required work to see it through. You may need to sit down and write all the things that truly make you "get passionate" about your life and figure out how you can turn that into a new career, business, or even part-time job until you realize what it is that would make you happy. Or just maybe you haven't identified the big enough "why" to motivate you yet...

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

## Chapter Four - Goal-Setting

If you're like most people, and I include myself in this group until recently, you never really had any written goals at all in your entire life. Why is that? I believe it's due to our school system for one, and also due to what's taught to us by our parents when we're growing up. If your parents never taught you the importance of goals, would you think of it on your own? Probably not, I know I didn't. And I'm pretty sure most schools don't teach the importance of goals, so where else would you learn about them? The fact is most successful businessmen and women have a written set of goals, how else do you think they plan on getting what they want in the business world? Doesn't that just make sense, I mean if you were to take a long trip you would map it out, so you know what roads to take and where to turn, right? How do you think you will ever get where you want to go in life without a written plan then? It is probably the single most important thing you can do to guarantee your success at anything you wish to accomplish in life. The beauty of it is that it's also one of the easiest things to do. Once you find out what it is you really, really want in life, whether it's to earn a \$100,000 a year in income, start the business you've always wanted to start, find the perfect mate to complete your life, or a combination of these and other goals, just make a list of them. Getting them on paper is one of the most powerful things you can do, as if creating a permanent record not only on paper but in your subconscious mind that you have "committed" yourself to achieving these goals. After all it's your life, don't you think you should be able to dream about having it all, and devote yourself totally to making those dreams come true? Not having written

goals is like driving in a car from New York to California without a map. You may get there eventually, but it will take 10 times as long and cost a heck of a lot more in money and grief along the way. So do yourself a favor, get a roadmap to your life now!

One thing to remember though, in order to really get yourself fully motivated to achieve these goals you must be very specific about what you want. Get down to the most granular detail possible, such as “I would like to have a beautiful house in the gated community on the edge of town, with 4 bedrooms and a nice swimming pool, and enough land so my family can have dogs in the backyard and room to play”. Of course you also should put a time frame on when you plan on getting this beautiful house, which will make it real in your mind. Every day you must read this goal out loud, burning it into your subconscious so that it’s a part of you. How are you going to get that house? That’s where your plan comes in (the next chapter), for you need to write down a definite plan on how you are going to earn the house of your dreams. Once again as I said earlier, don’t let your limiting beliefs cause you to set low expectations and lower goals than you would otherwise. You can accomplish so much more than you ever thought possible, if you truly believe in yourself and make a solid commitment to achieving your goals!

One quick story that I read recently about goals has to do with a study of a graduating class at Yale University in 1953. All of the graduates were interviewed and asked if they had written down goals for themselves, and a plan to achieve those goals. Amazingly only 3 per cent had those written goals – and 20 years later the 3 per cent that had them? They were worth more than the other 97 per cent combined! I tell you this to drive

home a point, if you want success you *must* start modeling successful people. And by a very large margin successful people have written plans, with specific goals, tied to certain time frames. Get it? I don't mean to sound preachy (ok, it's fun!) but I personally know a handful of millionaires and they all agree, WRITE DOWN YOUR GOALS! Phew! That feels good...

**“If you want to live a happy life, tie it to a goal, not to people or things.” – Albert Einstein**

## Chapter Five - Make a Plan

Once you have established your goals it's time to make a detailed plan that will allow you to accomplish your goals in the time frame you have set out. If you haven't set a time frame then why not? What are you afraid of? Look, if you don't make your self-imposed deadline, you can create another. The world won't stop spinning! However, just be honest with yourself, ok? Are you making progress? That's the important thing, if you can say that you're moving forward, then add another 6 months to the deadline and continue. Whether you need to get more education in your new field, go to seminars or just start that business from scratch, you have to lay out a plan to make it happen otherwise you're just doing things in a haphazard manner. Certain things are logically going to come first, others second, and so on, but if they're in writing you can visually see not only what you have to do next but also what you've already done. This is very important as it gives you a feeling of moving ahead with your plan, each step of the way. Of course if you find out you've left a step out of your plan, it can always be added at any time. It's not meant to be set in stone, as our plans will change from time to time to reflect adjustments in our experience or knowledge of the goal we're wishing to accomplish. This is a good thing actually, since it means your mind is open to new ideas. If you weren't constantly thinking of better ways to do things, you could actually take the wrong steps and repeat them over and over, not ever making any progress! This would not only hinder your progress, but be a great deterrent mentally since it would certainly make you feel as if you were spinning your wheels. We need to feel as if we're moving closer to our goals all the time, which

gives us hope towards future success. Remember, success isn't usually achieved in large chunks, it's usually the *small steps* taken one by one, adding up over a period of time that eventually lead to bigger and better things in our lives. The key is to keep taking those steps, moving forward with your plan, and make needed adjustments along the way. You cannot fail as long as you continue to make forward progress and never stop! This is another one of those key success elements that will lead to improved self-esteem, more confidence in your ability to achieve your goals, and just plain happiness in all areas of your life! Be that person who finishes what he starts, every time. Being persistent and never giving up on your dreams will provide you with so many benefits it will amaze you.

When you make your plans, if you aren't entirely sure where to start then seek advice from someone who has already achieved some success in the area you plan to become a success at. Having a mentor is one of the quickest ways to speed yourself to success at any endeavor, whether it's learning to play golf, starting your own business, or learning a new trade or skill. When we first start something new we're always uncertain of ourselves, and it takes time to build confidence to master the new knowledge that needs to be learned, so having someone to guide us will always be the quickest way to learn. Of course, depending on what new knowledge or skill you need to learn to reach your goals it may involve going to college classes, or taking a seminar or two, and in most cases reading books or journals about the subject. But whatever is involved, by all means you *must* do whatever it takes to learn this skill or knowledge as it's the key to your new goals in life! This is something you should never shy

away from because learning new skills and learning in general should be one of the habits you obtain in life.

In today's world things change on a daily basis, and we must keep up in order to keep ourselves on top of the curve. It has been said that we are all either in the process of living, or the process of dying. Nothing is static for very long in this life, and I'm sure you are one of the determined, persistent and goal-oriented few that wish to push forward to reach your goals, for giving in is the same as giving up and this isn't acceptable! You cannot ever settle for less than your dreams, this must be one of your personal rules for living. Not matter what area in life you wish to improve at, once you set a goal you must pursue it no matter what the cost and no matter how long it takes. If it is truly a worthy goal, and you are truly passionate in reaching it, you will always find a way.

## Chapter Six - Fear the Dream Killer

Let's discuss for a minute the possible reasons behind your not already achieving your goals in life. Have you ever wondered why you haven't take that next big step to either start a business, move to a more satisfying area of the country, reach out for that special someone in your church or neighborhood that you thought was "just right" for you? These are all examples of things that fear can kill, and we have all experienced this in one form or another in our lives. Oh sure, we tell ourselves we're just being "careful" or the *right time* hasn't arrived yet, or whatever excuse makes us feel better so we can sleep at night. But the fact is more dreams are snuffed out by fear than any other reason! We all cling to our old habits and ways because it's more comfortable, more convenient, and taking chances is almost like a gamble in some ways. I personally don't like to gamble, but believe me I have no trouble stepping out on a limb to try a new venture if I believe it will in some way provide a benefit for me! This is how we grow as human beings, by trying new things, expanding our consciousness, stretching ourselves to do more and be more. In order to do this we must conquer fear, there simply is no other way around it.

So what are we afraid of? Is it failure? Most likely, yes. We're all afraid to be embarrassed in front of others, whether it's our family and friends or even just the pain of how we feel inside when we fail to do something. Even letting ourselves down is hard to take, pride being what it is. I'll let you in on a little secret - the only way to succeed is to fail! All

successful people know this rule quite well in fact. Let's get one thing straight, it's literally impossible to try nearly anything for the first time and succeed at it, right? And if it's something as challenging as starting a new career, thinking of a new recipe that will "wow" everyone, or beginning a new business venture, our chances of hitting a home-run on the first try are pretty slim even if we're a certified genius! I ask you, if you try to do something that others before you *have* done successfully, and you try using a plan that is modeled after theirs, with specific steps written down, don't you think you can also be successful? Of course you can! The key is to follow the plan, be persistent, to keep trying until you are successful! If we take this approach to everything we do in life, no matter what the odds are we would eventually be successful at everything we tried, right? I believe the only reason most businesses fail is either: a) they don't have the right plan to start with or b) they give up before they turn the corner. This is also why many people don't reach their goals in life.

Let me ask you this – if you could try anything you wanted and would be totally guaranteed not to fail, what would you do? How would that change your plans, your goals? Would they still be the same? Then do this – tell yourself every day that these goals are not negotiable, you will keep moving in the direction of each and every one of them until you have reached them. There is no way possible for you to "fail" because if any obstacle gets in your way you will find a way around it! You have no fear, because there is no such thing as failure! If you look at life in this way, think how empowering that will be. No such thing as failure, if I find any setback I just try harder next time, I change my direction ever so slightly, and continue on with my plan. This, my friend, is a recipe for total success in

life. Remember you only fail when you give up, and you are a born winner that has no fear so giving up is not even a consideration. If you must, do what I do – repeat to yourself when things get a little bit tough “I’m a warrior, and nothing can stop me!” This may sound a bit silly, especially when you say it out loud around other people. But the reason I find this so helpful, and you will too, is that it jolts us out of our state at the moment. There are simply times when you will be at an “unresourceful state” and need a quick slap back to reality. The reality is that you may have a temporary setback, but your goals and dreams are the most important thing to you and continue on you must! What ever you need to do to get back to that state of mind where you know you are in charge, do it quickly. Don’t ever wallow in a state of unresourcefulness; it will only serve to slow you down in your quest for your dreams and ultimate happiness.

**Winners take chances like everyone else,  
they fear failing, but they refuse to let fear control them.**

## Chapter Seven - “Challenge” solving Skills

Whether we realize it or not, on a day-to-day basis we solve many problems just to get by. How effectively we solve those problems can make the difference between getting what we want, and settling for somewhat less. In order to solve the really big problems that come with life-changing skills that you need to reach your goals, you will need to get better at problem-solving. Luckily, this is a learned skill as well. You see anything that you focus on can be improved upon, if you have the mental disposition and attitude to do just that. With practice, concentration, and some creativity on your part you will be amazed at how many problems you can solve. Just think of your “problem” as a roadblock that needs to be somehow gotten around, and it is your challenge to get around it as quickly as possible. In fact it usually helps to avoid calling them “problems” as that will automatically put a negative connotation or spin on the situation. I’ve gotten to the point where I love a challenge, and try very hard not to ever use the “P” word in my vocabulary any longer. Call them anything else, a challenge, roadblock, test, trial, or whatever. But if you call them problems you are invoking long-held beliefs deep in your subconscious that say “this will be very difficult”, which is the last thing you need. If you put them in the context of a challenge they have a much more positive spin and you will be amazed at how much better you will be at overcoming them. Either way you must not avoid new challenges, in fact you must embrace them as another test of your determined ability and increased skill that will help in reaching your goals in life.

Once you get to the point that you can face any new challenge with the attitude that it can easily be solved, you are on your way to success. In fact sometimes when we analyze a situation, what we thought was a “problem” or challenge is nothing of the sort! You may find an immediate solution only to wonder “what was I afraid of?” I’m amazed at how I used to believe every new situation that arose involving some difficulty would scare me, causing a tensing of my muscles and an immediate grimace on my face. Now that I’m accustomed to seeing things in a more positive way, this is a thing of the past. This reminds me of a quote from Mark Twain, who said “I’ve had thousand of problems in my life, most of which never actually happened”. What he meant, I believe, is that we “dramatize” each situation to the point where a small problem is now huge in our minds unless we take a calm, logical approach. You’ve heard the saying making a mountain out of a mole-hill? Same thing, so let’s stop that type of thinking right now and face the challenges of life head-on! Remember that problem-solving is a learned skill like any other, with practice you can improve. All you need is to realize that you need to focus on this skill in a positive way, and watch miracles happen in your life.

**“Every problem is just an opportunity waiting to be made use of.”**

## Chapter Eight - Using Emotions Effectively

When I was very young, like most young boys, I was very impetuous and wanted everything. If I didn't get my way, or had something taken from me I would become angry and developed a bad temper. It was only as I grew older I realized that this caused many problems in my life, not only with other people but within myself. I was not happy, and having a bad temper caused people to not want to be around me very much (no surprise, right?) I knew I had to change – fast! Luckily I had the will power to learn to control my temper and with practice was able to become a pretty tolerable person, by most standards. Now I truly appreciate how big a role in our lives emotions play.

In most cases our emotions serve us quite well. I think you might agree that as humans we all display most of the same emotions in response to the circumstances in our daily lives, such as: anger, joy, sadness, surprise, fear, jealousy, etc. These emotions serve to let others know how we feel about things, whether good or bad (or somewhere in between) as a form of communication. However there are times that emotions can act against us, such as when we get angry over something which we have no control, and do or say things that only cause us more pain in the process. On the road to success and happiness you would do well to take into account your own response to certain outside forces and your reactions to them. Are you easily angered? Maybe you're a bit jealous or insecure in some ways? Perhaps you're filled with envy at your neighbor

driving his brand new Hummer H3, after all you work harder than him how can he possibly deserve that and not me!?! (Wow, where'd that come from? Take a deep breath.)

These are just examples of a few ways that emotions can get the better of us and cause damage, not only in our relations with others but in our relations with *ourselves* as well. If you spend an inordinate amount of time being unhappy, examine the reasons why you are this way. Usually there are causes, but sometimes emotions are just *habits* like most other mannerisms and they can be controlled to some degree. In your “self-talk” which we discussed earlier, you must find a way to deal with situations that make you angry or unhappy. If possible, avoid these situations in the future! If a person you know always seems to say the wrong thing to make you angry, by all means stay away from that person. Remember, you control your thoughts! If you want to you can change them and replace negative thoughts with more self-empowering positive ones. In order to be happy you must be in control of your mind and your thoughts at all times. Don't let others control you, they only have the power that you give them, so by all means don't give them any power from now on! Remember, you are in control of your thoughts at all times and this habit must become second nature to you. After you practice it for awhile, it will be internalized in your subconscious and you won't need to think about it.

Another thing to consider when keeping your emotions under control is the things that excite you. Can you get really excited about something in your life at a moments notice? Make a list of things that really make you feel good about yourself, like when you accomplish something big and get credit from your spouse or loved ones. Or even something as simple as

watching your favorite movie that at the end almost always brings you to tears. I'm talking about the really greatest moments in life, when you first met your spouse and knew they were "the one", or say when your first child was born, how did that make you feel? Now try and allow yourself to conjure up these emotions automatically, as if by a trigger or light switch. I know it sounds a little kooky, but with practice you can do it! This is how you need to feel every time you wish to do the things that will change your life, when you need that burst of enthusiasm required to really take yourself to the next level in achieving your goals. Visualize what you will feel like when you finally reach your goals, it helps if you close your eyes and actually see yourself in possession of your dreams, and exactly how happy you would be!

Doing anything new requires you to stretch yourself, to grow in ways you haven't had to ever before in some cases. This is where positive emotions can help tremendously by giving you the strength and courage needed to push through the hardest part of your tasks. If you're struggling to learn a new concept in your job, or having some kind of "challenge" in your business, don't let anything stand in your way! Just put yourself in the frame of mind where you are ecstatic, driven, and empowered to finish the task. Let your positive emotions get you through and give you the push needed. In no time you can replace all of those negative emotions you once felt with more positive ones, on a daily basis, and you will be well on your way to a happier, joy-filled life. But, there's more..

**Only passions, great passions, can elevate the soul to great things. –  
Denis Diderot**

## Chapter Nine - Taking Stock in Yourself

In many ways our own family and friends know things about us that we don't seem to know ourselves. You may think that you're pretty consistent, or happy, or organized, but have you ever been told otherwise by a family member? It's a big shock when someone tells you something you didn't figure out on your own, especially when it pertains to your habits or personality!

One way to really take stock in yourself is to sit down and be very honest with yourself about who you really are. Make a list of your strengths and weaknesses, one by one, and really put some time into it. Then go ask someone you really trust that knows you well and ask if they agree with your list. It may shock you to know that have many strengths you didn't even realize, but others sometimes see very easily in you. Take a very hard look at your weaknesses also and make a point to list them separately so you can go to work on them immediately! Everyone has both strengths and weaknesses, most people don't want to face their flaws though and subsequently they never work on improving on them. I guarantee if you spend a good deal of time working on turning your flaws into strengths, your value as a person will grow immeasurably. I was very shy when I was younger, and thought that I could never get over it. Once I realized the cause of my shyness and committed myself to getting over it, my life was so much better that I kicked myself for living with it for so long! I just lacked confidence when dealing with other people, and was always worried that I may say something "stupid" or embarrassing. When I realized that I was

too focused on *myself* and not the other people around me, I started realizing that focusing on the others made me a whole lot more at ease. Finally I could talk to people and really take an interest in their lives, which replaced my shyness with confidence almost immediately. If you have any flaws or weaknesses such as this, please don't wait like I did. Take charge, find a way to make your weakness into one of your strengths, and find out how much happier you can be in life.

One weakness that I see in many people and I had to overcome also is "procrastination". The art of putting off until tomorrow what you really don't feel like doing today! Yes, you know you do it too. Come on, admit it! I think we all do it at times, and it's so easy to make excuses for putting things off, right? With most people, putting things off is really either a matter of not knowing what you want, or just being lazy. So which is it for you? If you're lazy, just admit it and move in the direction of fixing it! If you just lack focus, then work on your plan some more so you can figure out what to focus on. If you know what your goals are, and you have made a detailed plan to attain them, then focus should not be a problem. If the details are bogging you down, just continue to "act as if" you know the next step, and the answers will come to you. As I said before, the important thing to remember is to continue in the direction of your goals, as long as progress is being made you are still on the right path. The journey of a thousand miles begins with a single step, just don't stop and rest for too long on the way!

**"When it is obvious that the goals cannot be reached, don't adjust the goals, adjust the actions taken."**

## Chapter Ten - Visualize Your Dreams

It's been said that all great men throughout history had at least one thing in common – the ability to have a vision of what they wanted in life. Whether it was Napoleon Bonaparte, Genghis Khan, George Washington, or even Walt Disney, great men know exactly what they wish to accomplish because they have a vision in their minds eye of what they know will happen. Walt Disney had a vision of a huge, sprawling park where families would come to have the best time of their lives in friendly, clean and one-of-a-kind experience. This vision was made many years before Disney World was ever created, but his vision has created an entire industry that is cherished by millions every year. Just ask Tiger Woods how he accomplishes such fantastic feats of skill on the golf course. I don't know him personally, but I guarantee you he visualizes nearly every single shot before it is actually hit. Many athletes say that they practice in their minds that perfect shot, that perfect run, over and over until they have it embedded in their mind. When the time comes to physically achieve the task, it's already been done so many times they already feel like there can't be any other outcome but success! That is what you need to do, every time you have a task that needs to be done where a certain skill is involved. Maybe that presentation at work, or the sales pitch next week to the number one vendor in your region. Do you think if you "see" yourself being successful again and again, performing flawlessly with no fear or hesitation, you will do much better? Of course you will!

When you see yourself over and over again being successful, it fills your subconscious with these thoughts as well. Implanting positive images of what you desire most in life will move towards your goals faster and faster, drawing them to you like a magnet every step of the way. Even Aristotle knew that to develop a virtue that you do not currently possess, you must imagine that you already have this virtue, practice it in your mind, and in time it will be a part of your inner self. Have you ever heard the expression “fake it until you make it?” I’m not saying Aristotle wrote that, but that expression may have been around in his time for all I know! And it was as true then as it is today, make no mistake about that.

**“All human actions have one or more of these seven causes: chance, nature, compulsion, habit, reason, passion, and desire”. – Aristotle**

So how can this vision of my success actually help me to achieve success? Ahhh, I knew you would come around, grasshopper. No, I’m not holding a pebble...Let me illustrate the possibilities of this “vision” thing by relating a story about Benjamin Franklin, one of our founding fathers. It is said that as a young man Ben realized that in order to become the kind of person he needed to become to be successful, he had to change some of his personality traits. It seems that he was rather impetuous when he was young, and this didn’t always cause people to befriend him quickly. To change that he made a list of personality traits he wished to achieve, such as honesty, discipline, humility, and diplomacy. He practiced these

qualities, and envisioned himself being the kind of person that follows these principles on a daily basis. He referred to this as his “inner mirror” that reflected how he should behave towards others, and eventually his vision became reality and he found it easy to exhibit these qualities. Not only that, he had turned himself into the person he wanted to become, as if by some magic of will, he became completely congruent with his inner image of himself. It’s common knowledge that Ben Franklin is one the greatest men this country has ever known, responsible not only for many inventions but a very large reason our country was founded at all. This is the power of vision! All great men and women develop this quality, and you can too.

**“Watch your thoughts, for they become words.  
Watch your words, for they become actions.  
Watch your actions, for they become habits.  
Watch your habits, for they become character.  
Watch your character, for it becomes your destiny.”**

## Chapter Eleven - Persistence

Up to this point we have spoken about many different ways to become successful, from changing our beliefs, to setting goals, making a plan, overcoming fear, and changing our habits so that they work for us instead of against us. This is all well and good but there is more, so much more! The next principle is one of the most important, which is why I'm saving it for almost the last one. Without this quality almost no one is ever truly successful. Think about – how long do you think it takes for most “overnight” success stories to reach that point? I'm sure you can think of many successful people in the entertainment world, business world, and even personally that seemed to “rocket” to fame and glory almost instantly after a single action or event. However, most were driven and worked very hard on their particular field for years! The story of Thomas Edison's persistent struggle to invent a light bulb is legend, how he actually tried over 10,000 times and failed to succeed in making it work. His answer when asked why he kept working on it? Well, he now knows 10,000 ways *not* to make a light bulb! He saw each failure as being one step closer to success, this is the magic formula then to succeed at anything you have the burning desire to accomplish. Notice I said a *burning desire*, because Edison certainly had that much going for him. I believe that in order to reach our goals, no matter what they are, we must have the following:

1. Desire – once you know what you truly desire, fix it in your mind and think of this desire every day. Make it an obsession if you must, for that is the only way it will be

“charged” with the emotion that is necessary to make it real, to make it so strong in your mind you have no doubt that it will come true.

2. Expectation – this is another way of saying you have the faith that your goal will be reached, no matter what. There can be no doubt in your mind, you will reach success at your true desire. You expect to make it so, and will push on at any cost until your goal is reached.
3. Action – of course without taking definite action, nothing will ever come of your goals! Many people fail to take this step, make their plans again and again, studying every possible scenario until they’re sure of every step, and tweaking it again just to be sure. Action is something that you must take immediately, and whether you’re ready or not continue to take action. You may adjust your actions as you go, but it’s most important to *get started* as soon as you possibly can!
4. Persistence – This leads us right back to the big “P”, without which nobody would ever succeed. I know of no one that has ever succeeded their first time out, it just doesn’t happen that way. Failure is a fact of life, so you may as well get used to it now! But with persistence we keep our spirits up, we become immune to each variance along the way, make adjustments in our plan of action until one day, it all seems to fall into place. Then, people call us “overnight successes”.

*"Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination are omnipotent."  
Calvin Coolidge*

## Chapter Twelve - Body as a Temple

I'm sure you've the expression before, that "your body is a temple" – but is it really? In this age of internet, video games, youtube.com, and most people's pursuit of entertainment to the point of obsession, I think not. At least that is my observation from looking around at the people I see! Ok, I know you're different. You are probably much more health-conscious than the average person, right? I sure hope so! Because the average person in this country is anywhere from about 10%-30% overweight, according to statistics. Even children are starting out on the wrong foot, gaining weight at such an early age now that juvenile diabetes and even type II diabetes is at an epidemic proportion. How can we solve these problems? Wow, that is truly the good part! Once properly motivated, we now know how easy it is to accomplish anything, right? Including getting back into the best shape of our lives! Ok, you know it will take some effort, but if you can manage to find the mental resources to boost your career, put your motivation into high gear, and keep a positive mental attitude every day, getting into shape is truly a walk in the park!

Why take care of our bodies? No, you didn't just ask that, did you? Ok, let alone the fact that your brain runs more efficiently when your body is running efficiently (they are after all, connected) I have found that I just *feel so much better* when I'm in shape. Why is that? I'm not a doctor, and I don't even play one on TV, but the research I've found shows that certain chemicals are released when we exercise including endorphins (the bodies own morphine for pain relief), serotonin (a mood-enhancer), and actually

reduces some bad chemicals and substances such as cortisol (which increases during stress, and is very bad) and cholesterol. Here is a whole list of the other benefits of exercise:

- 1) Improves your mood (mostly from the natural chemicals released)
- 2) Reduces stress which tends to facilitate happiness (my goal, should be yours too!)
- 3) Helps fight chronic disease (keeps heart healthy, lungs, increased blood flow, etc.)
- 4) Helps regulate weight, one great reason alone
- 5) Promotes better sleep, important to improve overall health & happiness
- 6) Increases sex-drive, I see that as positive especially as we grow older!

I'm sure you can list several other ways exercise is beneficial, but you get the idea – in your quest for happiness there are many factors that must be considered. If you get yourself to the point where you have your career or business humming along, your personal life is nearly perfect, relationship is outstanding, but your health is starting to fail you, what do you really have? The answer is nothing! Alright, that may be a drastic statement but I'm totally serious here. The one thing I left off the list above is that you may live much longer if you are healthy, in many cases up to 20 years longer! That in itself can make such a dramatic difference in your life, knowing that

you may spend more quality time with your grand-children, your spouse, your friends. If you truly love your life (which is the ultimate goal here) you must want to live longer, right? Of course you do! So start today, if you don't already, to get a serious exercise program in place.

I can hear you already – where do I start? If you haven't exercised in a long time, please be sure to see your doctor to be sure any exercise you do is not going to actually do your heart any harm. Starting off slow is the key to a long-term exercise plan, because the small steps you take give you the confidence to continue, and as you build up to a more robust program and can workout longer, the confidence you gain will be enormous!

I've seen many people get super-motivated to work out, only to give up after a couple of weeks or so due to total burnout. That "I'm going to get in shape now!" mentality is only self-defeating, especially if you are really out of shape. If you can go find a website that actually specializes in exercise programs, so much the better. There are also many books that can point you in the right direction, and magazines such as Men's Health (for men, of course!) and Fitness Magazine and Self Magazine for women. I myself do stretching and basic calisthenics every morning, deep-breathing exercises, and work with weights several times a week. I hesitate to recommend any special plan due to the fact that every "body" is different, and what is good for me may not be good for you! I have problems with my knees, caused by excessive running and certain sports at an early age. However as I said please see a doctor or better yet a sports physiologist who specializes in exercise to get a really accurate assessment of your individual needs. In the long run it will help you to stay on course in your exercise plan, which is

truly the most important part of it all. Remember the chapter on Persistence? Yea, you remember. That goes along with exercise as well, because in order to get the benefits of exercise you must do it on a very consistent basis. That is, if you want the benefits. Which you do, right? Ok, just checking.

**“To get rich never risk your health. For it is the truth that health is the wealth of wealth” - Richard Baker**

## Chapter Thirteen - Gratitude

There's one more very important lesson that I would like to get across to you before I wrap up the book – the importance of gratitude. In this day and age of “gimme gimme” - everyone seems to be doing their best to get their share of everything, whether it's money, fortune, fame, or just the latest fashion in clothes, we sometimes forget to be grateful for what we have. I'm guilty of doing this myself, so I know how easy it is to forget to be thankful for what we have. If you even have a roof over your head and food on the table every day, you're probably doing better statistically than the vast majority of people in the developing countries of the world. Think about it, after checking these statistics:

- Half the world — nearly three billion people — live on less than two dollars a day
- More than 80 percent of the world's population lives in countries where income differentials are widening
- The poorest 40 percent of the world's population accounts for 5 percent of global income.
- The richest 20 percent accounts for three-quarters of world income
- Nearly a billion people entered the 21st century unable to read a book or sign their names.

I'm not telling you this to depress you, although I left out many of the facts that would certainly be detrimental to your current happy state of mind if I had printed them. We live in a time of great gaps between the poorest of the poor and the wealthy in not only our country, but the rest of the world. How much opportunity you have largely depends on where you were born on this earth, and if you were lucky enough to be born in the United States or even Europe or Japan, you have to do very little to be able to feed and clothe yourself as many programs are in place to be sure a minimum standard of living is kept. The rest of the world? Not so lucky.

So why am I telling you this? So that perhaps you will make a habit (yes, one more habit!) of being thankful every day for what you have. If you are religious, then thank God above. If you are not sure what's up there, thank whatever Power of this great universe that made us. But by all means, be thankful every day for even the little things that we take for granted. Be grateful for not only your family, and friends, but also everything that surrounds you each day – start with the sun coming up in the morning, your health (I assume you are in good health), all the great inventions we have to make our lives so wonderful like cars, air conditioning, refrigerators, iPods, cell phones, television, the list goes on and on. In fact I want you to try a little exercise, sit down right now and make a list of at least 50 things that you are grateful for. I know that sounds like a lot but once you get started you realize how really, really, great you have it in your life.

Some people call this “counting your blessings” and it is amazing how it changes your attitude towards life. Make a habit of being thankful every day, and I promise you can't help but seek out ways to help others, give more to charity and those less fortunate, which in turn will make you feel even better about yourself. Yes, believe it or not, it is better to give than to receive and being thankful every day tends to help us realize how important it is do more, and be more, every day.

**“Happiness cannot be traveled to, owned, earned, worn or consumed. Happiness is the spiritual experience of living every minute with love, grace and gratitude” – Dennis Waitley**

## Some Exercises

Now so you will get the maximum benefit from this rather short introductory book on how to be happy, I've also included some exercises that should be done every day that will help immensely in your pursuit. Yes, I know what you're thinking, another exercise? Is he trying to kill me here! No not that kind of exercise, this is all mental. Actually quite different than any other exercise you've probably ever done, but indeed something that nearly all very successful people do to sustain their attitude, drive, and focus on their goals. I promise if you do these faithfully on a daily basis you will see results in a few weeks. Success is a habit, and once you wrap your mind around that and focus completely on your new goals you will find out how much better you feel about yourself and how quickly you will reach your dreams! So here we go...

**Exercise #1** – This seems like a “no-brainer” and is very easy once you get the hang of it. Upon waking every morning, implant in your brain the message (it doesn't have to be this exactly, you get the idea) that “I'm going to have a great day, because I feel energized and ready to tackle anything. I'm positive, full of life and energy, and no matter what happens today I'm going to let nothing stop me from being positive”. Read it from a card at first until you memorize it, or make up your own words that work for you. This is must my “attitude first” self-talk in the morning. Most people start their day off kind of grumpy, a little tired, and not too excited. Am I right? If you start your day off with enthusiasm and passion, I promise you will be amazed at how much more you can accomplish!

**Exercise #2** – Learn to handle rejection! This is very difficult for some to grasp, which is why most of us can never be salesmen. The concept is

similar to my chapter on persistence, although handling rejection is a specific skill needed by all those who regularly have to sell their ideas to a seemingly apathetic public or boss. Most people are unaware how important your dreams are to you, so when you make a pitch to get them on board with your ideas of your business, your ideas on how to improve a process at work, or your whatever it is you're trying to get them to say "yes!" to it helps to be persuasive, and if you get rejected, to move on and not let it stop you in your tracks. It's been said that Colonel Sanders of the Kentucky Fried Chicken fame pitched his idea for a new chicken recipe to over one thousand different restaurant owners before getting a "yes". That's all it took! From there, his recipe caught on so well he eventually opened his own restaurant chain and the rest is history. Don't let a single rejection stop you, ever. Practice the fine art of having "thick skin" and letting rejection roll right off your back, it will give you near total invincibility in your search for success.

**Exercise #3** – I saved the best for last, because this is truly something that is very powerful. Many people are unaware of how much potential you have to influence your subconscious mind, which has been compared to a super-computer or bio-computer if you will that operates beneath our conscious thought patterns. The subconscious is always ready to take orders however but we need to do this in a very certain way, as the only route of communication open to the subconscious is through auto-suggestion or direct commands from our conscious. The reason this is so is because any other stimuli from the senses (visual, audio, touch, taste, or smell) are first interpreted by the conscious mind and acted on immediately. The subconscious mind doesn't have this filter, and will accept as fact any suggestions made by our conscious mind, such as those confirming that your goals are all coming true. In order to send messages to our subconscious do the following:

Go to a quiet spot where you can be uninterrupted for at least 30 minutes, lie down and relax. Once you are comfortable, take several deep breaths to further calm your mind, but make sure your thoughts are clear so

you don't fall asleep. After several minutes, depending on your personal ability to calm your thoughts, start to say to yourself whatever words will undoubtedly convince you that your dreams and goals are indeed already happening and are real. For instance, if you intend on being the best speech maker in your company, say to yourself something like "I am now completely at ease giving speeches in front of many people, and in fact have complete command of that talent". If you wish to make a certain amount of money in your business, repeat to yourself that you already have this amount of money and your business grows in size every day. Repeat the things which you wish to happen, literally in every sense and they will be communicated to your subconscious. After this is repeated daily for a period of time you will experience great increases in advancement in your goals, as your subconscious mind will be working feverishly behind the scenes, like your hidden computer working tirelessly even while you sleep to manifest your dreams.

Some liken this technique to "hypnotism" and that is a good comparison, as the concept is very similar in that you are in a very suggestible state and this is the best way to communicate with your subconscious mind. I would even recommend reading some books on self-hypnosis as it is a tremendous tool to train your brain to do many things.

## Conclusion – what now?

Well I hope I got you to think about not only what you can do to change your thinking, but also why it's so important to being happy. In my opinion, very few people are really, truly happy on a regular basis, but the ones who are maintain a "filter" of sorts that they use to screen out the bad things in life. Not only that, they try to see good in all situations even if something happens where others would only see as bad.

This may sound like pie in the sky, looking at life through rose-colored glasses kind of thinking that can't possibly last very long. If that is how your perspective is on life, I say you need to do a "180" my friend, because being optimistic is a very powerful way of thinking and truly can change your life forever, if you reprogram yourself and *believe* that it will all the time.

I believe to maintain a reality-based happiness mindset, you have to have a sort of "duality of happiness". Which is to say - you realize that not everything in your life is going perfectly at all times, and that you will be striving all your life to maintain a certain level of happiness. But right now, wherever you are in life, realize that what you have is a true gift. A gift from God or a higher power if that's what you believe, but a real gift all the same! If you don't have *gratitude* in your heart for what you have now, you can never appreciate anything in life to it's fullest extent. Do you truly believe that someone who doesn't appreciate what he or she has in life, deserves more in life? On some level, our conscience wouldn't allow it! These are part of the basic laws that govern our thoughts, emotions, and minds as we travel through this big universe, sitting on this big rock we call Earth. Why

are we here? What purpose do we serve? Are our lives just a meaningless series of events playing out randomly? I certainly think not, and if you have any deeper thoughts beside “what’s in it for me?” then you probably feel the same way, too. We are here for a purpose, to change not only our lives, but the lives of those around us, in a positive way! The only question is how can I make my contribution? What can I do to make any changes?

Of course, you start with yourself. We all have things about ourselves that we know could use improvement, right? I know I do! But with the right attitude, and the right goals in place, I can make great strides everyday and so can you. Keep these points in mind when you start your plan:

1. Make sure you know what you *really* want in life, that is, your honest to god thing in life that you and nobody else has decided would make you happy. Once you find this out, the rest is much easier. As they say, if you climb the ladder of success only to find out it’s leaning against the wrong building, what have you really accomplished?

2. Take action **daily**, even if you’re not sure what you’re doing is really on the right track. Motion of any kind, as long as it’s the right direction of your goals, is a positive step.

Learn from your mistakes, but don’t dwell on them. Consider your journey like a ship setting sail for a new land, as you progress you will need to make some adjustments in course now and again, but you will always stay on track (don’t lose the compass!)

3. Analyze your beliefs, and make sure they're consistent with what you know you can accomplish! On another note, if you don't truly believe you can achieve your goals, find out why you think that way. Most likely it's insufficient self-esteem, which can be improved dramatically with practice.

4. Set high standards for yourself, most people don't realize how much they truly can accomplish so shoot for the moon, even if you don't hit it you'll touch the stars. While you're at it, measure the progress you've made by keeping a journal.

5. Don't be afraid – of anything! Fear is the #1 killer of all dreams, with apathy being a close second. Don't be afraid to challenge yourself everyday, to be better and do better. Don't be afraid to reach out to others that have the knowledge to help you, and communicate to them what your goals are and ask for their help. Don't be afraid of what people will think when you become a new you – it may be the best thing that ever happened to them as well.

6. Once you have found something you can truly be passionate about and set for your goal, lock it in your mind and never let it go! *Persistence* is so crucial, I can't emphasize it enough. Remember it's your life and in the blink of an eye it will be over, so make the very best of every minute of every day, and you will have no regrets when your time is up.

## Think

If you think you are beaten, you are;  
If you think you dare not, you don't;  
If you'd like to win but you think you can't,  
You can almost be certain you won't.  
If you think that you'll lose, you are lost,  
For out in the world you will find  
Success begins with a person's will;  
It's all in the state of the mind.  
If you think you're outclassed you are;  
You've got to think high to rise.  
You've just got to be sure of yourself  
Before you can win the prize.  
Life's battles don't always go  
To a stronger or faster man;  
But sooner or later the person who wins  
Is the person that THINKS they can.

- *Anon.*

Recommended reading:

**Stumbling on Happiness** by Daniel Gilbert

**Happiness – Unlocking the Mysteries of Psychological Wealth** by Ed Diener

**Secrets of the Millionaire Mind** by T Harv Ecker

**Think and Grow Rich** by Napoleon Hill

**Unlimited Power** by Anthony Robbins

**Awaken the Giant Within** by Anthony Robbins

**Goals!** by Brian Tracy

**Million Dollar Habits** by Brian Tracy

**You Were Born Rich** by Bob Proctor

**The Law of Success** by Napoleon Hill

**Happy for no Reason** by Marci Shimoff

**The Power of Your Subconscious Mind** by Joseph Murphy, Ph.D. D.D.

There are literally hundreds of “self-help” books out there, and the number is growing larger every year. We live in an age where people realize that *ideas* are what change our lives most, sometimes one simple change in our

thinking can make the difference between living a life of misery and finding true happiness.

I urge you to keep moving towards your dreams relentlessly, no matter what challenges you face, for the only way we fail is if we give up. Change is right around the corner where ever you are, and your belief in yourself is more powerful than any force trying to stop you! It has been said that “*what we think about most every day will be manifested in our reality*”, I couldn’t agree more. Think about what you want most in life, the specific things that make you the happiest, and not only write them down but think about them every day with passion. I’m not talking about just daydreaming, I’m talking about emotionalizing your thoughts and putting together a plan to accomplish everything you want, for as you think about it and make your plans, you will be amazed at how things seem to fall into place as if by magic. This is called by some the “law of attraction”, by others luck, but what ever you may call it be confident that it works.

