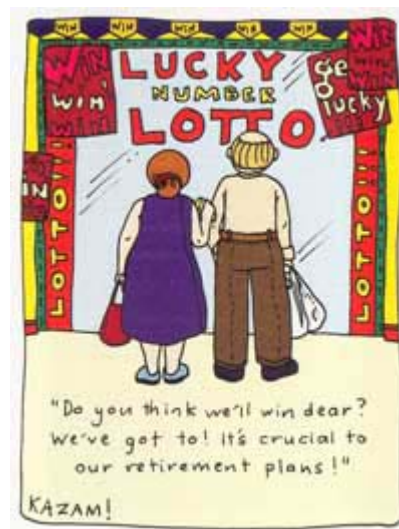


# *Building to a Plan: A Tool Kit for Success*

*By Paul Counsel*



The concept of a built environment has been around ever since our ancestors became more mobile and natural dwellings were unable to accommodate their increasing numbers. Ever since our ancestors decided to take up permanent residence on choice bits of real estate, it has been understood that if their new designer built caves were to provide reliable shelter from the elements, privacy from covetous neighbours and protection from wild beasts, the structures would need to have solid footings and be of solid construction. It followed then that the style of building would be based on the latest building technologies and were dependent on the most immediately available materials. It also follows that they were built to suit the needs of lifestyle, social structure and customs of the inhabitants. Embodied in what was built historically, and what we build today, are clues that define who we are as people.

Imagine you are in a position where you need a new building. Perhaps it is a commercial skyscraper or perhaps it is a new home for an expanding lifestyle. So you make some inquiries and you find someone who offers to construct your new building for you. Accordingly you ask to see the concept plans, design work, building schedules, construction plan, financial break up of materials and labour costs and the list goes on. But your builder says, "Hang on a minute, I'm not that sort of builder, I don't build things that way. To save money I build things as I go, I build on advice, on the opinion of others, on guesswork, on hunches, on intuition and on what all my mates say. I mean, when I really get down to it, I just build things based on the way I feel on the day. That way I can keep changing my ideas and I'm not committed to any one idea or design. I do things this way so I can remain flexible. This means I am able to change my ideas at any tick of the clock."

'Insane' would be an understatement if you gave this builder the go ahead wouldn't it? It would be ridiculous to let a person start building your skyscraper or your new home unless they had been through a rigorous design process with you, they had well thought out plans and they were highly experienced builders with a well designed budget. Basically you would want quality everything. Quality design, quality plans, quality service, quality materials, quality workmanship, quality finishes and quality results.

Given this, why is it that most Australians choose to build their economic futures on opinions, advice, guesswork, hunches, intuition, on what their mates say and how they feel about things on the day? Why is it that they entertain the 'I'll build my life as I go' mentality? If you wouldn't build a \$200,000 home on anything other than solid foundations and a well thought out plan, why is it that you allow a seventy to eighty year economic life to be built on a lack of planning, on a lack of goals, on guess work, on poor advice, on intuition, on feelings, on hunches and on a lack of knowledge?

Life '**must**' be built on quality foundations and be inclusive of well thought out plans. They must also include goals because without goals you simply have no targets to aim for. To do anything else is to embrace the 'insane' reference above. The structure you build determines where your energy goes. If you build on guesswork, advice and hunches, your energy is being directed into guesswork, advice and hunches. As you are what you think, you are what you give your energies to. And what you give your energies to will be attracted back to you and form the basis of your results.

To see how well you might be going in anything you do, all you have to do is to check your results. What is your weight like? Check your results. What is your health like? Check your results. What is your fitness like? Check your results. What are your finances like? Check

your results. What are your attitudes like? Check your results. What are your relationships like? Check your results. How happy are you? Check your results.<sup>⚡</sup>

Remember that tomorrow is not yet yours, but what if you were to leave this world tomorrow what will you have left behind? Will it be a trace of guesswork, advice, opinions and hunches that will be quickly consumed by eroding winds? Or will you leave behind a legacy built on solid foundations that can be passed on to your family and their successive generations?

Most of the reasons why many people fail in their attempts at new endeavours can be traced back to a number of common factors. Leading the way is a failure to convert desire into ‘must have’. Many are always going to ‘get around to it’ but they seldom do. They get preoccupied by something seemingly more immediate or they say, “As soon as I finish x, y and z’ I’ll be on my way.” However, life gets in the way again and the downward spiral continues.<sup>⚡</sup>

For those who do not succeed, the failure to convert desire into doingness is supported by ineffective behaviours to bring about change. Lack of conversion promotes stasis and stasis is supported by a lack of knowledge, a lack of translating knowledge into action, a lack of doingness, a lack of goals and a lack of belief in the possibilities of achieving goals. The lack of conversion from ‘desire’ to ‘must’ has to do with the lack of restructuring of personal cognitive processes.

As a result, most people continue to build their economic future on contradictions, hunches, conditioned responses, on doing the ‘right’ thing, on ineffective advice, on guesswork and traditional practices. Such foundations are unstable and offer only temporary support. They have no long-term benefits. Restructuring for success includes assembling material that will enable you to build from solid foundations. But first you must begin to lay them.

These foundations are vitally important in terms of building a future based on economic wealth. Other modules have been about foundations for the mind because it is with your mind that you are going to do the most work and achieve the greatest successes. That way you will be able to attend to all the ‘people processes’ involved in the successful creation of wealth. This is as opposed to the “mechanical tools” of wealth creation such as investing in shares or real estate. If you do not attend to these people processes, wealth will simply not happen to you nor will it be available for you.

As you achieve each step on your journey, strong mental foundations will assist in keeping you on the appropriate path. They will be your guides in times of challenge. They will be your fall back position if you feel under siege from negativity. They will illuminate things when the light at the end of the tunnel appears to be fading. They will offer potential solutions to questions that arise. They will provide extra learning when needed. They will provide a sounding board to your own processes.

### ***Design a plan.***

*If we choose to look we can learn a lot from nature. Nature doesn’t do anything without specific goals and nature’s goals are always associated with function and reason. Leaves and seeds would not fall from trees unless they had a need to reach the ground in order to produce new life. Nature organises itself in ways that are most effective. It does not do anything just for the sake of doing something. An examination of all aspects of nature will*

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<sup>⚡</sup> Complete Personal Workout 1 in your workbook

<sup>⚡</sup> Complete Personal Workout 2 in your workbook

*produce a reason for nature having organised itself that way. Nature has been successfully achieving good results for millions of years.*

It is the practice of most humans to attempt to function without consciously organising themselves, hence the terms ‘going with the flow’ or ‘moving with the herd’. Things are done because friends are doing them, associates are doing them, sports stars and pop idols are doing them, in short most people are doing them. It is not the normal practice for people to be operating to a plan they have designed and thought out themselves. It is not the usual practice to live life via a series of well thought out challenges and goal accomplishments. If you do not have clear-cut goals for success, you will be achieving results of conformity and surrendered potential.<sup>⚡</sup>

Many speakers, trainers, educators and facilitators encourage the planning and writing down of goals because they know that written goals are more effectively achieved than thought or contemplated goals. They know that well thought out, written statements that are specific, measurable, achievable, relevant and framed in time are powerful vehicles for achieving positive results. Quite simply, they work! Writing your goals down and focussing on them is about tapping into invisible forces that draw you towards achieving your targets.

Despite this, the vast majority of people choose not to construct goals or write them down. They fail to design achievable goals because they do not believe in ‘that sort of stuff’. (Suspenseful music and weird sounds of, “doo doo, doo doo, doo doo, doo doo,” pierce the still night) In this way they can remain uncommitted because if they have no commitments they do not have to achieve. Occasionally they try but their self-sabotage mechanisms are so well developed that, without even realising it, they fail in their endeavours just to prove themselves ‘right’.

The dichotomy between the positions of written goals and an absence of goals, is clearly identifiable. They reflect the concepts of effective and ineffective, advantageous and disadvantageous, empowerment and disempowerment behaviours. And these concepts are reflected in those who achieve and those who do not.

Have you ever tried to programme a video recorder, or assemble one of those do it yourself kits that you can get for just about anything, without reading the instructions? It’s hard to work without instructions, isn’t it? It’s so much easier to just take your time, sit down and work your way through the instructions step by step. That is what a plan is. It is a series of mini steps, a series of instructions to something that might materialise in the future. Without these instructions very little will materialise. A plan gives you all the information you need to be successful.

Remember that the solutions you generate to the problems you face have to come from new ways of thinking, from new ways of doing things. You cannot change by remaining the same. You cannot change by remaining where, or who, you are.

In order to bring about successful change you must understand three pieces of information. You must have a thorough understanding of who you are now. This is important because if you understand who you are now, you will understand what behaviours, attitudes, thoughts, beliefs and habits you’ll need to change if you want to move on from where you are. This is your starting point. You must also have a clear idea of where you are going, or what you want; this is your goal. When you have these two components worked out the third is

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<sup>⚡</sup> Complete Personal Workout 3 in your workbook

relatively easy, it is how you are going to get there. Unless you can clearly identify these three pieces of information your journey will be aimless and based on guess work.<sup>⚡</sup>

Let us say your goal is the same as mine was in 1994, to have \$1,000,000 in net assets within four years. Remember that I started from zero dollars. When I told people about my plan in 1994 I invited a few mates to join me on the journey. Most laughed but one made a start. However, he quickly gave up because it was hard work and he did not have any clear instructions to guide him when the going got a little difficult. Others assigned everything to the 'you're crazy' or 'too hard basket'. Today these same people are working in jobs they don't like and are stressed about their futures, and while it is sad to see them struggling financially it does highlight why so few succeed.

To be successful you need to create a plan and have an iron clad will to follow through with it. Once you have a plan the 'how to' parts are relatively simple. If your goal is now to make \$1,000,000 in the next four years, what's your next step going to be? What strategies are you going to employ? Where are you going to get further information and learning? Does your plan include learning stuff you 'don't know you don't know'? Are you going to place yourself in a position where you can expose yourself to different knowledge? Are you going to gather a good team around you? A team that can help you keep on track, a team that you can pick up the phone and talk to if you need clarification. What happens when you find it easier not to do things and just let life get in the way again?<sup>⚡</sup>

Without a plan, a goal and a time line there are no instructions and no focal point. It is like trying to play a game of football on a surface that has no markings, no goal posts to aim at and nothing to score through. Imagine trying to play basketball without a court, without backboard, without nets and without rings. The games just won't make sense. In fact without rules, markings, goal posts and rings you don't have a game. Other than getting fit, whatever you are doing will be aimless. You will just be running around the place throwing or kicking a ball to each other. It is like an archer suggesting that anywhere the arrow lands is where the target was or a hunter shooting a bullet into the forest and hoping his prey runs into it.

People become their own worst saboteurs wandering through life not really knowing what they want, where they are going, or how they are getting there. Like a ball in a pinball machine they bounce and roll from one experience to another, from one year to the next, reacting to whatever stimuli is greatest at the time. Lack of a plan is the single most significant factor that separates spectators in the game of life from players. Real players have a game plan and a coach that keeps them on track. What is your plan and who is your coach?

There are countless examples where people have set out to do things and yet have not succeeded in their endeavours. Activities such as starting up new businesses, weight loss, personal development and wealth creation have high failure rates. It is important to understand that you can learn from both the positive and the negative. Before starting out on any new endeavour it is wise to ask, "If the failure rate is so high what can I learn from the mistakes of others?"

Lack of a plan is the single most significant factor in businesses going bust and poor financial management. Just because you may not be a business there is no need to think of yourself as not being in business. You are. You're in the business of creating wealth. If you don't know where you are going you have no way of knowing how to get there, which vehicle you should use or how long your journey will take. Without a plan you will not be able to recognise the

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<sup>⚡</sup> Complete Personal Workout 4 in your workbook

<sup>⚡</sup> Complete Personal Workout 5 in your workbook

significant signposts along the way and which turns you should take. It is often said that people who fail to plan are actually planning to fail.

It is not until they near retirement that most people realise they should have planned for their financial future. By this time people usually think it's too late to use their remaining years to turn things around. This is not so. It is never too late. However, unless you do things differently, nothing will change.

Because of the old messages of buy a home, pay it off and never go back into debt, many people have terrific serviceability and so much equity in their homes they could become millionaires relatively quickly: that is, in a matter of a few years if the timing was right and they applied effective strategies.

Many people want their life circumstances to change at once and because this is not possible they fail to take the small but necessary steps to move forward. Working out a plan and a strategy is critical to moving forward. A truism worth keeping in mind is if you know what you want you will recognise it when it appears. A plan is like a map and it is a 'must have' in terms of your journey to wealth. Without a plan and goals to focus on you have no way of engaging your creative, automatic goal striving servomechanism residing in you.

First your servomechanism must have a target, a goal. Goals become instructions that are programmed into its guidance system. When your goal-seeking servomechanism is set in motion it propels itself forward towards its target. While maintaining forward momentum the instructions must be such that it allows the mechanism to make the necessary corrections it needs in order to stay on target. If you programme it effectively, it will know what to do. It knows what it is looking for and it follows your instructions until it reaches its destination and achieves its goal.

Remember that the creative servomechanism within you is impersonal. It does not care if your goal is one dollar or a million dollars. If you give it goals, and a plan to follow, it will work automatically and impersonally to follow your instructions and achieve your goals. You do not need to understand how it works if you do not want to. All you need to know is that it does work and that your servomechanism will work out its own way to succeed and achieve what you instruct it to do.

Part of your plan should include getting rid of liabilities. It is not hard to identify with Martin Kelner's view of the world when he writes:

***“Life is about acquiring stuff, acquiring more stuff, reorganising stuff, storing stuff, acquiring even more stuff, buying bigger places to accommodate stuff, getting rid of stuff, buying a smaller place because you haven't got as much stuff and then you die with stuff all.”***

Free yourself of stuff. Free yourself of recurring bills and debt from liabilities. Sell anything you no longer need. Invest the savings and the returns you get on the sale of stuff. Remember the maxim 'use it or lose it'. Turn your unwanted stuff into cash and feed your wealth curve. When you spend on liabilities you use post tax dollars. When you spend on assets and business related items you spend pre tax dollars. Using pre tax dollars is much more effective because they generally enable you to generate larger tax returns. Be very conscious of the money you are depositing into other people's treasure chests. Start reclaiming the surrendered

power of the money you already earn and use this power to invest in assets that grow in value. <sup>⚡</sup>

Think of your plan as a series of steps, a map describing various signs along the pathway to wealth. Your plan should include smaller steps and larger steps. Plan to read a book every fortnight or every month. Plan your knowledge acquisition schedule. As you further your knowledge you will pick up more instructions, which you will add to your plan. <sup>⚡</sup>

### ***Set goals.***

Start with small achievable goals so that you ingrain in yourself habits of success and habits of achievement. Gradually make your goals more ambitious and keep focussed on them. There is a plethora of books available on the art of writing goals. However, goals must be written in the present tense. Be specific, measurable, achievable, relevant and framed in time. I will write more about goals later.

Plan to get extra income or cash flow from positively geared properties or trading or successful businesses or syndicated property developments or a host of other opportunities. This is the one step that most people fail to take and yet it is so important. Remember that someone else's pain/discomfort/inconvenience/needs are opportunities just waiting for someone with entrepreneurial flair. Without extra cash flow you cannot feed your wealth curve. Nor can you take advantage of the many opportunities you will be presented with in the future.

If you restrict the feeding of your wealth curve, success takes longer to achieve. Set yourself to doing whatever is necessary to earn income over and above what you are getting now. Reduce current spending on unnecessary stuff and consign the unused cash to your wealth creation strategies. Every dollar you get over and above what you earn now is worth ten times more because it is unallocated in terms of debt. If you apply its energies to asset growth it has ten times more investment power than a dollar earned in the normal course of events.

Be opportunistic and plan to get lots of \$500 together, then lots of \$1000 together. This will keep your mind focussed and alert. Be entrepreneurial with your time and services. Time invested in yourself and in others involves minimal risk. If you scan the universe with entrepreneurial eyes you may be able to start a little business for yourself, or take over one that you can build up.

Search for tasks that save people time, money and energy. Think of things that people hate doing. Convert their dislike into a service and charge a fee for it. Be creative and lateral. Think outside your normal parameters. People buy convenience, people buy time saving and people buy solutions to their problems. If you think about it, people don't actually want wealth; they want what wealth can provide. They want choice financial freedom, time freedom, security, happiness, and purpose in life. In other words people buy results. People don't buy drill bits at the hardware store; they buy the hole that the drill bit will get them. All we need to do is produce the environment where we can produce results.

Remember that the two central motivators in life are pain and pleasure. If you can do something that solves problems for people or creates pleasure in their lives, then chances are you will be well rewarded for your efforts. The more they need the product or service the

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<sup>⚡</sup> Complete Personal Workout 6 in your workbook

<sup>⚡</sup> Begin Personal Workout 7 in your workbook

higher your return will be. The more you can distract people from their pain, the more constant your returns.

Part of your plan should include a continual process of self-education because this really gets into the how to nuts and bolts of wealth creation. You need to learn as much as you can from as many people as you can. You need to learn how the finance system works and how to use wealth vehicles to your advantage.

If you are not as successful as you would like to be then you will have to admit that what you have done so far might not be working. It must also be clear to you that if you see other people achieving success then it must be possible for you to achieve similar success. Why wouldn't it? You are basically the same as them. The only thing that distinguishes them from you is know-how and doingness.

So all you need to do now is get the 'know-how', create a plan, write some instructions to yourself, follow your instructions and when you get to a fork in the road, get some more knowledge, check your bearings, proceed as required and stay on track. That way you will arrive at your destination. It doesn't get any easier than that. Without clear-cut goals for success, you will continue submitting yourself to conformity and surrendered potential. As industrialist Charles Kettering said in 1950, "I expect to spend the rest of my life in the future, so I want to be reasonably sure what kind of future it is going to be. That is my reason for planning."

### ***Setting your goals***

Goal setting is such a powerful way of achieving the things in life that you want. The problem is that most people have no goals. Another problem is that even though people write goals down they are often confused or written in an ineffective manner.

The reason why goal work is so powerful is 'as you think so too is your world'. Goal work is a way of using a method to put what you think about all day long into a practical application. Goal work is very different from positive thinking in that it is a way of pulling up out of your 'other than conscious' mind all the thoughts, feelings and beliefs that are contrary to you achieving what it is that you want in life. When you can do this you can then 'let go' of those inhibitors. <sup>↵</sup>

If you want a \$1,000,000 you don't need to affirm 'I allow myself to have \$1,000,000', 'I allow myself to have \$1,000,000', 'I allow myself to have \$1,000,000', etc. What you need to do is just say the goal quietly to yourself then allow whatever thought you might have to the contrary to come into your awareness. Then you go through your releasing procedure so that the feelings associated with 'I don't have \$1,000,000' are released. When they are released they cease to control your thoughts, feelings and behaviours.

The more you begin to release any feelings you may have towards a particular goal, the more you shift your awareness on that particular goal, the more you will have a tendency to move towards *courageousness*, *acceptance* and *peace*. Specifically as you work on goals, and the more you work on them, your attitude towards that specific goal will change to energy levels that allow for goal attainment.

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<sup>↵</sup> Complete Personal Workout 8 in your workbook

The more you release from the need, want or desire for the goal, the more likely you are to attain that goal. It is a bit like banks really. The more you need the money the more they refuse to lend it to you. However the more you demonstrate that you don't need the money, the more they attempt to lend you.

That it is okay to have the goal or not, is a very powerful place from which to begin creating. Losing my attachment towards having my goals, or losing my needs, wants and desires for the goals I had set is, without doubt, one of the fundamental things that have driven all the major achievements in my life thus far. <sup>↵</sup>

### ***Wording your goals***

When you phrase your goals you must word them in the now, not the future. The reason for this is twofold. Firstly the future never comes and secondly, now is the only time you can do anything about anything.

### ***Phrase your goals in the positive***

Don't think of a white elephant  
Don't think of a red sports car

In other words use positive language, especially language that creates pictures and don't put in the goal what you want to get rid of. The mind cannot translate words like **don't** or **stop** or **not** or any negative words because the mind works in images, so it is images which have the greatest impact on the mind's ability to draw in energy to satisfy its desires. If you say, "Be careful I mustn't fall here", quite often you will trip on something just a few seconds later. How many times have you said to yourself, "I must be careful not to drop (whatever it is you were holding)", only to see it land on the floor moments later.

If you say "don't think of a white elephant", you will think of a white elephant. If you say "don't forget this", you'll end up forgetting it unless you write it down. This is because the mind doesn't translate negative words. If you hold in your mind 'stop smoking' the mind doesn't translate the word 'stop' and the only image the mind holds is smoking. Like the 'don't trip' or the 'mustn't fall' scenario, the mind can only focus on what the action is. It cannot focus on what you don't want to happen. Consequently you need to put something in the goal that you can utilise to good effect. For example you can use the words 'I allow myself to be a non smoker' in your goal because the mind can picture what a non-smoker looks like, how they behave, how they smell and how they act. Being able to create images of something you want, or want to be, makes a big difference in the mind's ability to achieve its goal.

### ***The goal should feel real or realistic.***

What I mean by this is that if you are currently making \$500 per week but you'd really like to make \$10,000 per week – from \$500 to \$10,000 might seem like too big of a jump for the mind to accept seriously. It might also not want to entertain such a leap in one specific goal. So aim your goal statement at \$2,000 per week, which is a stretch from where you are now, but it seems more realistic and achievable. When you find that your income is increasing then step up your goals from \$2,000 per week to \$5,000 per week then to \$10,000 per week. The more you make your goals real or realistic – something that the mind accepts as a possibility

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<sup>↵</sup> Complete Personal Workout 9 in your workbook

– the more likely you are to release any obstacle you have within you that will prevent you from achieving your goal

***Include yourself in the goal statements.***

If you want to rejuvenate your house you might word your goal statement like, ‘I allow myself to successfully rejuvenate my house’, as opposed to affirmations like, ‘the house is rejuvenated’, ‘the house is rejuvenated’, ‘the house is rejuvenated.’ Sometimes, depending on the way you word things, your mind can create its own magical thinking. Magical thinking means ***thinking that is not really real for what is going on in the moment.*** If you say, ‘the house is rejuvenated’, first of all you will not believe it and secondly you might start waiting for a miracle to happen so that the house gets rejuvenated all by itself.

If you have had tremendous resistance to rejuvenating your house, then you say and write, ‘I allow myself to successfully rejuvenate my house’, or ‘I allow myself to easily rejuvenate my house’, releasing the resistances that might be stopping you from rejuvenating your house, you’ll quickly find yourself rejuvenating your house. Remember it is important to create images the mind can accommodate and work towards.

***Be precise and concise***

In your goal statements use as few words as possible while at the same time making sure that you get excited when you hear your goal. It is not useful to put everything plus the kitchen sink into one goal statement. This is an important point. For example if you were to say, “I allow myself to have an abundant income so that I can buy a new four wheel drive, a holiday house in the country, maids to take care of each house, and the perfect person to have a relationship with so I can share all this”. All these goals within the one goal statement are pulling in different directions and competing with one another. Which means you’ll be doing nothing except stressing out because you are not achieving your goals. <sup>⚡</sup>

So, if you have a number of things you want to achieve break them down into individual goals and then come up with an umbrella goal, such as ‘I allow myself to have and enjoy the good things in life’. In this way the umbrella goal is helpful in terms of achieving your overall aim. In this way your umbrella goal includes everything you plan for but it doesn’t create a situation, which requires you to pull in different directions. <sup>⚡</sup>

***Make sure you word it to facilitate letting go.***

You need to be careful in particular areas of goal setting. For example one area where you could get yourself into trouble is in the area of relationships. If you make a goal which suggests, ‘I allow Mary/Bob to love me’, that could get you into trouble because you’ll be running around trying to do all the things to get her/him to love you. And what if she/he isn’t the right person for you? If you rephrase things to ‘I allow myself to have a loving relationship’ then the goal is more open and inclusive. It might be with the person you are having a relationship with now or it might not. If you include someone else in your goal, then you are going to get into a tug of war with that person, whereas if you hold in your mind what you want, and be inclusive, you’re not automatically going to get into a tug of war with that person.

***You must eliminate the word ‘want’ from your goals.***

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<sup>⚡</sup> Complete Personal Workout 10 in your workbook

<sup>⚡</sup> Complete Personal Workout 11 in your workbook

‘Wanting’ prevents ‘having’. For example would you rather ‘want’ to have financial freedom or would you rather ‘have’ financial freedom? Would you rather ‘want’ the perfect relationship or would you rather ‘have’ the perfect relationship? Would you rather ‘want’ good health or would you rather ‘have’ good health? The reason why want prevents having is because it equates to the feeling of lack so you don’t want to put the feeling of lack into your goals.

***When you phrase a goal you must focus on the end result, not the means of achieving it.***

Let’s say you require an income of \$10,000 per week, it is best not to put the means of how you are going to get your \$10,000 per week into the goal. You don’t have to say you will get your \$10,000 per week by working hard 12 hours per day, seven days per week, or by doing three successful trades per week, or a whole host of other actions you feel inclined to do in order to achieve your goal.

Often, the actions you think you need to take in order to achieve your goal have absolutely nothing to do with achieving the goal. Thinking that you need to spell out the means of goal attainment is a limitation or an obstacle you are placing across the pathway to your goal. It is best not to limit yourself with this belief.

Just put in what you require but phrase it in a way that witnesses you already having it. For instance you might say ‘I allow myself to have an income of \$10,000 per week or more’. By wording things in this way, you also allow for the unexpected. What if you have an unexpected windfall? What happens, if out of the blue, an opportunity comes along that you would never have anticipated or expected? There are so many things that could happen to allow that goal to come into your awareness that you might not know about when you first start working on your goal. So you don’t want to limit yourself by putting the means to the end in your goal statement.

***It is important to focus on one goal per goal statement.***

If you put too many conflicting energies into your goal statement you will find that they all pull in different directions. As a result you’ll end up confused which, in turn, promotes self-sabotage. Confusion means you will find it difficult to release to competition. When wording your goal statement it is important to word it in terms of *courageousness*, *acceptance*, or *peace*. The words ‘I allow myself to’ or ‘I can’ are good ways to start off your statements because they start in the energy level of *courageousness*. ‘I have’ is a good way to start your goal statement off in *acceptance* and ‘I am’ is a good way to start your goal statement off in *peace*.

The reason why ‘I allow myself to’ is a good way to start off in *courageousness* is because if you are not yet in *courageousness* about a certain topic – then getting into *courageousness* is already a great step forward and you can always reword your goal at a later date to get into the higher energy fields of *acceptance* or *peace*.

If you want to have \$1,000,000 in the bank then you might word your goal statement by saying ‘I allow myself to have \$1,000,000 in the bank because this statement is easier to accept than ‘I have \$1,000,000 in the bank’. Even though saying ‘I have’ is a more powerful way of wording your goal statement, it is more accepting to say ‘I allow myself’ because if you say ‘I have’ the mind might say, “What, are you crazy? I don’t have \$1,000,000 in the bank I only have \$50,000. What on earth are *you* talking about?” If these subconscious voices

arise you might find it very difficult to get past these obstacles, especially if you are not practicing your 'letting go' techniques. If you say 'I allow myself to have \$1,000,000 in the bank', the mind can start using its creative powers to start generating possibilities of how you can achieve your ends. <sup>↵</sup>

***When you can regularly follow through on these steps you then move into the action stage of goal attainment.***

To do this say the goal quietly to yourself then consciously pick up on the feelings or emotions you are having about the goal by asking yourself the following question, 'what is my now feeling about my goal?' After you have done this identify the energy level these feelings are coming from and write them down next to your feelings or emotions. When you have tuned your emotions, or energy levels, into feelings undertake your preferred releasing procedure in order to let go of any adverse impact they may have on you so that you can fully release from the feelings you are experiencing. As you do this place a yes in the 'let go' column and when you feel good place a yes in the 'feel good' column. Keep following these steps, for each of your goals, until you get to the stage where you either feel *courageousness*, *acceptance* or *peace* about your particular goals.

You can use the following written format as a way of checking off each goal

### ***Goal Statement***

**"I allow myself to easily achieve and maintain my ideal body weight of 85 kgs"**

What is my now feeling about my goal?	Let go?	Feel good?
It's hard work:      Fear	Yes	Yes
Must give up stuff:      Anger	Yes	Yes
I'll look smart:      Acceptance	Yes	Yes
I feel happy:      Peace	Yes	Yes
I feel great:      Peace	Yes	Yes

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<sup>↵</sup> Complete Personal Workout 12 in your workbook

↵

A more advanced strategy is to say your goal statement quietly to yourself then write down any actions you might take in order to achieve your goal. When you have written these down become increasingly aware of any feelings you might have towards these actions. Then ask yourself the following question ‘what is my now feeling about my goal?’ and notice any emotions or feelings you might be having about the actions you have suggested. Write these down next to your actions. Then identify the energy level these feelings are coming from and write them down next to your feelings or emotions. Then follow your preferred letting go strategy so that you fully release from the feelings you are experiencing. As you do this place a yes in the ‘let go’ column and when you feel good place a yes in the ‘feel good’ column. For each of your goals, keep following these steps until you get to the stage where you either feel *courageousness, acceptance or peace* about your particular goals.

### **Goal Statement**

**“I allow myself to easily achieve and maintain my ideal body weight of 85 kgs”**

Actions to accomplish my goal	What is my now feeling about my goal?	Let Go?	Feel Good?
Eat foods that allow my body to stay slender, healthy and fit	These foods are boring: anger	Yes	Yes
Increase physical exercise	Too many time constraints: apathy	Yes	Yes
Stop eating foods that don't support my goal	I'll miss out on comfort foods: lust	Yes	Yes
Stop eating big helpings	It's a sacrifice to give up food: anger	Yes	Yes
Rise to the challenge	Excitement about the possibilities of success: courageousness	Yes	Yes
Plan an event to get me out of my comfort zone	I'm just going to DO IT: acceptance	Yes	Yes

↵ Even the most impossible becomes possible when you are fully released on it and you know you are fully released when you don't give a toss about whether or not you achieve your goal.

Keep releasing on your goals until you reach a point where you feel it is either okay to get your goals or to not get your goals. When you get to this stage you are much more likely to pull into your awareness all the things you need to achieve your goal. By letting go of everything, including your desire to achieve, you automatically let go of everything that might hinder your goal acquisition.

In this way you also protect yourself from attaining anything that might not have been of any long-term benefit to you. For example you might desire something that ultimately wasn't a legitimate thing to have in your life right now or it might not be appropriate for you to have at this stage of development. We have no way of knowing what may or may not be appropriate for us until we are fully released from any underlying motives. So ultimately ‘letting go’ of any of the energy fields from *Apathy, Grief, Fear, Lust, Anger and Pride through to Courageousness, Acceptance and Peace*, also plays a protective function in that it protects us from unworkable situations our desires might get us into.

↵ Complete Personal Workout 13 in your workbook

↵ Complete Personal Workout 14 in your workbook

Remember that like energy attracts like energy and all energy attractors that emanate from these fields result in behaviours which are either positive or negative, effective or ineffective and these behaviours are driven by the level of our 'other than conscious' mind.

Goals are critical to your success. Write them, read them, say them every day and notice how they become a real part of your life and eventually materialise.

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We hope that you have enjoyed the contents of this Talking Book and that you have been able to complete the exercises throughout your listening. Further Talking Books are available from the publishers at:

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