

## BUILD THE STRENGTH WITHIN®

We all possess strength, inner fortitude, and confidence. However, all too often, owning them and using them, we get lost. When you get lost, you feel awful. Dr. Deb Carlin is known for guiding clients, organizations and individuals, to achieve the critical integration of their personal and professional life. In this book, she takes us first through a series of 11 Self Assessments. Then, she introduces options for specific Plans of Action for us to utilize as we build our unique Blueprint for a Successfully Intentional & Integrated Life™.

The book is organized into five sections based on the video series, The Series 16: The Strength Within® where Dr. Deb blends personal experience, theory, and data, underscoring the importance of a clear and intentional life plan. Our best life awaits us, she says. To help create the Blueprint, this step-by-step process enables us to build our dream life. 11 self assessments and 11 plans of action all culminate in an exercise to build our blueprint. --- a blueprint that along with the book and card deck is available digitally alongside the hard copies. The intent is for you to map it, build it, and renovate when appropriate.



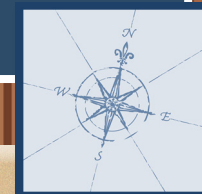
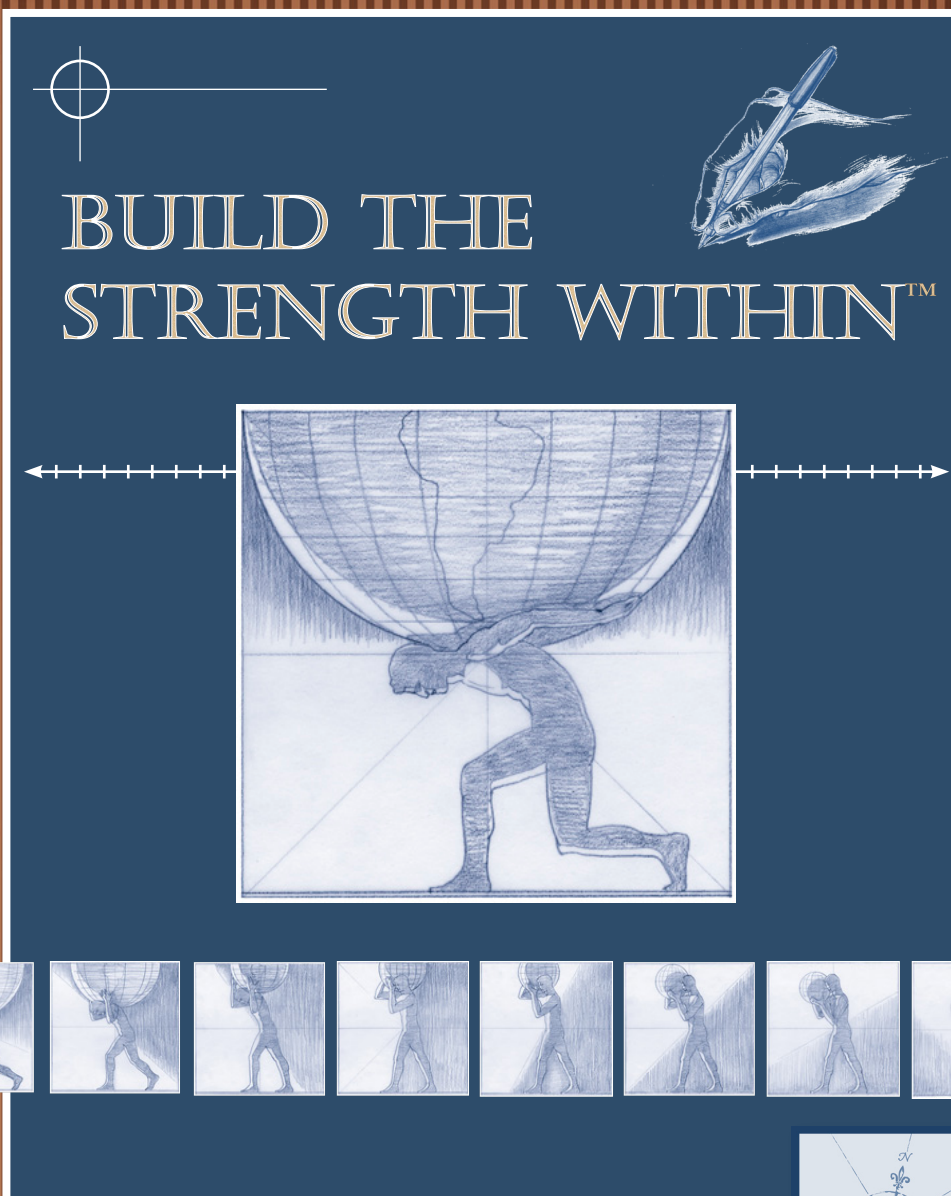
Deb Carlin, MS, PhD, is a nationally known psychologist, business consultant, speaker, and author in the field of attitudes, perceptions, stress, and productivity. Host of the Internet radio show, The K Factor, she has interviewed people around the globe about their acts of kindness and how it relates to their life and their business. She is trained as a social psychologist with a clinical background from both Saint Louis University and Washington University.  
Website: [www.drdebcarlin.com](http://www.drdebcarlin.com)



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BUILD THE STRENGTH WITHIN™

DR. DEB CARLIN



BLUEPRINT FOR A SUCCESSFULLY  
INTENTIONAL & INTEGRATED LIFE™



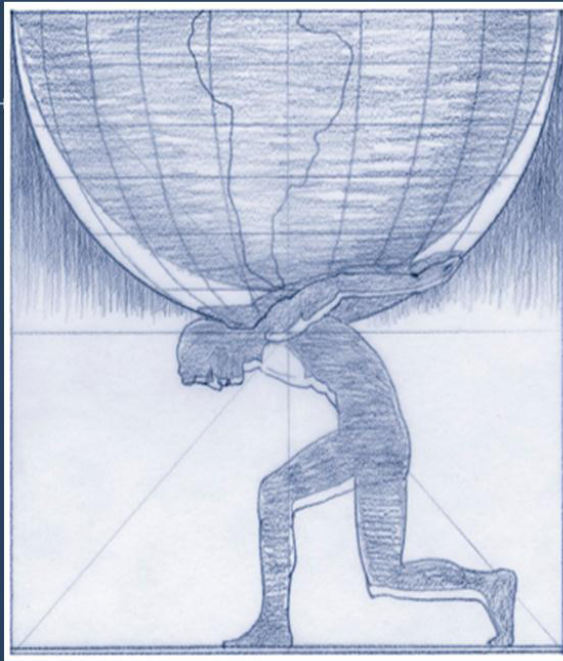
DR. DEB CARLIN





## BUILD THE STRENGTH WITHIN™

Tune you into what is happening to you on the outside, impacting you on the inside, stressing you out, making you feel weak, tired, powerless - no more! You now have the series that provides the know how to utilize the tools of vibrance and complete awareness that bring you joy and success. The brightness of the future awaits you.



A full life program designed with the intention of helping you

Dr Deb Carlin



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# BUILD THE STRENGTH WITHIN™

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**BUILD THE STRENGTH WITHIN™**  
*The brightness of the future awaits you*

DR. DEBORAH CARLIN



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LEADERSHIP AS A LIFESTYLE

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## PRELUDE

His life was not one of luxury or ease. He worked hard. He was diligent. He was expressive on a daily basis. His life and his works and his private writings, his notebooks, can serve as an inspiration for us all.



### ***Leonardo di ser Piero da Vinci***

We have known him as Leonardo da Vinci, he lived from April 15, 1452 – May 2, 1519, born in Florence, Italy and died in Amboise, France. He is the genius who brought us the Mona Lisa, The Last Supper, Vitruvian Man.

He conceptualized the helicopter, the tank, solar power, the calculator, the double hull. His boundless imagination was fueled by his curiosity and his desire to write what his musings were across the day, every day. What he dreamt of was not feasible in the era of his life but his notebooks and creations have inspired for centuries and continue into this day.

In 1502, he sketched a design for a bridge that he intended for the Turkish Sultan Bajazet II. The project was declined because the sultan could not embrace the revolutionary pressed-bow engineering and 720 foot span claiming it was simply – “too fantastic”; that was more than 400 years ago. However, in the late 1990s, his sketches ignited the imagination of an artist who brought the vision to fruition. In 2001, Queen Sonja of Norway dedicated a bridge that links Norway and Sweden – it is Leonardo’s bridge.

He was a contemporary of Michelangelo.

Inspiration lives inside of each one of us.....it is strengthened or diminished by those we associate with as well as what it is we say to ourselves. History teaches us our genius is indomitable, let’s tap it !





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## LETTER FROM THE AUTHOR

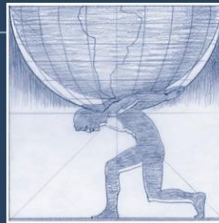
*Dear friend in search of your best life yet,*

*You turn on the news, sometimes while you're hoofin' it on the treadmill. You think about how the news impacts your business and you. You resolve to make it all work because you're a winner, you're strong..... and you're resolved to do it even better this year; the pressure is on.*

How's it going?

Is your life running you  
Or are you running your life?

Are you where you want to be?



*My bet is that you are Atlas, with a whole world of pressure  
on your shoulders and in your head.*

***Got a headache?***

**You need to understand how to Build The Strength Within....within you...**

No matter where we are in life, there are always new opportunities – we need to see them, and have the courage to go for them. Whether you want to recharge your business, your relationships, or your health, this is your invitation.

***Life is 20% mechanics and 80% psychology – we all know it.***

This event, the one that we call our life, is the opportunity we have to own and influence others to help us succeed on our mission. If you wonder how it is that you can make it happen the way you envision it, allow yourself some confidence because reaching for new experiences, new guides, new approaches, are all ways in which you come closer to obtaining what you are seeking. It is when we sit back and become and become complacent about what our life is and what it can be that we lose....lose opportunity.

***You're joining me for a unique experience, right here in these pages.***

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Beginning right now as you open this book and begin to read, you are on a new path of intention. Congratulations. If you will allow me to guide you, you're going to discover that this is a full immersion event, this book alongside the videos and the audio components. This document comes to you in two formats regardless of how you obtained it – you receive both a hard copy and a virtual copy. I want you to have all the links to our audio and video files, they will enrich your experience. If you'll allow it, this document will impact both the professional and personal relationships in your life –to shift you into a higher and more productive gear without exhausting you.

How?

I've traveled the globe to study with the best, most insightful business and personal development leaders. I've taken what I have learned from the best, combined it with my formal education and training, and rolled it into what is in my mind and my heart and am putting it into a formula that offers you something you've never experienced before. With these materials in your possession, you can continue to work on your Blueprint and develop your inner strength for the remainder of your beautiful life. The goal is to engage you, get you to tune into other voices that are positive and directive and inspiring. These voices are from the present and also from the deep past, da Vinci is an example. There are many others. I am not so bold as to think that I have some brand new invention herein that is unique; however, I do know that my voice and style of sharing is unique. It is my overt intention here to share the best of the best and alongside that, the ideas that other great minds have inspired in me. My desire is to inspire you – inspire you to take time for your *self* development beyond where you are today – we can use improvement, each one of us.....always. We are each a work in progress.

Your inner strength is more powerful than you now know.....that's a guarantee. I want for this experience, that you have with me, to be phenomenal and to inspire you to be your very best you. You're already spectacular, it can only get better.

By the way, the fact that you are reading these words is an excellent indication that you'd like to reach for the stars.....not settle for what is currently yours.....and just find a way to become phenomenal in your life. I know how you feel. Much of what is possible has to do with rewriting your story and reframing your perceptions.....it is do-able in ways you've not ever imagined.....and not in some flakey manner but in a process that is so genuine, you'll wish you'd learned it years ago.....really!

You'll watch my videos, the ones that this book gave rise to, at key points and you'll listen to the audio for reinforcement of the messaging. There is a total of 16 videos, designed to tune you into what is happening to you on the outside that is impacting you on the inside and stressing you out, making you feel weak, tired, powerless – NO MORE because you now have the series that provides the *know how* to utilize the tools of vibrance and complete awareness that bring you joy and success. The brightness of the future awaits you.

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Each video in The Series 16 contains the following elements:

- a. overview and definitions;
- b. explanation of how mindset/attitudes/perception plays a role;
- c. personal stories and theoretical information;
- d. specific exercises to do, skills to develop with outcomes to expect;
- e. and a 3 – 5 minute closed eye exercise at the end to reinforce the messaging.

There are 4 segments across the Series 16:

### **The Basics**

**In this first portion of the series, I share with you the very best reasons of why this kind of information is important for each and every one of us and also share both the scientific stories as well as the personal ones – I provide you with applications to utilize right from the start.**

1. The *you* that awaits your best life yet: how to think about the life you'd like to have
2. Your true inner strength: communication skills with your *self*
3. The magic formula of what to do when and how to do it

### **Clarity & Application**

**Once the basics are done, the foundation has been laid and it is time to introduce the element of experience most vibrant for us all.**

4. Why I took this journey and how it saved my life
5. When you save your own life, you are available to others
6. Stress and your beautiful body
7. What you put into your mouth and why it matters
8. Movement and alignment and freedom

### **The Core**

**In this portion of the series, we enter into the most intimate terrain and expose the thoughts that every human experiences, as I show you how to tap into the solutions to the fears that hold us all back from having our best, richest, most impassioned life.**

9. The language of the heart
10. Intimacy with *self* and then others
11. The dance of balance in work
12. Envisioning your fiscal world minus fear



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### **Taking it to the next level**

**This earthly journey is the tangible one but there is more to contemplate and consider – in these closing segments, you are invited to reach beyond what you now know and consider expansion of your mind, heart, and possibilities.**

- 13. The faith factor
- 14. Nature, time, and your connection to the earth
- 15. Life as a cycle intended, not happenstance
- 16. Stress managed is a life well lived

Additionally, there are 11 self assessments that you'll take and a plan of action tool set that will guide you to clarity and tangible steps to get you on the best path for your best life. In addition, there are exercises – physical, spiritual, psychological, cognitive, and emotional.....they are powerful and helpful. I'm so thrilled that you are here – you deserve your best life – grab it!

Clarity and application – that is what I want for you to gain from this series because if you do, you will absolutely have the strength within you at your influence and your direction, and you will benefit mightily.

I appreciate you being here, let's get started....it'll be great, how could it not, it's all about you!



Deb.

**Dr Deb Carlin**

---

understanding your story.....

Let's cut to the chase on this one. None of us have time to waste, it is a limited commodity and before we know it – time is up, expired, done....and we need to have used our life time well if we want for our death to be less agonizing.

Many people grow up and think that their life was somehow unique. The only portion of our experience that is unique is that it is ours. Reality is that all humans share the dynamics of this journey and it is filled with joy, sorrow, agony, ecstasy.....a good life is the full ride. Whatever our story, it is a matter of reality based upon perceptions.....and we can work with that...and we can rewrite it....every bit of it.....trust that notion, it will serve you well.....and within your exposure to me and to these materials, you'll learn how.

There are many blessing to be found within.....both these pages and also you. This, my friends, is what my parents raised me on.

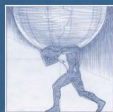
For real...

Deb

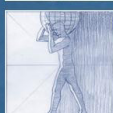
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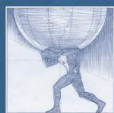
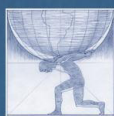
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## SECTION I THE BASICS

### BLUEPRINT FOR A SUCCESSFULLY INTENTIONAL & INTEGRATED LIFE™

UNDERSTANDING ERIKSON

A PORTRAIT OF YOU

BRAIN POWER ASSESSMENT©

PLAN OF ACTION TOOL

THE YOU THAT AWAITS YOUR BEST LIFE YET

YOUR TRUE INNER STRENGTH

THE MAGIC FORMULA OF WHAT TO DO WHEN

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SELF-DETERMINATION & RESOLUTION ASSESSMENT©

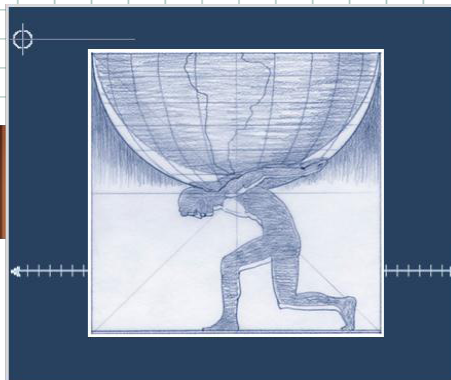
PLAN OF ACTION TOOL

FREEDOM OF MOVEMENT ASSESSMENT©

PLAN OF ACTION TOOL

WORK LIFE INTEGRATION ASSESSMENT©

PLAN OF ACTION TOOL









## BLUEPRINT FOR A SUCCESSFULLY INTENTIONAL & INTEGRATED LIFE™



You can pick up a set of blueprints for anything, anything that you want to build. We primarily turn to blueprints for putting together a house, one to be planned out carefully by a qualified architect, and perhaps involving an engineer. We seek out people who can help us when we have a big and unfamiliar project – one unfamiliar to us and in need of special expertise.

Typically, if a project seems pretty simple, we just proceed with the confidence that we can get it done. If it is a project that comes with a booklet, we look at the instruction sheet. And even then, we often proceed with a certain confidence, maybe arrogance, that we don't really need that instruction guide, we can just look at the picture and put it all together, make it happen.

### ***Sound familiar?***

And sometimes it actually all works out.....and sometimes, it just doesn't.

When it comes to our life, we very often fly by the seat of our pants and assume things will unfold as society, or our family, tells us it will. We look at a picture of life and we anticipate. We allow life to just happen. We put one foot in front of the other and we expect matriculation, on every front. Sometimes we are lucky and sometimes we are not. I've never really been 100% certain about what exactly luck is, my hunch is that it is a lure to test if we are paying attention.

There is a problem with living life with the anticipation *it will all just work out*. People, from childhood on, expect to be passed from one grade to the next – as though there is an entitlement from just simply being present. That breeds false confidence. There is another expectation during adolescence that because there is a social event like a prom or a party or a dance or a concert, everyone will be asked, invited to attend, to be part of the party.....and that leads to expectations and disappointment when it doesn't just happen. College and first jobs are often places where a spouse is found and so the pressure is on – alongside it is expectation and also demand. Timing is not what makes for great life choices – however, the combination of timing with readiness and awareness does.

People get married every day as the result of an expectation – expectation from within, from friends, from family.....from society.....children get conceived for similar reasons. Life without planning that makes good sense across all dimensions is a life of

happenstance. Sometimes it appears as if it actually works and other times, it doesn't come even close. All you need to do is look at national statistics and the reality presents itself that these statements have merit. Our culture knows all too well the prevalence of adultery, marital separation, divorce, unwanted pregnancy, child abuse, financial collapse, etcetera, etcetera, etcetera.

Move along further and note that marriages are expected to be happy and monogamous. This leads to expectations and frequent disappointment too. Children are brought into the world and the expectation is that they will be normal and excel and be productive and fold into the family routines – but without a solid knowing, awareness, structure, plan, and follow through, disappointment and dysfunction emerge. And then even with the best of intentions, things happen....all sorts of things. How do you navigate?

Jobs are expected to be fabulous and with an upward mobility in financial reward and in status and responsibility. The life path towards retirement is supposed to land us all in the Golden Years.....but you won't often hear seniors bragging about how golden their senior experience feels. What is the plan for your senior experience? Will you be surprised to be alone in your own home or in a nursing home? What's your intention?

**Do you live your life with forethought and intention?**

*State here what your evidence is for either.*

**Here's my question for you – how many of these components of our life story have a plan, a blueprint – something that places us on an intentional track and prompts us to be accountable and proactive?**

What does each decade of your life look like for you?

Go back in time.....review and write what the plan was then and whose it was....

Until you were 10 years old

Until you were 20

During your 20s

During your 30s

Either continue to look back or look ahead and ask yourself what it will look like, what the plan is, whose plan it is.....

During your 40s

During your 50s

During your 60s

During your 70s

During your 80s

During your 90s





### **What is your Blueprint?**

Does it matter to you.....?

Do you believe you have influence over your life? Or does it just happen to you?

Are you a bystander or an active and influencing participant?

Are you a dreamer who dreams and acts upon making dreams come true?

Do you just dream to pretend and let the dreams float by like clouds in the sky?

Are you satisfied with the style with which you are living your life?

Are you willing to be a creative, vibrant, smart architect and shape the life you crave?

What are you willing to do in order to make it happen.....?



Reading the works of great minds who have thought about, and studied the human experience, can be helpful and very illuminating. We will begin here with Erik Erikson as our guide, to help us understand our life experience thus far and give us contemplative material about what to consider now in order to plan for a bright, emotionally successful future.

If you find yourself resisting the idea of taking a look in your rearview mirror, bear with me. I understand. My intention for you is to have you develop an ever more productive and keen awareness of you, of who you are, and of the path that you have landed on today. I have a desire for you to look at your life with compassion for every single event that has taken place for you. This is important.

# UNDERSTANDING ERIKSON 1902 - 1994

Erik Erikson is a world famous psychologist who wrote volumes about the development of the human being. He was a stage theorist who described the various stages in the life cycle in terms of social psychology.

## ***Infancy***

1 -3 years

3 -6 years

7 – 11 years

Adolescence

Adulthood

Middle adulthood

Late adulthood

## ***Trust vs mistrust***

Autonomy vs shame and doubt

Initiative vs guilt

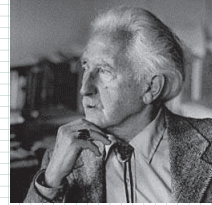
Industry vs inferiority

Identity vs role confusion

Intimacy vs isolation

Generativity vs stagnation

Integrity vs despair



Each stage is based upon our interactions with the world, with how we interpret the events of our daily living, with what we do in our mind with our perceptions.....with how we write our life experience, our life story.....where do you want to land?

The stages that Erikson mapped out are across a range and he establishes extreme options on either end. There are, of course, many areas in between the extreme ends. These stages are psychological and social, as well as emotional. When you stop to contemplate what he was trying to communicate, it is clear that he was attempting to encourage us to find a way to end up with a life experience that begins with trust and ends with integrity.

Infants come to know the world through the experiences they have with their caregivers. If your basic physiological needs are met, as well as your social and emotional needs, you come to know the world as a pretty nifty place to be, one where people love you and take good and nurturing care of you. You don't want for anything, at least not for very long. The attended baby comes to trust that their needs are important and will be taken care of thoughtfully. Trust evolves. A child who lives in an atmosphere where these needs either cannot be met, or simply are not met, suffers. They suffer physically and they also suffer psychologically. Life is impossible without the care of others, particularly when you are a helpless infant. These concepts are more than intangible psychological theories, there is an observable impact to both extremes.

When we come to the ending chapters in this book of our life, Erikson sees that we either feel positive or negative about the way we invested in our mind and heart and activities. Understandably, people either feel a sense of pride and integrity or have a feeling of hopelessness that there are not more opportunities for them, to create the life they now realize they craved.

His theory is taught to students in every general psychology course and people entering into a broad range of professions receive this knowledge -- teachers, nurses, medical students -- they all get a taste of this perspective. I invite you to read a more in depth review offered by family therapist, Arlene F. Harder, who outlines these stages and puts it

into perspective that makes clear why it is helpful to consider the value they offer. Be compassionate about your awareness, and tolerant. You are simply tuning into perception – it gives us a handle to implement change, productive change.

As you read what follows here, indicate where it is you think, and feel, you have landed.

## **1. Infancy: Birth to 18 Months**

**Ego Development Outcome: Trust vs. Mistrust**

**Basic strength: Drive and Hope**

Erikson also referred to infancy as the Oral Sensory Stage (as anyone might who watches a baby put everything in her mouth) where the major emphasis is on the mother's positive and loving care for the child, with a big emphasis on visual contact and touch. If we pass successfully through this period of life, we will learn to **trust** that life is basically okay and have basic confidence in the future. If we fail to experience trust and are constantly frustrated because our needs are not met, we may end up with a deep-seated feeling of worthlessness and a **mistrust** of the world in general.

Incidentally, many studies of suicides and suicide attempts point to the importance of the early years in developing the basic belief that the world is trustworthy and that every individual has a right to be here.

Not surprisingly, the most significant relationship is with the maternal parent, or whoever is our most significant and constant caregiver.

**Trust** ◀──▶ **Mistrust**

## **2. Early Childhood: 18 Months to 3 Years**

**Ego Development Outcome: Autonomy vs. Shame**

**Basic Strengths: Self-control, Courage, and Will**

During this stage we learn to master skills for ourselves. Not only do we learn to walk, talk and feed ourselves, we are learning finer motor development as well as the much appreciated toilet training. Here we have the opportunity to build self-esteem and **autonomy** as we gain more control over our bodies and acquire new skills, learning right from wrong. And one of our skills during the "Terrible Two's" is our ability to use the powerful word "NO!" It may be pain for parents, but it develops important skills of the will.

It is also during this stage, however, that we can be very vulnerable. If we're shamed in the process of toilet training or in learning other important skills, we may feel great **shame and doubt** of our capabilities and suffer low self-esteem as a result.

The most significant relationships are with parents.

**Autonomy** ◀──▶ **Shame**

### 3. Play Age: 3 to 5 Years

#### Ego Development Outcome: Initiative vs. Guilt

#### Basic Strength: Purpose

During this period we experience a desire to copy the adults around us and take **initiative** in creating play situations. We make up stories with Barbie's and Ken's, toy phones and miniature cars, playing out roles in a trial universe, experimenting with the blueprint for what we believe it means to be an adult. We also begin to use that wonderful word for exploring the world—"WHY?"

While Erikson was influenced by Freud, he downplays biological sexuality in favor of the psychosocial features of conflict between child and parents. Nevertheless, he said that at this stage we usually become involved in the classic "Oedipal struggle" and resolve this struggle through "social role identification." If we're frustrated over natural desires and goals, we may easily experience **guilt**.

The most significant relationship is with the basic family.

**Initiative** ←+++++→ **Guilt**

### 4. School Age: 6 to 12 Years

#### Ego Development Outcome: Industry vs. Inferiority

#### Basic Strengths: Method and Competence

During this stage, often called the Latency, we are capable of learning, creating and accomplishing numerous new skills and knowledge, thus developing a sense of **industry**. This is also a very social stage of development and if we experience unresolved feelings of inadequacy and **inferiority** among our peers, we can have serious problems in terms of competence and self-esteem.

As the world expands a bit, our most significant relationship is with the school and neighborhood. Parents are no longer the complete authorities they once were, although they are still important.

**Industry** ←+++++→ **Inferiority**

### 5. Adolescence: 12 to 18 Years

#### Ego Development Outcome: Identity vs. Role Confusion

#### Basic Strengths: Devotion and Fidelity

Up to this stage, according to Erikson, development mostly depends upon **what is done to us**. From here on out, development depends primarily upon **what we do**. And while adolescence is a stage at which we are neither a child nor an adult, life is definitely getting more complex as we attempt to find our own **identity**, struggle with social interactions, and grapple with moral issues.

Our task is to discover who we are as individuals separate from our family of origin and as members of a wider society. Unfortunately for those around us, in this

process many of us go into a period of withdrawing from responsibilities, which Erikson called a "moratorium." And if we are unsuccessful in navigating this stage, we will experience **role confusion** and upheaval.

A significant task for us is to establish a philosophy of life and in this process we tend to think in terms of ideals, which are conflict free, rather than reality, which is not. The problem is that we don't have much experience and find it easy to substitute ideals for experience. However, we can also develop strong devotion to friends and causes.

It is no surprise that our most significant relationships are with peer groups.

**Identity** ◀──▶ **Role Confusion**

## **6. Young adulthood: 18 to 35**

**Ego Development Outcome: Intimacy and Solidarity vs. Isolation**

**Basic Strengths: Affiliation and Love**

In the initial stage of being an adult we seek one or more companions and love. As we try to find mutually satisfying relationships, primarily through marriage and friends, we generally also begin to start a family, though this age has been pushed back for many couples who today don't start their families until their late thirties. If negotiating this stage is successful, we can experience **intimacy** on a deep level.

If we're not successful, **isolation** and distance from others may occur. And when we don't find it easy to create satisfying relationships, our world can begin to shrink as, in defense, we can feel superior to others.

Our significant relationships are with marital partners and friends.

**Intimacy** ◀──▶ **Isolation**

## **7. Middle Adulthood: 35 to 55 or 65**

**Ego Development Outcome: Generativity vs. Self absorption or Stagnation**

**Basic Strengths: Production and Care**

Now work is most crucial. Erikson observed that middle-age is when we tend to be occupied with creative and meaningful work and with issues surrounding our family. Also, middle adulthood is when we can expect to "be in charge," the role we've long envied.

The significant task is to perpetuate culture and transmit values of the culture through the family (taming the kids) and working to establish a stable environment. Strength comes through care of others and production of something that contributes to the betterment of society, which Erikson calls **generativity**, so when we're in this stage we often fear inactivity and meaninglessness.

As our children leave home, or our relationships or goals change, we may be faced with major life changes—the mid-life crisis—and struggle with finding new meanings and purposes. If we don't get through this stage successfully, we can become **self-absorbed** and **stagnate**.

Significant relationships are within the workplace, the community and the family.

**Generativity** ◀──▶ **Stagnation**

## 8. Late Adulthood: 55 or 65 to Death

**Ego Development Outcome: Integrity vs. Despair**

**Basic Strengths: Wisdom**

Erikson felt that much of life is preparing for the middle adulthood stage and the last stage is recovering from it. Perhaps that is because as older adults we can often look back on our lives with happiness and are content, feeling fulfilled with a deep sense that life has meaning and we've made a contribution to life, a feeling Erikson calls **integrity**. Our strength comes from a wisdom that the world is very large and we now have a detached concern for the whole of life, accepting death as the completion of life.

On the other hand, some adults may reach this stage and **despair** at their experiences and perceived failures. They may fear death as they struggle to find a purpose to their lives, wondering "Was the trip worth it?" Alternatively, they may feel they have all the answers (not unlike going back to adolescence) and end with a strong dogmatism that only their view has been correct.

The significant relationship is with all of mankind—"my-kind."

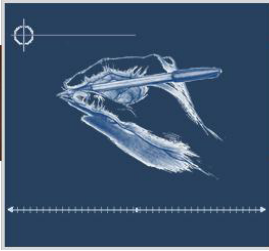
**Integrity** ◀──▶ **Despair**

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The information from Erikson invites you to take another look at your own life. Stop and ask yourself where you see yourself in each stage. Give yourself time to think about how you have dealt with your circumstances. As you do this, please bear in mind that it is not ever too late to re-write your life story, to recover from hurt or even from trauma. The path towards your best life yet begins with a desire for it and continues with a determination to be aware – aware of your own self and aware of the ways in which you have, thus far, experienced and interpreted this life experience. You'll be invited to work on your Blueprint at key points in this book.





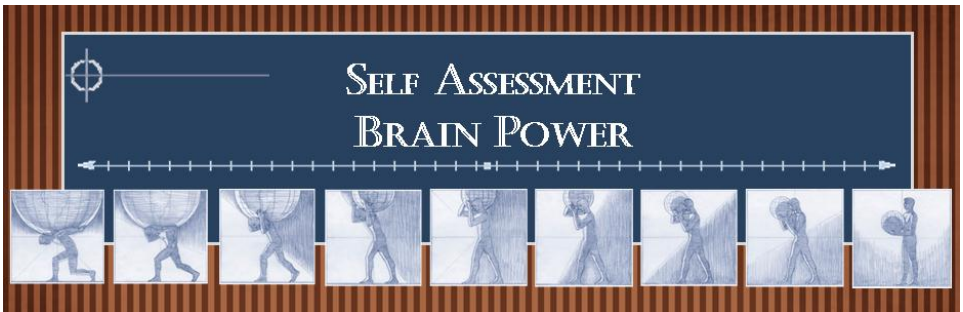


## A PORTRAIT OF YOU

*Take some time, right now.....for you.....you've just been exposed to some thought provoking ideas. Now it is time to draw....or sketch.....don't worry about artistic quality, just let your hand and your mind work together.....*

As author Michael Gelb shares with us in his many writings inspired by the notebooks of Leonardo da Vinci, there is great benefit to having a journal, a notebook, a book within which you find time to write and to sketch. Leonardo wrote "Feathers shall raise men even as they do birds, toward heaven; that is by letters written with their quills." Inspired indeed.....let it be contagious.

*Draw a portrait of who you are.....don't over think this....just draw who you are, what you are.... I will share information with you later that you will find helpful in understanding what you create in these sketches.*



The way that we use our mind is something we take for granted. We are so routinely doing what we do that we don't even realize the power of it, the magnitude. When people become impaired however from a stroke or some form of dementia, they note how compartments of the brain contribute to what they are able to do – or not. In our healthy years, there are things we can observe, learn about, and utilize to strengthen the power of our mind but first, we must get acquainted.

What is it about the mind that is so fascinating?

Why do we get afraid of our own thoughts.....and the thoughts of others?

Do you understand your mind as deeply as you think you could?

The opening question for you here is – how would understanding the way your brain, and the brain of others, help you to be more effective? Think carefully, reply to the questions.

Answer honestly.....if you don't, then this is just a silly game that is a waste of time.....especially yours.

1 = not at all    9 = all the way

1. I have an extremely flexible mind.

1      2      3      4      5      6      7      8      9

2. I understand the structure of my mind and how best I file information for later recall.

1      2      3      4      5      6      7      8      9

3. I am completely aware of how I take in information most effectively.

1      2      3      4      5      6      7      8      9

4. I am a master communicator because I understand how others need to hear me.

1      2      3      4      5      6      7      8      9

5. I can learn very well in any format, any environment.

1      2      3      4      5      6      7      8      9

6. I am well acquainted with visual learning techniques.

1      2      3      4      5      6      7      8      9

7. I am well acquainted with auditory learning techniques.

1      2      3      4      5      6      7      8      9

8. I am well acquainted with kinesthetic learning techniques.

1      2      3      4      5      6      7      8      9

9. I know my learning style and easily assess other's learning styles.

1      2      3      4      5      6      7      8      9



## PLAN OF ACTION TOOL BRAIN POWER

The Brain Pathways™ NeuroScience of You involves taking an assessment – if you have not already done so, here is the link: [www.drdebcaryl.com](http://www.drdebcaryl.com) While you are participating at one of our live events, this assessment is available to you at no charge. When you purchase the book on its own, there is an additional fee – not to worry though, it is minimal and well worth it.

What is known about how our brain works is enormous. There are many perspectives and they range in depth and focus. However, the selection of the tool utilized here is based on what is practical and immediately applicable – to anyone and in any circumstance.



It is my pleasure to introduce you to my friends, Stephen & Deanna Hager, who have spent much of their adult life developing their tools. I find them handy. Here is what they tell us on their web site at: <http://www.brainpathways.net/you.aspx>

“Deanna and Stephen are co-founders of The Hadron Group, creators of brain based human development products for individuals, business, government and education. The Hadron Group, Inc. has worked tirelessly to ensure that their products are statistically valid, reliable and practical so that people can experience a significant positive change in their lives. They have worked with thousands of people around the globe, achieving powerful life changing results and improved business practices.

Deanna Phelps has over 30 years experience in neuroscience, including working with adults and children with brain damage and neurological disorders. She also has extensive educational background and expertise in neurology, psychology, speech pathology, accelerated learning and neuro-linguistic programming (NLP). Deanna is an author, public speaker and seminar facilitator. Deanna is passionate about the power and potential of the human brain.

Stephen Hager is a lifelong learner, scientist, author, speaker and teacher. Stephen's personable and interactive style fosters a climate of trust, innovation and interactive participation. He believes people and groups have the innate knowledge and ability to create innovative and practical solutions to their daily challenges through self-awareness and use of their brain strengths. Stephen enjoys working with practical neuroscience for better daily living.

[Brain PathWays™...The Neuroscience of You](#) is a 20 year old dream of Stephen and Deanna. It's the most advanced practical neuroscience product for daily living. Everything

the creators have learned from 20 years of research and all of the people they have worked with is incorporated in the comprehensive and individualized Brain PathWays on-line system.”

When you get your report from them, you’ll find that the information is made easy to read and understand. The intention of the tool here is to give you insight into how your brain is oriented with respect to how visual or auditory or kinesthetic you are, the question being – how does your brain like to take in information most reliably? Illuminations here are incredibly helpful because they allow us insight into our own *self* and also into how we relate to others and what we can do to be most productive in those interactions.

### **Four Brain Pathways™...One Destination**

“Brain PathWays™ delivers one comprehensive report on career guidance and advice for career development; self help and self awareness of your strengths, weaknesses for a better life and personal development; scientific learning system based on learning styles and accelerated learning to develop student skills and learning skills; identifying sources of family conflict and improving marriage communication and family communications.

**CAREER** – The pathway for discovering careers and jobs that align with your neuroscience strengths. This pathway is helpful if you are changing careers, deciding on a great career path, or wanting to improve value and productivity in your current career.

**PERSONAL** – The pathway for increased self awareness and using your neuroscience strengths for enhanced potential and fulfillment of your goals and dreams. This pathway is a good fit if you desire to reinvent yourself, achieve peak performance, improve communication with others, tap into your creative pathway, understand your own learning and thinking patterns, or make better decisions.

**STUDENT** – The pathway for accelerating learning and memory in any learning situation regardless of your age or situation. This pathway is for high school students preparing for college, college students looking for strategies to improve grades and learning efficiency, adults re-entering college for career retooling, or adults desiring to know more about their unique learning and thinking process.

**FAMILY** – The pathway for understanding more about your family or partner dynamics and increasing relationship harmony and growth. Sharing each member’s brain strengths is the “bridge” that unites differences, leverages strengths, improves communication and increases respect. The Family Pathway is supported by a Family Profile.”

*The report covers the following as outlined on their website.*

#### **Part I – Your Brain PathWays™ Summary Profile**

Graphic showcase of your sensory and cognitive thinking pathway strengths. Narrative summary of how you prefer to learn, work and remember; what happens to your brain “wiring” when under stress; how you express emotion; your difficulties, frustrations and distractions.

#### **Part II – Your Strengths and “Blind Spots”**

Activities you enjoy the most and are best at doing for each of your sensory and thinking pathway strengths. Your “blind spots” (least utilized pathways) are explained with illustrative examples and you receive individualized strengthening strategies.

#### **Part III –Your Brain PathWays™ “Scores”**



Colorful pie charts show your brain pathway strengths in relation to the general population. A graphic display illustrates your “left brain” and “right brain” strengths within one of eight regions.

### **Part IV – Your Brain PathWays™ Tools**

#### **Best Careers**

How to use your unique brain strengths for career success. Work activities best aligned with your sensory and cognitive thinking pathway strengths. Occupations aligned with your strengths. Job activities to minimize or avoid. Individualized coaching points. Customized summary for existing jobs and job searches.

#### **Better Communication**

How to ask others to communicate on your “wavelength.” Increase understanding and decrease communication time by 25% to 40% or more. People you are in most and least rapport with.

#### **Personal Productivity**

Practical tools and methods provide the means to create physical environments for best working and learning productivity regardless of what you have to do. Increase personal productivity by 25% to 50% or more.

#### **Accelerated Learning**

Your best and most compatible learning resources aligned with your brain pathway strengths. Best ways to study, memorize and accelerate learning by 25% to 60% or more.

#### **Accessing Creativity**

Your individualized strategies provide new insights, ideas and “break-through” thinking. Get results within 15 to 60 minutes.

#### **Reducing Stress**

Your “default” pathways explain the types of errors and mistakes you make when under stress. Learn two quick and decisive brain booster methods that return your brain to higher performance levels when stress limits or shuts down your least preferred pathways.

#### **Family/Group Profile Template**

Your personalized template is the starting point to create a Family or Group profile. The template is a bridge uniting differences, resolving conflict, leveraging strengths, improving marriage and family communication and growing respect for one another. The template is excellent for people that work together in business, education, civic, social and not-for-profit environments.

Given that the Build The Strength Within™ program is designed to be holistic, it is helpful to know that there is broad application to the report you receive. What follows is an explanation of what you can expect to do with your results, in addition to incorporating into your Blueprint.



## PLAN OF ACTION TOOL THINK LIKE DA VINCI

Michael Gelb is, what I consider to be, a fabulous mind, personality, and author. He is impressively curious about how best to live this life productively and fully engaged. He has studied Leonardo da Vinci extensively and written about the man and his incredible habits and forthcoming ideas. We have much to learn from them both.

One of the habits he encourages is – to write, sketch, doodle, draw.....all day and every day. Leonardo did. He always had a notebook of some sort in hand and he never missed recording a thought. Think now for a moment about all the times you had a good idea but had so many interruptions between the time of insight to writing it, that it simply evaporated. Stop that now. Capture your great ideas.

This book provides plenty of open space for you to write, sketch, draw.....start now.

What follows is a link you will absolutely love – it is a presentation by Gelb where he explains what he found when he immersed himself into Leonardo. Fascinating.

One of his essential findings is the observation of what are entitled:

### Seven Da Vincian Principles

Seven Steps to Genius Every Day: How to Think Like Leonardo Da Vinci

#### **CURIOSITA:**

*Approaching life with insatiable curiosity and an unrelenting quest for continuous learning*

#### **DIMOSTRAZIONE:**

*Committing to test knowledge through experience, persistence and a willingness to learn from mistakes*

#### **SENSAZIONE:**

*Continually refining the senses, especially sight, as the means to enliven experience*

#### **SFUMATO**

*Embracing ambiguity, paradox and uncertainty*

#### **ARTE/SCIENZA**

*Balancing science and art, logic and imagination - ‘whole-brain thinking’*

#### **CORPORALITA**

*Cultivating grace, ambidexterity, fitness, and poise*

#### **CONNESSIONE**

*Recognizing and appreciating the interconnectedness of all things – ‘systems thinking’*

The following link can guide you even deeper.

[http://www.ntu.edu/notes/busmanchannel/notes/leonoooo\\_pm.pdf](http://www.ntu.edu/notes/busmanchannel/notes/leonoooo_pm.pdf)

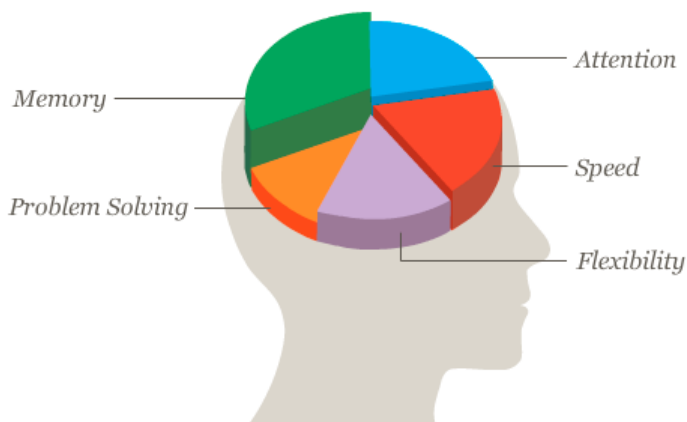


## PLAN OF ACTION TOOL LUMOSIFY

The Internet is a great invention; some smart person had a vision and saw it through to fruition, many hands and brains joined in to make it is what we know it to be today. Utilizing Google.com is amazing. Enter in brain games, brain fun, brain growth, brain exercises, and a world opens with invitations for where to invest your attention. Lumosity is one of my favorite sites. [www.lumosity.com](http://www.lumosity.com) and they even define themselves for us.

Lumosity (v)

To sharpen your memory,  
focus your attention,  
and brighten your future



This group extends beyond games but they do indeed make stretching your brainpower fun. You can join their e-list and get tuned into updates and offers daily – make this part of your action plan for your Blueprint.

It's hard to imagine that until only a few short decades ago, scientists believed that the human brain was born with its ultimate capacity and death of brain cells set in after the first breath. Intelligence was thought to be fixed and limited. Of course, there were those who disagreed but the trend was a conventional myth – it happens and people get locked into it. Thankfully however, it is clear that the brain is nearly boundless and with

phenomenal ability to regenerate itself and take over where there is damage. There is a fascinating concept called plasticity that describes this idea in depth.

Think about it – all the ways in which most people are not trained to think of their brain as something they need to get hold of and seriously direct the energies of. In fact, stop and think about what happens when someone buys a puppy. You spend time, energy, effort, money, heart and soul training the puppy to understand that the outside world is their bathroom, not the interior floors. Right? And most people spend a similar amount of time training the puppy to walk on a leash so they are not dragged about. In some respects, our mind is like that puppy, it needs to be directed, trained, and often put on a leash to control where it goes.

The question here is – do you have a leash for your mind? Do you actively direct where your thoughts go or do you just get dragged along like an innocent bystander....?

What's inside your skull is yours to direct, influence, control, nourish, exercise, and rest.....

How would you like to begin doing that?



## PLAN OF ACTION TOOL

As a plan of action tool, utilizing the information you gained from the brief online assessment offered through BrainMode™ The Neuroscience of You, there is an opening for you to own the information you received and test it. See if your communications become more effective given what you've learned about your style, and how you adapt to the new awareness.

As you move through this document, you'll find that you'll be introduced to all sorts of brain tools including The Relaxation Exercise, designed to help you calm your mind and body simultaneously. The benefits are valid, reliable and very healthy.

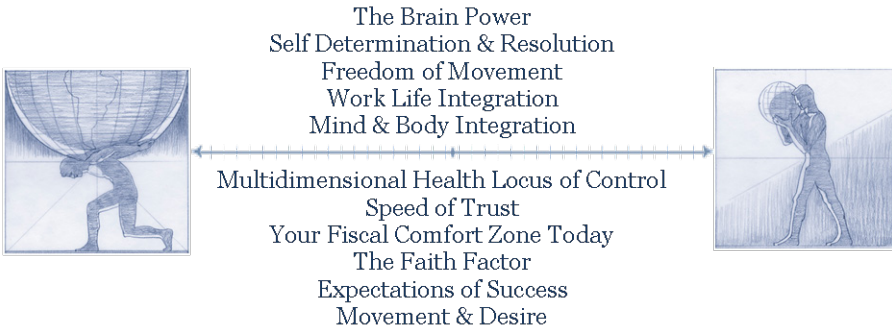
As shared earlier, your Intentional Life Blueprint needs to be a multidimensional document that is representative of all the things that impact the life experience and the way we deal with it at each important juncture. For this book and the event that coincides, the focus is on exposing you to 11 dimensions of self assessment that guide you to clarity about your *self*. Granted, there are many more we can add but this is a solid platform for beginning the work.

Thus far, you've answered questions on the over arching themes.....now is the time to dive into each of the components. We'll return to what you've already done as we put the Blueprint together as we move through the material.

Working through each of the following will help you build your Blueprint – let's get started in conjunction with the material we cover here as well as your review of the aforementioned videos and materials over time. It is important to make note that just as is the case with an organizational strategic plan, a **Blueprint for a Successfully Intentional and Integrated Life™** is a fluid creation that needs attention and updating with consistency and intention. It is also important to note that we will move through the assessments more than once – the re-visits are necessary and helpful.

What follows are the assessments that will be covered in this document.  
Each includes a “Plan Of Action” to be used as a tool to build your

***Blueprint for a Successfully Intentional & Integrated Life™***









## THE YOU THAT AWAITS YOUR BEST LIFE YET: HOW TO THINK ABOUT THE LIFE YOU'D LIKE TO HAVE

I grew up thinking how fabulous it would be to be all grown up – I envisioned a life where no one could boss me around because I was just a little kid or a teenager. To be an adult meant to be free – doing what I wanted and whenever I wanted, it'd be great! What a surprise to arrive at my 20s and 30s and beyond and realize that there is no such life; we are all accountable to lots of people all over our life and really, for *ever*, regardless of what age we are. The ideas I had about independence were some sort of twisted version of what seemed like it would be -- all without hassle but in truth, there is no such way. We are all here to be interdependent and reliant upon one another – for all sorts of things from simple tasks, friendships, deep love, liking, to professional services, to seeking guidance for one thing or another, to appealing to authority like the law and rules, even simple ones like adhering to the rules to stay off the playing field at the ball park to make certain everyone is safe. *Every* one of us needs lots of other people in order for our lives to work. Life means cooperation.

The problem is that people can really drive you nuts, can't they? I'm a psychologist and I always think I should understand everything about everyone but the fact is – some people really tic me off and others just cause me to roll my eyes. Some people make me screaming mad, I mean really mad, even if it is in a situation on the telephone when I find myself caught in one of those obnoxious phone messaging systems when what I really need is to reach a live human being -- or I do reach a live person but they don't speak my language. We've all been there. We've all had fits and had our guts twisted in a knot and felt sick over a situation, some sort of situation, at some point during this time of our life experience.

And then there is also the element of surprise in life – there are things that happen that you didn't anticipate like illness, financial crisis, employment changes, death of a loved one, natural disasters, going to war, a missing pet. I could go on but I don't want to get depressed here, things just happen in this life and we are on the receiving end. Period.

I've had a whole lot of advantages in my life and I am well aware that I have a lot to be grateful for. I was born into a terrific, healthy, privileged, American family with strong values and all sorts of opportunities. However, growing up in the middle of what was my reality, I didn't have the perspective that I was somehow fortunate. I heard that I was, I was told that I was but I didn't get it because the life we live is what we know and somehow we all want something else or something different. For example, I remember vividly when I was told to finish my supper even when it was something I absolutely hated because "there are children starving in India and China..." but it fell on deaf ears and my only response was – and I mean this seriously – "okay, then let's box it up

and send it to *them....*” That, by the way is the wrong comeback to your mom and dad even if you’re sincere and the stress that causes is just plain stupid. The point is that I had no idea about the blessings I was sitting in the middle of but what I did know was that I had dreams, all sorts of day dreams that began when I was very little and they changed and shifted and developed just as I did.

My life dreams were about a bigger house that would be my own house and it’d be exactly how I wanted it, I’d have all sorts of people there to pick up after me and to do the things I didn’t ever want to have to do again. I’d have my own beach, horses, dogs, a handsome prince charming and fabulous children of my own, a life of fun and travel and helping people, and loving my family and being healthy and strong and enjoying the holidays and picnics and parties and lots of wonderful friends who were always good and very loyal. The dreams also included having something that I would do that was important and would make me rich and my dreams also included my never having any worries. I envisioned it and dreamed about it but had no clue about achieving it. Quite frankly, most people don’t and so they go down a particular path in life that *seems* like the right thing to do and then wonder how they land where they find themselves and get frustrated about what the heck happened. We all get stuck and when we get stuck in the day to day dealings of tasks and facing hassles, we stop dreaming with any real clarity or positive intention. All too frequently we, *people everywhere*, experience frustration that we don’t have what we want. It seems unfair and wrong and like somehow we missed the boat or got cheated. It’s awful. It is an awful thought to have and it is really an awful perspective to adopt because it leads into having an attitude that is completely counterproductive to getting what you want out of this life.

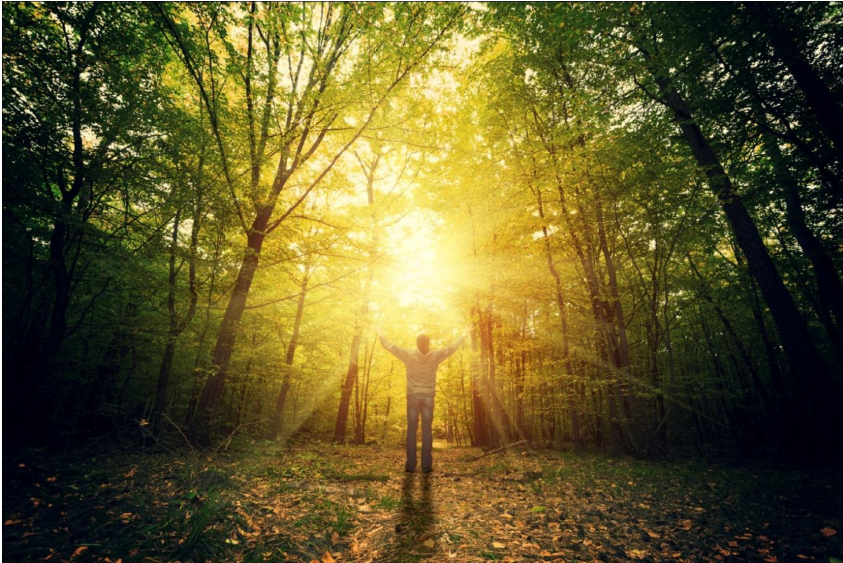
So if all of that is true, even to only a small degree, how do you get the life that you want? What if you’re already stuck in some sickening situation you want out of? Or what if you’re just adrift and not yet certain of what you really want...? Or maybe you’re just tired and can’t even think of how to pull it together to make anything happen. I want to share a bit of something with you that I have learned and I mean mightily so – *we have all sorts of power within you to make whatever life you seriously desire happen*. I am not kidding. You don’t have to believe it but you’re going to be happier if you allow yourself to believe it, I guarantee this is true.

I’ve worked with all sorts of people in my personal life and in my career and I see components of myself in just about everyone I deal with – even when I don’t like what I am seeing, there are just simply parts of the human spirit that are consistent across all of us. When I work with someone who is in some form of trouble and I hear them list off the long litany of reasons about why their life is stinky – because of their family, because of their friends, because of their spouse, because of their kids, because of their health, because of their boss, because of the government, it all comes down to looking outside for answers instead of looking into the mirror. The mirror is the toughest place I will ever send a human being. More on that later but believe me now, it is a very rough place to spend time.

The secret,.....and I really do mean that it is a big, huge, fat secret, is that your mind is what controls your world and directs the course of events in your life. If you see and think about drama and creepy and ugly, you will be there because you *are* there. Sounds weird, right? Think about it. You can get yourself into a completely rotten frame of mind if you allow it. You’ve done it before. You know you have. And you can also get yourself happy and loose and lively because of what you

think.....and you have done that before too. The trick is to become more aware of this and also more intentional.

Guess what the really groovy news is about all of this – *you can change it all around and immediately...and I mean like right this very second!* And by change I mean that you can increase your level of awareness and experience control within yourself that alters your life experience in an ongoing manner. I am going to give you an exercise right now and have you simply participate – and it is the beginning of what you are going to start doing and it is going to change your life and rock your world and make your dreams unfold and come into being true.....all you have to do is get on board and cooperate....and believe.....



### **Your Self Talk Script**

*I want you to sit down or lie down and get really comfy, and relax. Walk you into your own self and unite the dreams that are waiting for you to kindle them.....they are dreams from a time when you allowed your mind to drift and to see the potential of your life.....you remember what they were.....you had them as a child, you made them vivid as a teen.....you craved them when you were in your 20s.....and you can recall them right now..... just breathe.....rejuvenate the ideas of how you want your life to be spent.....who you want to be in all your greatest glory.....who you want beside you to enjoy every moment of it.....and what you want to feel at the end of each day as you lie down and drift off into your night of slumber and rest.....dream now.....relax and float into the mind that is yours.....allow your dreams to envelop you and allow yourself to embrace them again.....see them.....feel them.....rich and deep and real.....do this now and hold the feeling and hold the seeing of it....all of it.....it is yours.....and since it is yours, you have it.....you need to realize every aspect of it....and you can.....you can.....you can.....tell yourself that you can.....anything is possible.....*

*Stay here and relax and breathe and enjoy what you unearth.....*

To view the video: [www.drdebarlin.com](http://www.drdebarlin.com)





## YOUR TRUE INNER STRENGTH: COMMUNICATION SKILLS WITH YOU SELF

I invited you to relax and enjoy your experience of dreaming about your life and what you really crave deep inside of yourself for this life experience, did you make note of the things that got in the way, the many things you ended up thinking about and saying to yourself, the things that make you a skeptic and a disbeliever about what you can get out of this life? Or just simply things that are distracters -- like I wonder what time it is, did I buy coffee at the grocery? It's important to pay attention to what your mind does when you give it an assignment because too often, we allow it to drift and not attend to where it goes. It's almost like we are led around by our mind instead of us leading where our mind travels. It sounds kind of silly when you say that out loud but think about that. I've thought about it a whole lot and have then looked to learn more about that line of thinking and about thinking about thinking.

We each have our own style and ways of wanting to know more about a given topic. For me, I most often turn to the written word to learn about things. There are some wonderful authors in the world, I love to read, and have found great benefit from reading, everything that people like Wayne Dyer, Tony Robbins, Maya Angelou, and Stephen Covey have written. There are many more, these are just some of my favorites. As a professional, I have a library full of books written by great authors who are often scientists who explain their research and go deep into their methodology and statistical analysis; I find it fascinating. Mostly, I love gathering information and examining it for credibility -- I want to discover truths. I crave learning what is helpful both for me and for people in general. My belief is that if it is helpful for one person, it can be for many, and if many people are helped, the world is simply a better place to live.

One of the topics I started thinking about as a child was self talk. My mother, God bless her soul, was a truly wise woman. She would talk to me about talking to myself. She encouraged it. She often did this as a means to encourage me to be a good little girl in anticipation of Santa and the promise of the great gifts he was capable of bringing each December if you had been good. It was very effective. She'd remind me that it was easy to think good thoughts and then do good deeds, but you had to start with the right good thoughts. I thought she was kind of funny sometimes because of these kind of odd conversations we'd have but when I paid even a little bit of attention to her direction, I realized how correct and intuitive she was about human nature. As the years went on, and I began working with patients, initially people who had cardiovascular disease -- heart attacks, high blood pressures, strokes, and angina. I began talking to them about their thinking and their self talk. I found some very interesting patterns and when I reviewed the materials in my library, I found strong, very compelling, evidence that what we say to our *self* has a direct influence on what happens to our body, our own physiology, and then also to the events in our life each moment.

If you read books like Dean Ornish's Open Your Heart Program or Herbert Benson's Relaxation Response or The Language of the Heart by James Lynch, you'll find fascinating accounts of just how powerful your mind is over your body and the way it functions and you'll come to see clearly that you have enormous influence over your physiology. It's pretty cool stuff. I will share more about the details of all of this later.

Dean Ornish explains that from his research, he consistently finds that people can change their diet and exercise program to recover from cardiovascular events but the one thing that makes the difference between life and death is the ability to relax the mind. He has done great work and in his research, he spends intensive time with his patients -- teaching them and guiding them in groups about the foods they eat and about the exercises to participate in. He also works to have them learn relaxations, meditations. He had one man, in particular, who was very compliant with everything except the meditations and relaxations. When the group would begin these relaxation exercises, he would go for a run or hard workout of some sort; he just didn't participate, for whatever his reasoning. Unfortunately, it became clear that his inner chatter was pretty counterproductive and negative, he had anger and despair that went on and on -- he was tough on himself and he had thinking patterns that were uncontrolled in productive ways -- he was the one patient in Dr Ornish's initial research who died. He died of the very things that he was trying to recover from heart disease. The emotional autopsy made it pretty clear that had he been able to relax the mind, there would've been excellent, healthy, benefits for his body.

*So what happens to our mind and our body that is so powerful?*

The most powerful reality is that our body does what our mind directs, and so when we are laughing and enjoying an experience, our body is releasing chemicals from our brain into our system that relax our body and make us feel great. Laughter is actually a highly complex process; it involves complicated brain activities leading to a positive effect on our overall health. In the early 1970s, Norman Cousins, who was the long time editor of the Saturday Review, suggested the idea that humor and the associated laughter can benefit a person's health. His ground-breaking work, as a layperson diagnosed with an autoimmune disease, documented his use of laughter in treating himself -- with medical approval and oversight -- right into remission. He published his personal research results in the New England Journal of Medicine and is considered one of the original architects of mind-body medicine. His books are excellent resources of great information -- Anatomy of an Illness, The Healing Heart, Head First. His pioneering work began with his own frustrations about how people treat you when you are sick, especially while you're in the hospital. In fact, his inspiration was his agony which was a direct result of his hospital stay. Frustrated by the sickly, depressing, drab hospital environment, he checked out and moved into a hotel room across the street, hired nurses to tend to him, had his doctors visit him there and he rented all of his favorite funny movies and surrounded himself with beauty and joy and life -- amazing impact. People thought he was a little nuts because as he was very ill he was talking about wanting to feel happy and joyous and revived from sickness and stress -- maybe he was a little crazy but his attitude led to his recovery and the long litany of research that it inspired. I'll share more details about the research for you later but the point is that when we release our *self* from the junk we think about and say to our *self*, we benefit in tangible ways.

Loma Linda University alongside Harvard School of Medicine have both conducted decades of research that show clearly that the human body's response to laughter optimizes the functions of various body systems.....like the hormones in the endocrine system, including decreasing the levels of cortisol and epinephrine, which lead to stress reduction. They've also shown that laughter has a positive effect on modulating components of the immune system, including increased production of antibodies and activation of the body's protective cells, including T-cells and especially Natural Killer cells' killing activity of tumor cells. Laughter causes the body to respond in a way similar to moderate physical exercise and enhances your mood, decreases stress hormones, enhances immune activity, lowers bad cholesterol and systolic blood pressure, and raises good cholesterol (HDL).

The question here is – how do you make it happen? The answer is simple – you direct your mind to engage in the activities of happiness and to just give in to what is funny.....enjoy it!

Are you wondering how? I mean, if you're in a horrible mood and your mind has gotten hold of you and you just can't shake that angry feeling, those thoughts of what your boss did to you today or how your friend acted when you told them something important, whatever it is, what then? This is where your true inner strength comes in and what you say to your *self* matters more than ever, you have absolutely got to grab your *self* and know who is in control. The experience of stress can literally kill us! And the experience of stress is something that is an experience that the mind interprets – every bit our daily living experience is interpreted by us, every single bit, so why *not* put the best, most favorable spin on things?

When your boss really is a jerk, what do you have to lose by telling your *self* that they are not near as fortunate as you because at least you know better than to treat someone in that way, or when that idiot on the road cuts you off – what harm does it do to you to say to your *self* that the poor slob is probably on the way to an emergency appointment to the dentist for an incredibly painful toothache, you have nothing to lose, that's what! BUT on the flip side, if you get mad, allow the frustration to get hold of you, you explode inside your own thoughts or you scream out loud, you harm your own physiology you raise your blood pressure, increase your heart rate, constrict your blood vessels and literally risk having a heart attack as a result. There's a great book written entitled "Is it worth dying for?" written by a guy who behaved badly with his own self talk for decades and then in his 50s, had a massive heart attack and wondered what the heck he could have been doing differently. He came to realize in the agony of the attack itself (which can be excruciatingly painful) and the surgery and the long recovery, that nothing, seriously nothing was worth getting so psychologically bent about that it was worth dying for -- nothing.

I have a goal here for you. This is a big, serious goal – I want you to love yourself -- for real. I want for you to be able to sit quietly and, at any given moment, talk to yourself in the most genteel manner you can imagine, like you would to someone you really love and care about who is in some form of pain.....what are your words.....? What would you say to them? How would you comfort them?



Think about it for a minute here.

I'm betting that you thought of someone very dear...and you came up with a great script of what to say. I'm also betting that you did a sincerely exquisite job of providing care and of sharing good thoughts and directing them in helpful ways.

Excellent....but how about you now? Can you honestly say that you can, and do, deliver the same quality of messaging and caring to your own self?

Do you have a loving script that you offer to your own mind each day.....telling you that you are important and lovely and good....and worthy of every splendid thing you desire in this life.....?



### **Your Self Talk Script**

Sit very still.....be comfortable.....close your eyes.....get a clear picture in your mind's eye of your world being peaceful and harmonious.....you are peaceful and harmonious.....and here are your words.....I love who I am.....I love that I am alive.....I love my heart.....I love my mind.....

I am a good, strong, loving human being.....I am only a human being....my faults and my challenges are the beauty of me.....I am good in my intentions.....I am true and gentle.....I love me.....I love me to the point of seeing peace all around me and within me.....and everything that is good is possible.....I am capable of happiness....happiness that runs deep and is gentle and loving and healthy.....

Okay, now go to the mirror and we are going to do it again...I want you right in front of a mirror that is big enough for you to see your *self*.....at least your entire head.....be very still.....be comfortable.....keep your eyes open and actually look right into your own eyes.....look deeply.....and see you and your entire world being peaceful and harmonious.....you are peaceful and harmonious.....and here are your words.....I love who I am.....I love that I am alive.....I love my heart.....I love my mind.....I am a good, strong, loving human being.....I am only a human being....my faults and my challenges are the beauty of me.....I am good in my intentions.....I am true and gentle.....I love me.....I love me to the point of seeing peace all around me and within me.....and everything that is good is possible.....I am capable of happiness....happiness that runs deep and is gentle and loving and healthy.....

Keep these words.....memorize them.....say them over and over and over....and they will become you.

To view the video: [www.drdebcarlin.com](http://www.drdebcarlin.com)





## THE MAGIC FORMULA OF WHAT TO DO WHEN & HOW TO DO IT

It is my hope that you have been practicing the self talk script I introduced you to and that you are intrigued by the idea of finding yourself more capable of being in control of your thoughts and feeling positive about who you are. When you believe in your own inner goodness and positive qualities, the possibilities for a better life, a life with stress well managed, becomes yours.

The magic formula of what to do when and how to do it is actually very simple. People ask me frequently for the magic formula, the magic pill, and once upon a time ago, I would tell them that there was no such thing, it was all about the work they needed to do -- the problem with that response is that most human beings are not inspired by the idea of having lots of work to do. It makes us feel tired just to even think about it and that's because the idea of having lots of work to do is overwhelming, and there are so many other things we would like to be doing instead of working. I had to find my own answers and practical solutions before I could continue to talk about the work.

My desire for the magic formula turned me inward. I began to be very contemplative and thoughtful about the question of magic -- what is it anyhow? A true magician will tell you that the hand is faster than the eye and will also share that everything is an illusion which means that it is a matter of perception. The funny thing about our perceptions is that we think they are reality -- we believe what we experience, what we perceive. We get invested in it and commit to the idea that it is true, whatever *it* is. And we do this all the time, consistently. Sometimes this is helpful and at other times, it is very counterproductive. The problem is that when we have a belief, a perception, that is counterproductive, we either don't notice or we blame the frustration of what that produces, on something other than our perception.

To test this, all you have to do is watch people -- in your own life or on television or in a movie. What you see, now that you are tuned into this idea, is that people hold tightly to what they see and most often, we each see the same situation a little differently from one another. We've each had the experience of looking at something, some situation, and sharing the experience of it with someone and talking about it and realizing that they had a very different impression of what took place and even why. What is *that* about?

It's pretty simple, really. From the time we are in the womb, we are being exposed to experiences and reactions. Initially, those reactions come from who our mother is. When we are born, we are in the care of people who are adept (in comparison to an infant) at interacting with the world and the many different kinds of people and situations it presents, we are observers. And before we are even verbal, we are watching and creating a network of interpretations about the world, how safe a

place it is, how good people are, how much we can trust. Psychologists like the world famous Jean Piaget explains that our first stage of development is all about whether or not we can trust the world to be a good and loving place for us to thrive in, and the exposure we have and the situations we experience are emotional -- we know how they make us feel. As we develop our mind and our patterns of thinking and also speaking, we come to express what we experience and we reinforce for ourselves the feelings we have. It's important for a human being to be aligned with their inner thoughts and feelings otherwise we're very uncomfortable -- we're incongruent with the *self*. Things are cock-eyed. We don't tolerate being uncomfortable very well. We crave a match between our thoughts and feelings and that happens when we trust our perceptions.

Some of the work that I do involves responding to requests from insurance companies to handle their tough cases of post traumatic stress. The insured are individuals who have gone through some sort of incident where something massive happened and they got completely freaked out by it and they have not been able to re-adjust their thinking and their feelings from that state of terror. The terror rose up in the moment that they experienced and interpreted something huge. Every case I have dealt with involves some form of violence and most often violence between people although there have been cases of natural disasters that also bring on this post trauma stress -- living through a tornado or a tsunami or earthquake is often quite traumatizing. The example here however is about violence caused by people. What's really interesting is that not everyone who was in the violent situation ends up with post trauma stress -- same situation, same exposure, same threat, same risk, even the same outcome -- they survived. What's the difference?

Post trauma stress is a syndrome, a disorder, where the patient relives the experience both mentally and physically and it makes them sick and they just cannot shake it -- they are captured. It's pretty awful because it is debilitating. The good news, however, is that there is hope.

When people in the same situation are interviewed, and they have had different interpretations about why an event happened, you can hear in the telling of the story the reasons that one person ended up with post trauma stress and the other did not. The way we describe something tells the listener exactly how you interpreted that something. The people who are suffering from the trauma on the back side of it tell their story with an enormous amount of grief and fear and anxiety about not having control -- ever...over anything, and most of all, their own mind. They do not trust because they didn't expect the situation they were in to erupt and when it did, the surprise of every element of it became a vivid reality of the unpredictable. These people often then look for things to be very controlled and somehow predictable. The problem with that is obvious to everyone -- the world and this life experience is not about predictability, it is about adaptation and flexibility. We have a beautiful, human capability to be flexible, and highly adaptive but our ability is dependent upon our mind to cooperate.

One of the first steps I take when I begin meeting with a post trauma stress person is to ask them what they would like for me to know. They universally tell me that they will not talk about the event. I respond by telling them that I am simply available to them to be assistive and it is their choice to decide what the conversation is. Within the first 15 minutes, they tell me all about the traumatic incident. I listen with the belief that they are re-telling it in an attempt to understand something new or to have the listener tell them something new so that their life can change back to functional again, and that can only happen if the story can somehow make sense inside of their

head. I always listen for an indication of what the opportunity is inside of a story, what the opportunity is to learn, to benefit, to embrace. I always listen until the person is completely done speaking and then I ask them why they thought this event happened to them. They always provide several options and they do this because their mind has searched repeatedly for a way to manage the thoughts and the stress they produce but without a guide out of the deep despair, they get lost and get stuck.

The magic is that the answers are always percolating inside of the person – each and every person and what is needed is careful listening and a gentle suggestion about the why of the circumstance and the potential beauty of the opportunity for them. 100% of the time, this opens up a dialogue about how this awful thing happened, the acknowledgement of the degree of awful is enormous and deep, and the offering of how the person was chosen for the event because of their unique heart and mind and spirit is always a doorway that gets opened and walked through successfully. Make no mistake -- this is not easy, but it is simple. It then takes time and constant reinforcement to continue to rethink the new interpretations of the event in order for a person to be able to move through it and regain their confidence. The magic is the inner strength of the human being and the beauty of this life experience to such a passionate degree that there is no way to fail, no way to drop off the positive experience of this life once you experience that control over your own mind, your own thoughts, they are yours, you own them.

This program is about the inner strength that you have and that you need to tap into and that you need to believe that you can tap into. This is not about anything frivolous or silly, this is about your life and your well being and the tapping in is a fabulous journey for you into the core of your *self*.



## **Your Self Talk Script**

Let's take a few moments here and sit quietly. Get comfortable, breathe normally. Listen to what your mind is telling you. It feels good to sit here and be in a state of dedication to the *self*, to be here now and have this be the most important thing to do.

Experiencing magic -- the magic of life, the awesomeness of knowing that my mind can create anything.....humans have indeed created anything and everything.....and it is amazing.....we have dreamt of electric power and telephones and automobiles and sky scrapers and airplanes and boats and trains.....and going to the moon and cellular phones and miracle medicine.....it all begins with thoughts and directing them to be productive and vivid.....our dreams carry us to wherever we want to travel.....Voltaire was a philosopher in the 14<sup>th</sup> century and he stated that paradise is wherever you are.....it is where you allow your mind to travel.....travel to your most happy place now....in your mind's eye.....and feel it.....and know that you can be here anytime, anytime you are in touch with your right mind and influencing its direction..... be here now....breathe.....enjoy.....*this* is the magic formula, the magic pill.....it is yours.....

To view the video: [www.drdebearlin.com](http://www.drdebearlin.com)







## BEGINNING THE DANCE OF BALANCE IN WORK

Whether you the heir to a fortune or you are a person who needs to find ways to produce income to support your life, we all need to find a balance inside of our head and our heart so that our work life is balanced. When I say balanced, I mean that whatever is it we do, meets our criteria for being congruent with our being, our entire self. Congruency is an issue for us, it is a part of the human condition, it is about consistency within. When we are out of sync with who we are, with what we see our self as being, with what it is we see our self as doing, we are incongruent and that means out of alignment and out of the experience of comfortable and balanced.

Research indicates clearly that it takes more than money being paid to us for a job in order for most of us to feel good about the job we do, we actually crave some intrinsic value, we want to feel good about what the actual work is that we accomplish. For these reasons, it is vital for us to place our mind and our hearts into the direction of knowing our life purpose, feeling like we understand what it is that we are here in this life to accomplish. At times, this can feel impossible and at others, it will become crystal clear.

So what's the difference

The ideas that you've been hearing about and learning within this series, have had a lot of core focus on your inner chatter, your *self* talk. Think now about what it is that you say to your *self* about the work that you do, the way in which you spend each day, the routine you have established to earn money to have your life afford you the basics and beyond. Are you feeling a sense of genuine pleasure and pride about what it is that you do and who it is that your work makes you feel that you are? Do you like the title that you have?

When you ask your *self* -- what business are you in? What do you hear your *self* saying in response? Stop here and contemplate for a moment about what you say and the feelings and the thoughts that your words generate. This is really important, even if what you say is – I just don't know.

Recall my conversations to you earlier about the investment of time we each make in our work life and the positive correlation that medical data reveals indicating that most heart attacks occur on Monday mornings. There is another correlation and it relates to the reality that when we put our self into a position of doing things that are inconsistent with who we are and what we actually want to do, we suffer, we suffer greatly and we suffer to the point of ill health and even to the point of bringing our life to an early end. No exaggeration here, that's why this topic is so important for us to pay attention to....close attention, compassionate attention.

Do you enjoy what you do? Are you utilizing your talents? Your favorite talents? If the response is yes, the question becomes – are you where you want to be in using your skill set and are you reaching your true potential where you are currently? Are people encouraging you? Are you feeling satisfied? And if your answer was no, the question becomes – are you willing to do whatever it takes to step out the misery and save your own life and do it *now*?

I've worked in hospital settings, and in hospice care and have never heard anyone tell me as they entered the time of having their life close down, that they wished they had spent more of their time at their work. I have watched express regret about the time they wasted doing the wrong work and that's heart breaking because when you are out of time, there are no options for redoing your life.

How do you arrive at knowing if your life is on course, if you are living your life purpose and are in balance, doing the healthy dance of living your private existence and thriving in your work life? The answer lies deep within you and the self talk you've been guided to participate in takes you on the journey to knowing your *self* by tuning in and listening, really feeling as you hear your thoughts. If you have shyed away from hearing your *self*, the solution is to tune in now, here, today, in this moment, and to pay close attention to what you think.

When I was in my 20s and trying to find my life course, I knew I either wanted to be a physician or a chef or a psychologist. I examined the curriculum for each path of training, I looked at the lifestyle for each, I studied the money you could earn within each, and I looked for role models in each profession. I didn't care for the curriculum and the schedule of becoming a physician, and I felt a desire to do something more intense than being a chef, something that would change people's mind and their hearts. That craving made it clear to me that I needed to become a psychologist. And yet, even in the course of my training and my work, my role has shifted many times with regard to what it is that I do exactly, in this line of work. It shifts as I pay close attention to what is happening to me as I do certain aspects of my work and there are things I just don't feel satisfied doing. Over the past couple of years, I have felt something inside of me percolating and wanting to bust loose and grow big. It is my desire to reach more people and impact more lives than I have previously. It seems to me that what it is that I do has meaning....and I want to help more people receive what it is I deliver, that is how this book was born.

I looked around at what had happened in my life and the ways in which I had created a business that allowed me to take time for my personal needs whenever it was truly important to me. That freedom caused me to become more sensitive to what I observe in others and their life choices. So many people feel stuck in their jobs and feel like they have no choices but to stay stuck. I disagree - life is never about keeping you stuck but it is about inviting you to interpret that which life presents to you and being stuck, in my opinion, is an opportunity to twist and shout! Yea, twist in your discomfort and shout out with glee that you're bustin' loose! And don't think you can get away with saying that you are too old to change – never. If you are up and breathing, it is time – now.

About a year ago, I had a gal ask me if could refer her to someone who could help her son rewrite his resume. I'm very particular who I do referrals to and I volunteered to take a glance myself and

also interview her son so I could determine a best match for him. During the course of the conversation, I was struck with his attitude, his responses because they made it clear to me that it was not his resume that was making it tough for him to get a new job, it was his level of incongruence with what his work experience had been that was in the way. This is a young man in his late 30s and he had been in the retail business for several years – he hated it. Hated the holiday work time, hated the corporate structure and the hierarchy of bosses and games played to get profits to increase, it just made him mad. However, he didn't know what else to do and so he remained there, stuck in a career that caused him a lot of angst. He burrowed in and over the years, shut himself off from his inner voices, the ones that told him something was very wrong and what little volume did get through, he misinterpreted because he was not paying close enough attention and he came to believe that what was wrong was him, not the job. He felt awful about himself. He spent more than a decade in depression just sort of floating through the days, which became months and then years what a waste.

As I recognized what it was that had been taking place, I invited him to consider exploring his talents by thinking about what he really enjoys spending his time doing. This was tough at first because he had turned away from pleasure seeking because it made him more aware of his discontent but he allowed me to guide the process and we discovered that what he did find satisfying in retail was the opportunity to help people find the stuff they were looking for. Excellent! I had him take a few online surveys, ones available to anybody on the Internet, to examine his vocational interests -- just Google vocational interests and you can do the same. I then engaged him in the deep to deep conversations about what he enjoyed and got a sense of how he viewed himself and took that information and looked for careers where his personality would be a good fit and where the marketplace appeared secure so he could enter into something that would produce a respectable income. Within about a month's time, we knew he was a perfect candidate to become an information specialist, a professional librarian. We began exploring the training, had him apply to the academic program he'd need to get through, and he is now on his way – happily. Along the path, he was scared and very self-conscious about being close to 40 and feeling like an idiot because he hadn't figured his life out. My response to that is to ignore your ego in that moment and get going on making things right. He is....and it is amazing and delightful to witness.

There are many more stories to share that are similar but the point is that it is not ever too late to shift gears with respect to how you earn money and how you spend your time, you just have to envision what you want, how you want to spend your days, what you receive satisfaction from doing, and how you'd like to make it happen. By the way, if you have a life partner, a spouse, kids, a family to take care of, I understand that this may sound out of reach for you, but out of reach simply means that you need to find the tools to help you make that reach happen, do it, do whatever it takes to find inner peace and joy, nothing in this world is worth getting between you and what is good and right for you to know your life purpose and do your good life work as a contribution to the world and to you self.



## **Your Self Talk Script**

Sit quietly. Breathe, be very still. Breathe normally. Steady and easy. Relax. Allow your self to envision what it is that you do now for a living, for your work, how it is that produce income.

Stay here with it and attend to what the feelings are inside of you no matter what they are, just hang in here with this and allow it.

As you are here, right now, is this what you want? Or do you crave something else? Is there another picture of you coming into view? Can you see your self in some glorious light of happiness and fulfillment? Can you feel your self in a position where your life makes rich sense and you feel a satisfaction you have been craving?

Pay close attention to this and extend compassion and patience to your self. You can make anything happen.....reach down into your core and feel the strength within you....it is there. It is your self love, it is your dedication to who it is that you want to be.....allow it. You can find it and obtain it, just keep what it is in your mind's eye and know that where your thoughts go, your energy flows.

Breathe, relax, envision, commit. It'll unfold, if you allow it.

To view the video: [www.drdebarlin.com](http://www.drdebarlin.com)

*"We got to remember,  
Our work is serious..we aren't"*

**Clint Eastwood**



It is important to your *self* and to really tuned into the level of your ability to commit, to resolve to make decisions and then follow through on them.

This is your life, this is all about you.....what do you know about your *self*?

Answer honestly.....if you don't, then this is just a silly game that is a waste of time.....especially yours.

1 = not at all    9 = all the way

1. I am determined to accomplish what I identify as important to me.

1      2      3      4      5      6      7      8      9

2. I am clear about what it is that is important to me.

1      2      3      4      5      6      7      8      9

3. I routinely set goals.

1      2      3      4      5      6      7      8      9

4. I accomplish the goals I set before I make new ones.

1      2      3      4      5      6      7      8      9

5. I am very good at establishing goals, setting them, accomplishing them, moving on.

1      2      3      4      5      6      7      8      9

When thinking of goals, do you include resolutions you make at the beginning of each new year?

Yes    No

Have you made resolutions for the current year?      Yes    No

Are you sticking to them?    Yes    No





## PLAN OF ACTION TOOL SELF DETERMINATION & RESOLUTION

What are the goals you set for yourself last year?

Did you accomplish them?      Yes      No

Why and how.....OR.....why not?

What are the goals you set for yourself this year?

Are you on the path towards accomplishing them?    Yes      No

Do you have a path?      Yes      No

What is the path.....?

What are you willing to do to make it happen?



## PLAN OF ACTION TOOL RESOLUTION REFLECTIONS

**This segment (about 8pages) is from Marian and Glenn Head and their book entitled Revolutionary Agreements, which is fabulous. You'll find links to them at the end of this section in addition to some great surprises later.**

### VITAL SIGNS OF A HEALTHY BUSINESS

by Marian & Glenn Head

Like a healthy person, a healthy business reflects a strong body, mind and spirit. In business, this translates to continuous action (physical aspect), positive attitude (mental aspect) and compelling purpose (spiritual aspect). The acronym VITAL can guide you to create a healthy business that will serve you, your team and your customers for many high quality years to come.

Visualize your Vision  
Ignite your Intention  
Train your Team  
Act Authentically  
Love your Life

### VISUALIZE YOUR VISION

*Cherish your vision and your dreams as they are the children of your soul, the blueprints of your ultimate achievements.*

~ Napoleon Hill

This foundational step gives you the "Why?" behind every other step you take in business. It is the driving force, the "light at the end of the tunnel" that attracts you to move toward your heart's desire. Envisioning life at its best gives you the courage to step out of your comfort zone and learn new skills in order to make a difference in your life and in the lives of others.

Lack of vision is the reason most people and businesses fail. Obstacles inevitably crop up in our journey toward success; our vision gives us a compelling reason to remove them. Without a compelling vision, it becomes too easy to give up and give in to the mediocrity that binds us to an ordinary life, rather than an extraordinary one.

Thus the first step when entering this or any profession is to ask yourself, *Why?* "Why am I doing this? What would my ideal life look like? What would I have, do and be if the resources of time, money and health were bountiful in my life?" Then have fun writing down your answers.

Use your imagination and creativity. In his book *Mach II Starring You*, network marketing CEO Richard Brooke takes you on a joyful, inspiring journey that illuminates your personal vision by guiding you to direct and star in a movie of your life. It's a great way to visualize your vision.\*

Another is to use *VisionWorks: Setting Your Sights On Success*, a program we used with huge success in the 1980s with corporate clients. We have modified it for the network marketing profession. Grab your hat and let's go for a ride! The following is a quick vision process to get you started.

Ask a friend or associate to assist you in creating a personal vision.

Find a quiet, relaxing place away from your office; play soft instrumental music. Ask your friend to slowly read the following to you, pausing to allow you ample time to envision the answers to each question. You may want to close your eyes so that you can eliminate visual distractions and use your "mind's eye." Take a few slow, deep breaths just before you begin.

Have a journal close at hand to capture your vision and anchor it in writing. If you are doing this exercise on your own without someone reading it to you, get into a comfortable, quiet space with your journal and write as you visualize the following:

*Imagine that it's five years from now and you have just awakened to a perfect day. Your life is great! You feel energized and excited. Look around your perfect bedroom. What do you see around you?*

*Leaving the comfort of your bed, you delight in the beauty of your home. Notice any sounds—from nature outside your window or perhaps music playing—that comfort you and enhance your sense of well-being. As you walk through your home, what colors do you see? Is it hot or cold, or just right? What smells do you notice? Sitting down in one of your favorite chairs, you enjoy a beverage of your choice and contemplate your day.*

*What do you look forward to? What gives you the greatest pleasure? How will your work play a role in your day? What company do you represent? What products or services do you offer? How do you feel about them? As you walk into your office, you notice a letter on your desk from the most prestigious international journal in the networking profession. You smile as you recall opening that letter yesterday when you learned you'd been recognized for creating one of the most outstanding organizations of professional networkers in the entire world!*

*You are being honored by this journal as one of the highest achievers and outstanding leaders of the profession. They've invited you to share your "Secrets of Success" at a gala awards celebration.*

*As you consider your presentation, you think about the road you traveled to this ideal life you now enjoy. What are some of the things you accomplished over the past years that have led to your outstanding success? What kept you going when obstacles entered your path? Who have you and your team helped with your products or services? In what ways have those lives been helped? How does that make you feel?*

*What will you tell your audience about the leaders who have emerged in your organization? What are your leaders' lives like? What can you share with your audience about the rewards of achieving your dreams through network marketing? How will you describe your life at this perfect time? What do you have that you've always wanted? What are you doing that gives you great joy? Who have you become?*

*You stretch your arms up, reaching high to the ceiling and then*

*relaxing into a fulfilled state of gratitude. How exciting and energizing life is!*

Now stop and really stretch slowly as you open your eyes and return to the present. Write as much as you can in your journal about what you visualized. Capture the sounds, colors, feelings, images and thoughts you experienced as you imagined your ideal morning. Take all the time you would like.

The moment you write your vision down it begins to become reality.

Robert Fritz describes this phenomenon in his book *The Path of Least Resistance*. See yourself stretching a rubber band between your two hands.

One end of the rubber band represents your current reality, the other your vision. When you are aware of your current condition and have clarified your vision by writing it down, the forces of nature begin working for you immediately, moving you toward that vision. Fritz calls this natural phenomenon "structural tension," reminding us that all tension seeks resolution. Don't delay. Start moving toward your vision today. Allow masters like Richard Brooke to guide you to visualize your ideal life's journey. Or take 20 minutes now to allow *VisionWorks* to guide you so that you're ready to Ignite your Intention!

## IGNITE YOUR INTENTION

*Our intention creates our reality.*  
~ Wayne Dyer

Read over your vision. See if you can distill the essence of what gives you joy. Step into your vision by laser focusing it into an intention statement such as the following:

*I am committed to being a devoted wife, mother and friend who blesses family, friends and people I meet with a plan to assist them in growing older with grace, hope and financial health.*

*My intention is to have fun coaching others to build successful businesses for themselves, insuring both them and myself a lifetime of financial freedom to live the lifestyles we desire.*

*I attract people whom I can best serve with my products and with whom I will have fun helping to build huge networking organizations!*

*I am surrounded by smart, fun business people who are committed to being physically, emotionally, spiritually and financially healthy.*

These intention statements are more than just words; they are deep commitments. They clarify our most important values and instill a profound knowing that this is what we choose for our life.

Read your vision. Explore your deepest desires.

How does your business fit into your picture of an ideal life?

Capture this in writing; then read your intention aloud daily, both when you arise and before you go to bed. When you speak these words with conviction, they become YOU.

The fuel that keeps your intention ignited is your beliefs.

First and foremost is your belief that you are worthy of your vision and intention. Personal development programs, audios, and books can help you to strengthen the belief that you deserve what you desire in your life. Among our favorite print and audio authors to guide you in your growth are Les Brown, Wayne Dyer, Lynne Grabhorn, Napoleon Hill, and Jim Rohn.

Closely tied to believing that you deserve the best in life is your belief in your ability to create it. Lack of this belief is one of the key “objections” to becoming involved in our profession. After all, who wouldn’t want financial freedom—if they thought it was actually in their power to create it?

Steep yourself in stories of others’ success.

Before we have our own success, these stories of others who have already succeeded inspire and teach us the skills we need to grow our business. In addition to the wealth of stories you’ll hear from your upline, *Networking Times*, our profession’s leading journal, is loaded with great stories and resources to build your belief. Reading the success stories of ordinary people creating extraordinary lives through network marketing is invaluable in strengthening belief in our own potential.\*

I am ready!

My company’s products and services add value to the lives of those who use them.

Network marketing contributes positively to the world by being a brilliant win-win business strategy.

I can succeed in business just as others have before me.

I am capable of realizing my dreams.

I am worthy of living my vision and intention.

### BUILDING YOUR FOUNDATION OF BELIEFS

By surrounding yourself with success stories and learning the basic skills to build a successful business, you have begun strengthening the next necessary step: your belief in the network marketing profession. Some of our favorite tools for doing so include Tim Sales’s *Brilliant Compensation* video and Richard Poe’s book, *Wave 3: A New Era In Network Marketing*.\*

Next comes building your belief in your company and its products or services. Two concurrent paths will take you to the end goal: being a “product of the product” by personally using your company’s products/services, and hearing the positive experiences others have had with them. Your company’s audios and videos, conferences and trainings, are all keys to strengthening this belief!

One way to gauge the VITAL signs of your business is to notice if your TV is playing videos rather than sitcoms, and if your car stereo is playing inspiring or training audios rather than talk shows. When your beliefs are strong enough in these three critical areas—personal worthiness and ability, the network marketing profession, and your company and its products/services—then you’re ready to build and train your team!

### TRAIN YOUR TEAM

*What we have to learn to do, we learn by doing.*

~ Aristotle

Your team members may arise out of your existing customer base or from your inviting others to look at your business opportunity. Regardless of what brought them here, for your distributors to build successful businesses they must be trained, mentored and coached by you.

After guiding your new distributor through the VITAL "Why?" of Visualizing his Vision and Igniting his Intention, it's time to teach the "how to's."

The most mutually satisfying way to train a new distributor is to engage with him in building his business. Teaming up with your distributor allows you to apply your experience with his contacts to demonstrate your company's or upline's system *together*.

The best format for training is:

for you to first demonstrate,  
then ask your associate to practice and finally,  
give him feedback.

This three-step training process works regardless of your chosen method for initial contact, follow-up and presentation. Whether you use home parties, hotel meetings, three-way calls, PowerPoint presentations or other techniques, by working together you can guide, demonstrate, evaluate, and refine the process to suit your distributor's personality, style and schedule.

Success breeds success.

Working with your distributors "hip to hip" helps them experience success early on. The more they can practice under your experienced watch, the quicker they will build the confidence and competence needed to train their own team members.

Help your teammates set realistic *action goals* tailored to the intended result. An action goal to build momentum might include, for example, speaking with ten people daily for the next ten days about the opportunity, and then following up.

An action goal to maintain steady growth might be a simple 3-2-1 plan: Daily, talk with three new contacts about the products, follow-up with two prior contacts, and offer one team member a good idea.

Action goals, as distinguished from specific results (such as "five new customers/week") are always in our control.

As Stephen Covey says in *7 Habits of Highly Successful People*, "While we are free to choose our actions, we are not free to choose the consequences of those actions." Based on the results your team members get, you can help them to adjust their action goals to increase the potential for achieving their vision.

In addition to your company's and upline's "how to" trainings, you and your team also have access to ever-expanding resources. Among our favorites are Networking University's webinars, and step-by-step guides by masters such as Burg, Clark, Gage, Kalench, Rubino, Schreiter, Yarnell and all of the faculty of Networking University. Learn more at [www.networkinguniversity.net](http://www.networkinguniversity.net)

## ACT AUTHENTICALLY

*The prime source of nourishing interaction is authentic, intimate relating.*

~ Jerry Greenwald

This VITAL sign promotes two key ideas for a healthy business: ACTION and AUTHENTICITY.

Too many new distributors start this business and then go into an extended period of analysis paralysis:  
reading emails,  
researching their products,  
reading network marketing books,  
filing,  
organizing...planning to get ready.

While all of this does play a role in your business, only ACTION (backed by belief) will give you results.

The Pareto Principle is important to learn early on:  
20% of what you do will give you 80% of the return on your invested energy.

If you did ten business-related things every day and two of those (20%) were critical to your success, what would they likely be?

- (1) Contacting potential customers/team members and
- (2) following up with them!

During your initial contact and in all of your interactions with potential customers and team members, keep in mind this VITAL sign:

Act Authentically.

In a world where "selling" has gotten a bad name from those who exaggerate or downright lie in order to convince a prospective customer to buy, we have a duty and an obligation to act ethically and authentically.

Networking University has developed the following Code of Ethics setting forth fair and ethical principles and practices to guide our profession. Networking University certified professionals agree to adhere to these ethics in the conduct of their business, and thus join us in representing our industry as one committed to honesty, integrity and opportunity for all. (This code is based in part on the Code of Ethics of the Direct Selling Association, January 2000.)

A University Certified Networker shall:

1. Represent yourself, your company, its products, and services truthfully and with integrity.
2. Carefully consider the prospect's best interests. Never encourage prospects to purchase products or make commitments that you believe might have an adverse effect on their health or financial stability.
3. Truthfully identify yourself, your company, your products and the purposes of your solicitation to any prospective customer or associate. Answer questions directly and honestly.
4. Represent realistic income projections that are in alignment with your company's reported sales, profits, and individual average earnings.
5. Tell prospects that their financial results will be directly related to their marketing and leadership skills and their own personal efforts—not a "get rich quick" opportunity.
6. Give information, not advice.
7. Support our profession by never discrediting any networking company or associate.
8. Support and encourage other networkers to be successful in the company they are in versus luring them into your company. Never knowingly initiate recruitment of an active associate from another company or from another line of sponsorship within your own company. (Should an associate initiate contact with you, then you may provide information related to their request. Should they decide to

move their position to your organization, confirm that all required requests and notifications necessary or ethically desired within their organization regarding such a transfer have been completed.)

9. Not engage in illegal pyramid or endless chain schemes, the use of spamming via the Internet, sending unsolicited fax materials, or holding "ambush marketing" meetings.

10. Represent the benefits of your products only as suggested in your company's marketing materials and from your personal experience.

11. Maintain the continuing education required for professional certification.

12. Be a leader. The Networkers Team Agreements (available at [www.networkinguniversity.net](http://www.networkinguniversity.net)) can guide you in building a high integrity organization.

Authenticity builds trust. As Tom ("Big Al") Schreiter relates so eloquently (and we paraphrase):

"There are three reasons why people buy from you. Most of us think it's because of

(1) our company (yet how well do you know its financial statement?),

(2) our products/services (when was the last time you did a market study to compare similar products?), or

(3) the comp plan (can you even explain it?!).

No, here are the three *real* reasons:

People buy from you because

(1) they know you,

(2) they like you, and

(3) they trust you."

If your products are excellent, your customers will use them for a long, long time. If they are not, you don't have a residual business. Therefore, if you've chosen your company wisely and you have excellent products, why exaggerate?

Acting authentically will gain you the trust necessary for new customers to say "Yes" and for your business to be built on a solid foundation of confidence in you.

Another way to think about how we offer our products and business opportunities in an authentic way is to consider prospects as friends. A good friend listens to the other and offers ideas when asked. The adage, "People don't care how much you know until they know how much you care," plays a huge role in network marketing success. Be a friend, act authentically, and share your products, services and opportunities from your heart. The rest will take care of itself.

## LOVE YOUR LIFE

*The love of life is necessary to the vigorous prosecution of any undertaking.*

~ Samuel Johnson

The last—and certainly not least—VITAL sign of a healthy business is how much you enjoy your work and your life.

We are in a relationship business. In addition to our products and services, we sell the potential for financial and time freedom. Are you attracted to working with someone who is overwhelmed and stressed out, or who exudes a poverty mentality? Or are you more excited about working with someone who is joyful and excited about life and has an attitude of abundance?



The law of attraction plays a key role in magnetizing customers and team members to our networking businesses. It must not be underestimated!

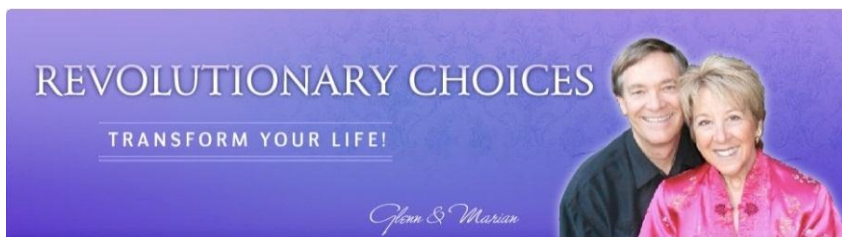
One way to ignite the law of attraction is to begin living your vision TODAY. While some details may not be possible to implement immediately, the *feelings* you would derive from living that vision are available to you any time. Look deeply into your vision and intention statements: What would give you the greatest joy if your vision were to be true today? How can you have the essence of your vision today, in this very moment, so you can feel the fullness of what you desire in your life every day, beginning now?

One of our favorite resources for living a life of freedom and joy—even before having financial freedom—is Marian's book, *Revolutionary Agreements: Twelve Ways to Transform Stress and Struggle into Freedom and Joy*. In this book are guidelines for living an authentic life that honors and celebrates the best in each of us.\*

Follow these VITAL Signs of a Healthy Business to success in networking and life. See you at the top!

\*Books and audios mentioned in this chapter are available from the industry's largest supplier of network marketing resources:

[www.networkingtimes.com](http://www.networkingtimes.com)



GLENN HEAD  
MARIAN HEAD

[glenn@glennhead.com](mailto:glenn@glennhead.com)

[marian@revolutionaryagreements.com](mailto:marian@revolutionaryagreements.com)

Glenn and Marian have been engaged in network marketing since 1995.

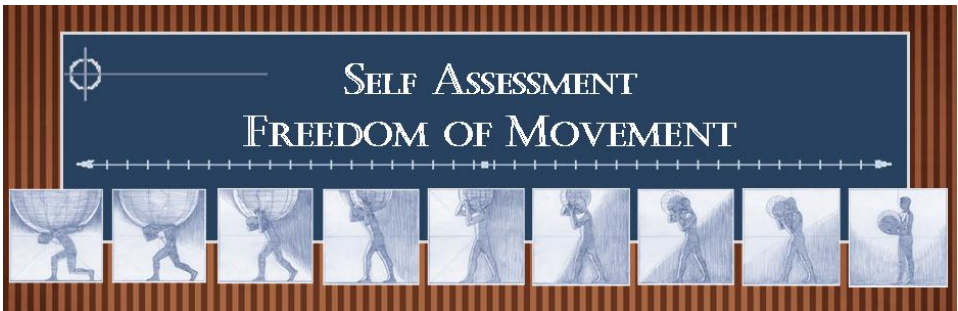
Glenn combines his degrees in Business Management and Educational Psychology with his eleven years as President of a training design company to serve the networking community as Founding Dean, Networking University. Marian quickly achieved top leadership status in her networking company and then served its associates by writing for the company's newsletter, Recording 24/7 training calls, facilitating weekly worldwide live conference calls and co-designing her company's first standardized field training program. Marian and Glenn were elected by their leader-peers to Mannatech Inc.'s Associate Advisory Council and Marian was subsequently elected by the Council to serve as its first woman chairperson. Prior to network marketing, Glenn and Marian offered team building and organizational development processes to companies from small start-ups to the Fortune 100. They designed processes and facilitated meetings from corporate boardrooms across the US, to their ropes course program in the foothills of the Rockies, to international venues that hosted thousands of diverse participants in problem solving for mutual benefit. One such conference series was for the Global Forum of Spiritual and Parliamentary Leaders, which included such luminaries as Mother Teresa, the Dalai Lama, Vice President Al Gore and President Mikhail Gorbachev.

Glenn is the award-winning author of *Training Cost Analysis: A Practical Guide*. Marian is a contributing writer/editor to *Networking Times* and author of *Revolutionary Agreements: Twelve Ways to Transform Stress and Struggle Into Freedom and Joy*.

([www.revolutionaryagreements.com](http://www.revolutionaryagreements.com))

They enjoy living in Colorado and Kauai with their son, Michael and golden retriever, Boomer.

"VITAL Signs of a Health Business," was an invited chapter in Rubino's, "The Ultimate Guide to Network Marketing: 37 Top Network Marketing Income-Earners Share Their Most Preciously-Guarded Secrets to Building Extreme Wealth," Wiley, 2005



When you engage your attention onto an infant, you see the movements they make as unrestricted.....the foot goes easily up to the mouth, the hands and arms move about the body in wide ranging circles. From the time we're born, we are flexible, bendable, able to move in lots of directions much like the yogis do as they fascinate us with their bendability.

What is that?

Why do we get restricted?

Maybe you are not.....let's see.

The opening question for you here is – how well do you move? Think carefully, reply to the questions.

Answer honestly.....if you don't, then this is just a silly game that is a waste of time.....especially yours.

1 = not at all    9 = all the way

1. I have an extremely flexible body.

1      2      3      4      5      6      7      8      9

2. I am able to move my body without restriction or pain anywhere.

1      2      3      4      5      6      7      8      9

3. I am completely functional, no awkwardness or stiffness in any part of my body.

1      2      3      4      5      6      7      8      9

4. I can move my arms with full range of movement.

1      2      3      4      5      6      7      8      9

5. I can move my hips with full range of movement.

1      2      3      4      5      6      7      8      9

6. I can move my legs with full range of movement and zero pain in my knees.

1      2      3      4      5      6      7      8      9

7. I can move and walk and my feet are comfortable, no pain, no aches, no problems.

1      2      3      4      5      6      7      8      9

8. I am confident the people in my work life would agree with my assessment.

1      2      3      4      5      6      7      8      9

9. I am confident that the people in my personal life would agree with my assessment.

1      2      3      4      5      6      7      8      9



## PLAN OF ACTION TOOL MOVEMENT REFLECTION

As we age, we accumulate experiences, feeling, and memories. They develop into perceptions. Combined, they work their way around in our mind, into our heart, and throughout our body. They cause us to be comfortable and they cause us to feel uncomfortable. We grow to be up tight. Tight, tense, rigid -- holding onto whatever it is that is roaming around inside that we're not tapped into.

Look around the room at the way people walk. The majority of adults have some sort of gate disorder. Why? A portion of the answer is weight, some of it is lack of exercise, some of it is emotional baggage.

It almost doesn't matter what it is, the point is to do something to regain your freedom, your freedom of movement. Or was your score perfect exactly where it is.....?

To begin, we need to work with an expert who can guide us through routines, exercises that will be of specific help to our body issues. Pilates and yoga are both perfect routines. We begin here with the story of Pilates. I insert the story to clear misperceptions and to entice your motivation.

### STRAIGHT FROM WIKIPEDIA

#### HISTORY

Pilates was designed by Joseph Pilates, a physical-culturist born in Mönchengladbach, Germany in 1883. He developed a system of exercises during the first half of the 20th century which were intended to strengthen the human mind and body. Joseph Pilates believed that mental and physical health are inter-related.

He had practiced many of the physical training regimes which were available in Germany in his youth, and it was out of this context that he developed his own work, which has clear connections with the physical culture of the late nineteenth century such as the use of specially invented apparatuses and the claim that the exercises could cure illness. It is also related to the tradition of "corrective exercise" or "medical gymnastics" which is typified by Pehr Henrik Ling.

Joseph Pilates published two books in his lifetime which related to his training method: *Your Health: A Corrective System of Exercising That Revolutionizes the Entire Field of Physical Education* (1934) and *Return to Life through Contrology* (1945). In common with early C20 physical culture, Pilates had an extremely high regard for the Greeks and the physical prowess demonstrated in their Gymnasium.

The first generation of students, many of them dancers, studied with Joseph Pilates and went on to open studios and teach the method are collectively known as The Elders and the most prominent include: Romana Kryzanowska, Kathy Grant, Jay Grimes, Ron Fletcher, Maja Wollman, Mary Bowen, Carola Treir, Bob Seed, Eve Gentry, Bruce King, Lolita San Miguel and Mary Pilates (the niece of Joseph and Clara). Modern day Pilates styles, both "traditional" and "contemporary", are derived from the teaching of these first generation students.

The method was originally confined to the few and normally practiced in a specialized studio, but with time this has changed and pilates can now be found in community centers, gyms and physiotherapy rooms as well as in hybrid practice such as yogilates and in newly developed forms such as the Menezes Method. The "traditional" form still survives and there are also a variety of "contemporary" schools, such as Stott Pilates, which have adapted the system in different ways.

### THE PILATES METHOD

The Pilates method seeks to develop controlled movement from a strong core and it does this using a range of apparatuses to guide and train the body. Joe Pilates originally developed his method as mat exercises (his 1945 *Return to Life* teaches 34 of these), but, in common with many other physical culture systems from the first part of the twentieth century, he used several pieces of apparatus to help people "get the method in their bodies". Each piece of apparatus has its own repertoire of exercises and most of the exercises done on the various pieces of Pilates apparatus are resistance training since they make use of springs to provide additional resistance. Using springs results in "progressive resistance", meaning the resistance increases as the spring is stretched. The most widely used piece of apparatus, and probably the most important, is the Reformer, but other apparatus used in a traditional Pilates studio include the Cadillac (also called the Trapeze Table), the high (or electric) chair, the Wunda Chair, the baby Chair, and the Ladder Barrel, the Spine Corrector (Step Barrel) and small barrel. Lesser used apparatus include the Magic Circle, Guillotine Tower, the Pedi-Pole, and the Foot Corrector.

In contemporary Pilates other props are used, including small weighted balls, foam rollers, large exercise balls, rotating disks, and resistance bands. Some of the traditional apparatuses have been adapted for use in contemporary pilates (e.g. splitting the pedal on the wunda chair). Some contemporary schools, such as the British Body Control Pilates, work primarily on the mat with these smaller props, enabling people to study the method without a full studio.

Currently the Pilates Method is divided into two camps, Classical/Authentic Pilates or Contemporary/Modern Pilates. Classical/Authentic Pilates teach the exercises in an order that does not vary from lesson to lesson. Teachers of this style of Pilates seek to stay close to Joseph Pilates's original work and generally use equipment that is built to his specifications. Most classically trained teachers will have studied the complete system of exercises and can generally trace their training back to Joseph Pilates through one of his proteges. Contemporary/Modern pilates breaks the method down into various parts and the order of the exercises varies from lesson to lesson with many changes made to the original exercises.

## **Principles**

Philip Friedman and Gail Eisen, two students of Romana Kryzanowska, published the first modern book on pilates, *The Pilates Method of Physical and Mental Conditioning*, in 1980 and in it they outlined six "principles of Pilates". These have been widely adopted - and adapted - by the wider community. The original six principles were: concentration, control, center, flow, precision and breathing.

## **Concentration**

Pilates demands intense focus: "You have to concentrate on what you're doing. All the time. And you must concentrate on your entire body". This is not easy, but in Pilates the way that exercises are done is more important than the exercises themselves. In 2006, at the Parkinson Center of the Oregon Health and Science University in Portland, Oregon, the concentration factor of the Pilates method was being studied in providing relief from the degenerative symptoms of Parkinson's disease.

## **Control**

"Contrology" was Joseph Pilates' preferred name for his method and it is based on the idea of muscle control. "Nothing about the Pilates Method is haphazard. The reason you need to concentrate so thoroughly is so you can be in control of every aspect of every moment" All exercises are done with control with the muscles working to lift against gravity and the resistance of the springs and thereby control the movement of the body and the apparatus. "The Pilates Method teaches you to be in control of your body and not at its mercy".

## **Centering**

In order to attain control of your body you must have a starting place: the center. The center is the focal point of the Pilates Method. Many Pilates teachers refer to the group of muscles in the center of the body – encompassing the abdomen, lower and upper back, hips, buttocks and inner thighs – the "powerhouse." All movement in Pilates should begin from the powerhouse and flow outward to the limbs.

## **Flow or efficiency of movement**

Pilates aims for elegant sufficiency of movement, creating flow through the use of appropriate transitions. Once precision has been achieved, the exercises are intended to flow within and into each other in order to build strength and stamina. In other words, the Pilates technique asserts that physical energy exerted from the center should coordinate movements of the extremities: Pilates is flowing movement outward from a strong core.

## **Precision**

Precision is essential to correct pilates: "concentrate on the correct movements each time you exercise, lest you do them improperly and thus lose all the vital benefits of their value". The focus is on doing one precise and perfect movement, rather than many halfhearted ones. Pilates is here reflecting common physical culture wisdom: "You will gain more strength from a few energetic, concentrated efforts than from a thousand listless, sluggish movements". The goal is for this precision to eventually become second nature, and carry over into everyday life as grace and economy of movement.

## **Breathing**

Breathing is important in the Pilates method. In *Return to Life*, Pilates devotes a section of his introduction specifically to breathing "Bodily house-cleaning with blood circulation" He saw considerable value in increasing the intake of oxygen and the circulation of this oxygenated blood to every part of the body. This he saw as cleansing and invigorating. Proper full inhalation and complete exhalation were key to this. "Pilates saw forced exhalation as the key to full inhalation." He advised people to squeeze out the lungs as you would wring a wet towel dry. In Pilates exercises, you breathe out with the effort and in on the return. In order to keep the lower abdominals close to the spine; the breathing needs to be directed laterally, into the lower ribcage. Pilates breathing is described as a posterior lateral breathing, meaning that the practitioner is instructed to breathe deep into the back and sides of his or her rib cage. When practitioners exhale, they are instructed to note the engagement of their deep abdominal and pelvic floor muscles and maintain this engagement as they inhale. Pilates attempts to properly coordinate this breathing practice with movement, including breathing instructions with every exercise. "Above all, learn to breathe correctly."

We breathe on average around 18,000 breaths per day. Posterior lateral breathing is a way of breathing that facilitates bibasal expansion of the ribcage, this encourages the breath to travel down into the lower lungs and cleanse the blood by the exchange of oxygen with carbon dioxide. To understand this concept properly you have to first learn to expand and release the ribcage without deliberately breathing in or out. The in-breath (inhalation) and out-breath (exhalation) should occur instinctively as a result of the conscious expansion and release of the ribcage. This is how you would do this: You place your hands on your lower ribs with your thumbs facing the back of your ribcage, try not to think of breathing, relax your upper abdominals and expand your ribcage to the side against the soft resistance of your hands. Release the expansion of the ribcage by first melting away the area of the clavicles. You can also try this with a scarf around the lower ribcage. You will not be able to expand and release the ribcage effectively if you try to contract your abdominal muscles to expand the ribcage and if you try to contract the ribcage instead of first release it.

Now you should try to duplicate this action with conscious breathing in and breathing out. The in-breath (let it come) widens the ribcage laterally, posteriorly, and superiorly in the ratio of 60:30:10. That is 60% laterally, 30% posteriorly and 10% superiorly. The effect of this ratio of distribution is felt mainly as a back activity. The out-breath (gradually let it out) exits the body first through the gradual and gentle release of tension (intention) in the upper chest and breastbone area, without collapsing the front of the ribcage, and terminates through the activation of the power engine

## **Power Engine or Powerhouse**

Pilates emphasizes the concepts of core strength and stabilization. Students are taught the concepts of core strength and stabilization, as well as to use your "powerhouse" throughout life's daily activities. As Joseph Pilates called it, your "powerhouse" is the center of your body or your core and if strengthened, it offers a solid foundation for any movement. This power engine is a muscular network which provides the basic control and stability in the lumbopelvic region, which furthermore consists of the Pelvic floor muscles,



the Transversus, the Multifidus, the diaphragm, the muscles of the inner thigh, and the muscles encircling the sitting bone area.

You activate the power engine effectively by hollowing of the deep abdominals and pelvic floor muscles ("Deep muscle corset"), by drawing the navel back into the spine in a zipping-up motion, from the pubic bone to the breast bone thereby engaging the heels, the back of the inner thighs, the deep lower back muscles, and the muscles surrounding the sitting bones and tailbone area without inhibiting the natural function of the diaphragm – that is without holding your breath either from lifting the chest upwards or contracting the chest.

Apart from providing core control and stability to the lumbopelvic region, in the sitting position the power engine elevates the torso and places the centre of gravity at its highest and most efficient position; in prone position it elongates the body bi-directionally to reduce weight in the upper body; in supine position it elongates the body bi-directionally and places the centre of gravity again at its highest and most efficient position.

The Power Engine opens up the vertical dimension of the body by grounding the pelvis to the earth and by elevating the spine towards the sky, much like a tree; the pelvis being the root and the branches being the spine.

### ***Neutral Spine***

The human spine is made up of a complex chain of ligaments, fascia, bone, muscles and inter-vertebral discs which is required to be both stable and flexible. The natural curves of the spine (cervical and lumbar) are interdependent and whilst each curve supports the other, any deviation can also affect the other. In Pilates the aim throughout most stabilizing exercises is to maintain these natural curves and create a neutral position for each joint that is close to its optimal alignment. In this neutral position the deep postural muscles of the spine (Multifidus and Transversus Abdominus) can be recruited effectively, thus strengthening each vertebrae in alignment to reduce stress on the spinal tissues and inter-vertebral discs. A neutral spine in the semi-supine position involves the alignment of the head, shoulders, thorax, spine and pelvis to ensure that all sections of the body are in their ideal place. The head should be centered, with a small head cushion under the head to prevent the chin from lifting and the neck extending. The head and neck should be gently lengthening away from the shoulders. The shoulders are relaxed with a sense of a gently drawing down action of the shoulder blades to stabilize the scapular and release neck tension.

### ***Precautions***

Pilates during pregnancy has been claimed to be a highly valuable and beneficial form of exercise, but the use of Pilates in pregnancy should only be undertaken under guidance of a fully trained expert.

The origins of yoga are every bit as helpful to understand as those of Pilates. Before we engage in a program, we ought to educate ourselves about what we're getting into and then find the best instruction available. What follows is what Wikipedia has to share with

us that I have found to be applicable. The practice is centuries old and has many divisions – what you'll find here is the more Americanized version.

## Reception in the West

Main article: Yoga as exercise or alternative medicine



A western style [Hatha Yoga](#) class.

Yoga came to the attention of an educated western public in the mid 19th century along with other topics of Hindu philosophy. The first Hindu teacher to actively advocate and disseminate aspects of Yoga to a western audience was Swami Vivekananda, who toured Europe and the United States in the 1890s.

In the West, the term "yoga" is today typically associated with Hatha Yoga and its asanas (postures) or as a form of exercise. In the 1960s, western interest in Hindu spirituality reached its peak, giving rise to a great number of Neo-Hindu schools specifically advocated to a western public. Among the teachers of Hatha yoga who were active in the west in this period were B.K.S. Iyengar, K. Pattabhi Jois, and Swami Vishnu-devananda, and Swami Satchidananda. A second "yoga boom" followed in the 1980s, as Dean Ornish, a follower of Swami Satchidananda, connected yoga to heart health, legitimizing yoga as a purely physical system of health exercises outside of counter culture or esotericism circles, and unconnected to a religious denomination.

Kundalini Yoga, considered an advanced form of yoga and meditation, was on the whole a secretive and misunderstood technology – it was not widely taught by any master teachers outside of India until Yogi Bhañan(Siri Singh Sahib) brought his understanding of the teachings to the United States in 1969

There has been an emergence of studies investigating yoga as a complementary intervention for cancer patients. Yoga is used for treatment of cancer patients to decrease depression, insomnia, pain, and fatigue and increase anxiety control. Mindfulness Based Stress Reduction (MBSR) programs include yoga as a mind-body technique to reduce stress. A study found that after seven weeks the group treated with yoga reported significantly less mood disturbance and reduced stress compared to the control group. Another study found that MBSR had showed positive effects on sleep anxiety, quality of life, and spiritual growth.

Yoga has also been studied as a treatment for schizophrenia. Yoga is found to improve cognitive functions and reduce stress in schizophrenia, a condition associated with cognitive deficits and stress-related relapse. In one study, at the end of four months those patients treated with yoga were better in their social and occupational functions and quality of life

The three main focuses of Hatha yoga (exercise, breathing, and meditation) make it beneficial to those suffering from heart disease. Overall, studies of the effects of yoga on heart disease suggest that yoga may reduce high blood pressure, improve symptoms of heart failure, enhance cardiac rehabilitation, and lower cardiovascular risk factors.

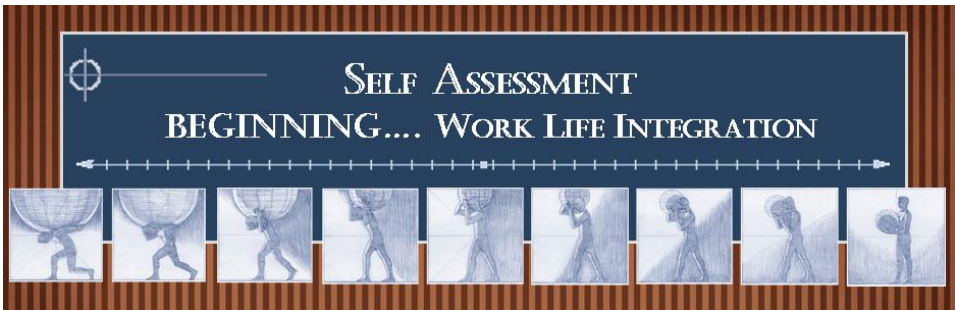
Long-term yoga practitioners in the United States have reported musculoskeletal and mental health improvements, as well reduced symptoms of asthma in asthmatics. Regular yoga practice increases brain GABA levels and is shown to improve mood and anxiety more than other metabolically matched exercises, such as jogging or walking. Implementation of the Kundalini Yoga Lifestyle has shown to help substance abuse addicts increase their quality of life according to psychological questionnaires like the Behavior and Symptom Identification Scale and the Quality of Recovery Index.

*Use this space here to write the exercises specific to your body issues as you tuned in to what they are.*

*Include the recommended schedule for doing them.*

*Envision that the goal is to be upright, strong, and centered.*





If you find yourself thinking that you can easily separate your personal life from your work life, I invite you to think again and to do it a little differently than you have before. It is important to be contemplative about the wholeness of who we are as humans, the successful integration of each aspect of our personality, the experiences we have, how we interpret them, and how we behave as a result of all of that. When we divide our *self*, segment our *self* into pieces, believe that we compartmentalize what we do into pockets, we fracture our core and place both feet onto the pathway towards disintegration at many levels.

The partner who steps outside of their monogamous relationship, the worker who engages in espionage, the friend who talks badly and reveals secrets shared in confidence -- these actions lead to inner conflict and prompt weird behaviors as the person tries to internally justify what they are doing. The same is true in the way we try to isolate or resist blending our personal and work life. I first became aware of this when I was working on a business deal that I thought was moving along quite well but at the closing of it was told by one of the associates not to take personally what was going to happen because it was just business, nothing personal. The commentary stuck in my mind and I came to recognize it as code for – you're about to get nailed, to get cheated, and someone is trying to take them self off the hook of guilt by proclaiming it is merely business.

Business is very personal. We take it to heart when we get hired, fired, evaluated, when we get included or excluded from a meeting, a team, an event, or a decision. There is nothing about business that is not personal. Period. This works both ways – we are each a whole person. We take our head and our heart along with us wherever we travel to. If there is trouble at home, it spills over into the workplace and everybody knows it. Try to cover it up and people talk about your weird behavior. If you become ill, you are sick both at home and at work. Where we go, our stuff follows.

The opening question for you here is – how well integrated are you between your personal and work life? Think about your answer as you reply to the questions that follow.

Answer honestly.....if you don't, then this is just a silly game that is a waste of time.

1 = not at all    9 = all the way

1. I am an integrationist between my work and personal life.

1      2      3      4      5      6      7      8      9

2. I am a separatist between my work and personal life.

1      2      3      4      5      6      7      8      9

3. I am completely functional, no awkwardness at all in the way I deal with personal and work life.

1      2      3      4      5      6      7      8      9

4. I am confident the people in my work life would agree with my assessment.

1      2      3      4      5      6      7      8      9

5. I am confident that the people in my personal life would agree with my assessment.

1      2      3      4      5      6      7      8      9

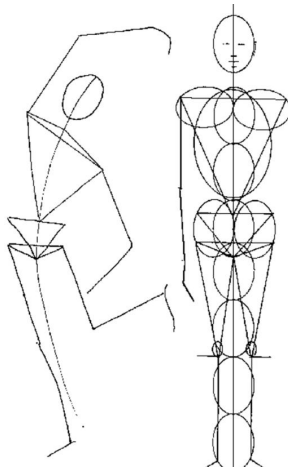


## PLAN OF ACTION TOOL WHAT PART OF YOU....

Look at the pictures below. Pretend the picture symbolizes you.

Visualize what parts of you are where i.e.,  
what parts are at you're your work life  
and what parts of you are at your personal life  
and what parts of you are integrated into both?

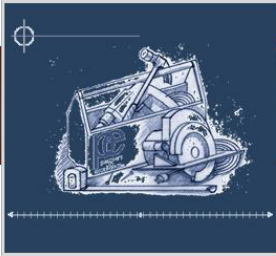
Use color to help you see this clearly – use the colored pencils and just point to or circle the various parts. One color is for work like and one color is for personal life. If colors overlap, ok.....this is simply your own representation of your inner perceptions.



Take a moment and think about what you just created in the way of a visual for yourself.

Is it the best you?    Yes    No

In order to really know what the best you is and can be, you need to be overtly aware of your values and your rules. List here what your values and rules are.



## PLAN OF ACTION TOOL YOUR PASSIONS

Your values and rules are closely tied to your passions. Getting a clear and tangible picture of your passions is essential because our passions drive us. Fill the categories below.

What I love  
(What I must absolutely have in my life)

What I hate  
(What I won't stand for in my life)

What excites and drives me  
(What I am most passionate about)

What I am committed to  
(The results I must achieve)

As you look at what you have listed and also looked at how you colored the picture of yourself and the ways you have identified the parts of you that are invested in your personal life and your life, think of how you need improvement in both and list them. Just start with 5 in each.

Personal areas of improvement

- 1.
- 2.
- 3.
- 4.
- 5.

Professional areas of improvement

- 1.
- 2.
- 3.
- 4.
- 5.

Now look at what it is you have more to write about, your personal or your work life...  
Or are they 50 - 50?





## PLAN OF ACTION TOOL EXAMINE YOUR PASSIONS & VALUES

**“SUCCESS WITHOUT FULFILLMENT IS FAILURE.”**

***Tony Robbins***

When you examine your values and your passions, what you love and cannot live without, you must see that you are willing to commit time and energy there. You want an extraordinary life! The quality of your life is equal to the power of your focus.

Whether you love him or you don't know him, Tony Robbins is the world's authority on success and life mastery; he's been reaching for it for more than 40 years and has been teaching it and talking about it for more than 30 of them. His core pitch is on our focus. I've heard him say – “Focus is the ultimate power that can change the way we think, the way we feel, and what we do in any moment. When we change our focus, we change our lives. What we focus on determines the direction in which we move.” True and basic social psychology.

You must learn to control your focus. You cannot do this unless you know your *self* well enough to identify what is important and how it all works together to make your life experience whole. You need to take the time for your *self* in order to make this happen.

You can argue that time is many things and you can go on a scientific or philosophical bender. What it boils down to is that time involves emotion, it is completely influenced by our feelings.....it is a way of looking at life that provides an emotional state.

Think about it.

The clock will tell you actual time but how you feel will give you a whole other experience of that same frame of time. A minute can feel like an eternity when you're stressed or you are not fulfilled....but when you love what you are doing, and you're thoroughly engaged into it, time flies on by.....and seems to not even be a factor, like it doesn't exist.

### **An Extraordinary Life Is One That Keeps You Consistently Fulfilled**

This is important. A life worth living is a life that has engaged and occupied the mind and the heart, it is a life that captures your attention and your focus so that no matter what the stress is, you find your *self* and you command the time for you to grab hold.....of you, your mind., and your physiological state. You never lose sight of the fact that your values are intact and you have rules, passions, and motivations that cannot be compromised.

You need a plan for your life that provides balance so all the areas of your life work together in harmony. We begin with awareness and follow with focus, thus the previous pages.

Without a plan, we increase the experience of:

Fear & anxiety.....because we know something is out of sync and we've not grabbed hold of it.

Momentary pleasure.....because we're looking to relieve the fear and anxiety.

Both are equally harmful because both can be seductive enough to distract us and cause us to lose focus on our values and commitments. Think about the ways in which you've experienced both – to your detriment.

Awareness, focus, and a plan guide us to fulfillment, an extraordinary life experience.



*"Live as if you were to die tomorrow.  
Learn as if you were to live forever."*

**Mahatma Gandhi**



## SECTION II CLARITY & APPLICATION

### BLUEPRINT FOR A SUCCESSFULLY INTENTIONAL & INTEGRATED LIFE™

RE-EXAMINING THE ASSESSMENTS

UNDERSTANDING MASLOW

A PORTRAIT OF YOU AND YOUR LIFE

- WHY I TOOK THIS JOURNEY
- WHEN YOU SAVE YOUR OWN LIFE

JOURNALING EXERCISE

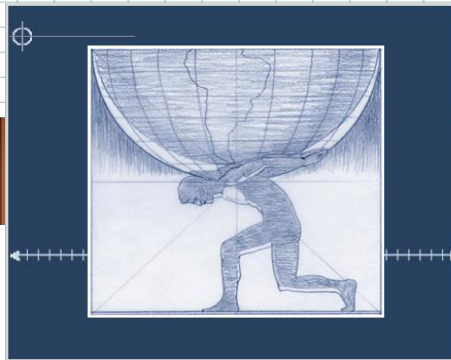
- STRESS AND YOUR BEAUTIFUL BODY
- WHAT YOU PUT INTO YOUR MOUTH & WHY
- MOVEMENT, ALIGNMENT, & FREEDOM

MIND & BODY INTEGRATION ASSESSMENT©

PLAN OF ACTION TOOL

MULTIDIMENSIONAL HEALTH LOCUS OF CONTROL ASSESSMENT©

PLAN OF ACTION TOOL







## BLUEPRINT FOR A SUCCESSFULLY INTENTIONAL & INTEGRATED LIFE™



In the last section, which is all about The Basics, the foundation was laid for the Blueprint work to begin. The idea is to let yourself envision your life as the biggest and best project you'll ever take on. You want to build it right which means to build it strong, durable, smart, beautiful, and intentional. With help from Erikson, you have the advantage of putting another perspective into what your life experience has been thus far and where it is that you now find yourself. You also want clarity about how best to propel yourself forward.

You don't need to be a stage theorist to understand that life has a series of events that we all share, that can be viewed as stages. These are simply time frames and developmental phases that we move through, and depending upon what happens to us in each phase, we end up stuck or propelled. Either way, we can benefit from pausing long enough to get a few thoughts and feelings sorted through to provide the perspective we need to move ahead in our life, feeling empowered and confident about who we are and where we have come from.

Regardless of your life circumstances, you have reason to be determined and feel confident about being able to have the life you crave. We all come from essentially nothing and it is up to each one of us to make sense out of what takes place each day and put a powerful, positive spin with a smart strategy on it so we can continue to survive and desire to thrive.

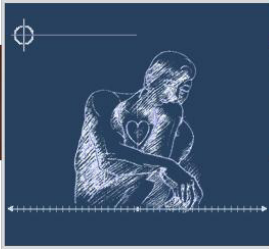
Using the Blueprint as a tool, with Erikson in your thoughts and allowing yourself the time to let loose and do your self portrait, a few times -- with the idea in mind that it is not an exercise of artistry but is one of self expression – private self expression, can be powerful for you. You simply need to allow it.

Additionally, gaining some new insights about how your mind prefers to work is very powerful. Appreciating the style of your brain facilitates your learning, your communications, and all of your relationships and productive actions. Knowing your brain style is analogous to knowing the English language, the more ability you have and the more articulate you are, the more satisfaction you have opportunity to gain. The brain work also helps us develop further a genuine appreciation for just how powerful the mind



really is – it is beyond a universe or a galaxy like we’ve yet seen, it is simply massive. With this massiveness that is us, we have incredible capacity, for whatever, and I sincerely mean – whatever.

The Series 16 videos, are designed to provide additional information to lead you into understanding who you are, and what you want, alongside developing an appreciation for how to make it happen. As we begin this section, get reflective about how you envision what you’re building here in the way of your best life yet with a new appreciation for who you are and what your life experience has been thus far.



## REEXAMINING THE ASSESSMENTS

The best use of a test is the re-test. Now is the time to retake the assessments you did earlier. Retake them on the same page where you initially did but this time using a different color pencil so you can track any shifts, and then use this open space to write your thoughts with respect to any shifts, ideas, frustrations, motivations, inspirations. You will find a color code key on the Blueprint to help you track changes.

Assessments to review and retake:

- Brain Power©
- Self Determination©
- Freedom of Movement©
- Work Life Integration©

*You can tell if someone is clever by their answers,  
you can tell if they are wise by their questions.*



## UNDERSTANDING MASLOW 1908 - 1970

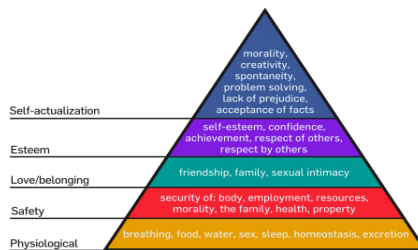
Abraham Maslow, like Erikson, is a world renowned psychologist. He is best known for the creation of a theory that emphasizes focusing on the positive components of the life experience and of each person instead of the negatives. He is from an era of influence where psychology and psychiatry placed their primary emphasis onto the symptoms of illness a person had rather than their potential.



As is true for each theorist, their own life experience gives rise to and shapes the perspective they have on human character and how the mind works. Maslow developed his theory, in part, as a reaction to the frustration he felt in trying to understand how humans behave using the model of illness, looking at disorders of the mind and of the personality. Although, as Wikipedia shares “...he didn’t completely disagree, he had his own ideas on how to understand the human mind. He called his new discipline humanistic psychology. Humanistic psychologists believe that every person has a strong desire to realize his or her full potential, to reach a level of self-actualization.

To demonstrate that humans are not simply blindly reacting to situations but are indeed trying to accomplish something greater, Maslow studied mentally healthy individuals instead of people with serious psychological issues. His theory is that people have peak experiences, i.e., high points in life when they are in harmony with their *self* and surroundings.

Maslow describes the self actualized individual as being very clear and conscious about reality – right vs. wrong, truth vs. falsehoods. They are, comfortable spending time alone, in balance with being with others. They can be described as interdependent as opposed to being dependent in their relationships. They are viewed as being centered, grounded, and having a strong, reliable, and accurate sense of self. Most typically, they have a circle of deep, genuine relationships, as opposed to a large, superficial network.



Similar to the manner in which Erikson had been describing the human experience in a series of stages, Maslow's model teaches us that each stage is based upon our interactions with the world and in very tangible ways in addition to how we interpret the events of our daily living, with respect to what we do in our mind with our physiological reactions and our psychological perceptions.

If we are hungry, the experience will absorb us until we have that need met – it is foremost and distracts us from being able to focus on anything else until we're satiated. Even our educational system in the United States understands that there is not much benefit extending academic material to students if they are hungry; we need nourishment if we are going to be asked to concentrate. The same is true for the issue of safety. We cannot possibly be asked to read the Wall Street Journal if we are in the middle of a home invasion or a bank robbery. Overstated, yes but you get the point.

Life is an enormous experience; it is complex to the degree that we have many components to attend to. Life is busy and there are a multitude of distractions for us. The point for us to keep in the forefront of our mind is that unless we manage the components as natural parts of the life experience and focus on what we are eager to attain, we will never get there – to the point of ultimate attainment, what Maslow calls self actualization and I refer to as excellence. Both are a reach, a striving for, something that works in the direction of keeping all things balanced and attended to healthfully.



The question for you to contemplate, for each of us to consider is – what sort of life do you want to have?

What do you really crave?

What stage of Maslow's model do you see yourself in? With how we write our life experience, our life story.....where do you want to land?

*Straight from an institute that created itself to further the studies of Maslow, the Institute of Transpersonal Psychology, [http://www.itp.edu/about/abraham\\_maslow.php](http://www.itp.edu/about/abraham_maslow.php) we learn the following.*

Abraham Maslow is one of the founders of humanistic psychology and transpersonal psychology. He believed that an accurate and viable theory of personality must include not only the depths but also the heights that each individual is capable of attaining. The concepts of both Skinner and Freud, and their followers, have tended to ignore or to explain away the cultural, social, and individual achievements of humanity, including creativity, love, altruism, and mysticism. These were among Maslow's greatest interests.

### **Major Concepts of Abraham Maslow**

The most influential part of Maslow's theory was his model of the hierarchy of needs, which includes the full range of human motivations. His most important concept was self-actualization, the highest level of human need. Maslow also investigated peak experiences, special moments in each individual's life. He distinguished between two basic kinds of psychology, deficiency psychology and being psychology, and pioneered in the development of the latter. Maslow was also deeply interested in the social implications of his theory, especially with eupsychia, his term for a Utopian society, and synergy, or cooperation within a society.

### **Maslow and Self-actualization**

Maslow loosely defined **self-actualization** as "the full use and exploitation of talents, capacities, potentialities, etc." (1970, p. 150). Self-actualization is not a static state. It is an ongoing process in which one's capacities are fully, creatively, and joyfully utilized. "I think of the self-actualizing man not as an ordinary man with something added, but rather as the ordinary man with nothing taken away. The average man is a full human being with dampened and inhibited powers and capacities" (Maslow in Lowry, 1973b, p. 91).

Most commonly, self-actualizing people see life clearly. They are less emotional and more objective, less likely to allow hopes, fears, or ego defenses to distort their observations. Maslow found that all self-actualizing people are dedicated to a vocation or a cause. Two requirements for growth are commitment to something greater than oneself and success at one's chosen tasks. Major characteristics of self-actualizing people include creativity, spontaneity, courage, and hard work.

Maslow lists the following characteristics of self-actualizers (1970, pp. 153-172):

1. more efficient perception of reality and more comfortable relations with it
2. acceptance (self, others, nature)
3. spontaneity; simplicity; naturalness
4. problem centering [as opposed to ego-centered]
5. the quality of detachment; the need for privacy
6. autonomy; independence of culture and environment

7. continued freshness of appreciation
8. mystic and peak experiences
9. Gemeinschaftsgefühl [a feeling of kinship with others]
10. deeper and more profound interpersonal relations
11. the democratic character structure
12. discrimination between means and ends, between good and evil
13. philosophical, unhostile sense of humor
14. self-actualizing creativeness
15. resistance to enculturation; the transcendence of any particular culture

### Self-actualization Theory

In his last book, *The Farther Reaches of Human Nature* (1971), Maslow describes eight ways in which individuals self-actualize, or eight behaviors leading to self-actualization. It is not a neat, clean, logically tight discussion, but it represents the culmination of Maslow's thinking on self-actualization.

**1. Concentration** "First, self-actualization means experiencing fully, vividly, selflessly, with full concentration and total absorption" (Maslow, 1971, p. 45). Usually, we are relatively unaware of what is going on within or around us. (Most eyewitnesses recount different versions of the same occurrence, for example.) However, we have all had moments of heightened awareness and intense involvement, moments that Maslow would call self-actualizing.

**2. Growth Choices** If we think of life as a series of choices, then self-actualization is the process of making each decision a choice for growth. We often have to choose between growth and safety, between progressing and regressing. Each choice has its positive and its negative aspects. To choose safety is to remain with the known and the familiar but to risk becoming stultified and static. To choose growth is to open oneself to new and challenging experiences but to risk the unknown and possible failure.

**3. Self-awareness** In the process of self-actualizing we become more aware of our inner nature and act in accordance with it. This means we decide for ourselves whether we like certain films, books, or ideas, regardless of others' opinions.

**4. Honesty** Honesty and taking responsibility for one's actions are essential elements in self-actualizing. Rather than pose and give answers that are calculated to please another or to make ourselves look good, we can look within for the answers. Each time we do so, we get in touch with our inner selves.

**5. Judgment** The first four steps help us develop the capacity for "better life choices." We learn to trust our own judgment and our own inner feelings and to act accordingly. Maslow believes that following our instincts leads to more accurate judgments about what is constitutionally right for



each of us-better choices in art, music, and food, as well as in major life decisions, such as marriage and a career.

**6. Self-development** Self-actualization is also a continual process of developing one's potentialities. It means using one's abilities and intelligence and "working to do well the thing that one wants to do" (Maslow, 1971, p. 48). Great talent or intelligence is not the same as self-actualization; many gifted people fail to use their abilities fully while others, with perhaps only average talents, accomplish a great deal.

Self-actualization is not a thing that someone either has or does not have. It is a never-ending process of making real one's potential. It refers to a way of continually living, working, and relating to the world rather than to a single accomplishment.

**7. Peak Experiences** "Peak experiences are transient moments of self-actualization" (Maslow, 1971,1). 48). We are more whole, more integrated, more aware of ourselves and of the world during peak moments. At such times we think, act, and feel most clearly and accurately. We are more loving and accepting of others, have less inner conflict and anxiety, and are better able to put our energies to constructive use. Some people enjoy more peak experiences than others, particularly those Maslow called transcending self-actualizers.

**8. Lack of Ego Defenses** A further step in self-actualization is to recognize our ego defenses and to be able to drop them when appropriate. To do so, we must become more aware of the ways in which we distort our images of ourselves and of the external world-through repression, projection, and other defenses.

### **Maslow and Peak Experiences**

**Peak experiences** are especially joyous and exciting moments in the life of every individual. Maslow notes that peak experiences are often inspired by intense feelings of love, exposure to great art or music, or the overwhelming beauty of nature. "All peak experiences may be fruitfully understood as completions-of-the-act ... or as the Gestalt psychologists' closure, or on the paradigm of the Reichian type of complete orgasm, or as total discharge, catharsis, culmination, climax, consummation, emptying or finishing" (Maslow, 1968, p. I 11).

Virtually everyone has had a number of peak experiences, although we often take them for granted. One's reactions while watching a vivid sunset or listening to a moving piece of music are examples of peak experiences. According to Maslow, peak experiences tend to be triggered by intense, inspiring occurrences: "It looks as if any experience of real excellence, of real perfection ... tends to produce a peak experience" (1971, p. 175). These experiences may also be triggered by tragic events. Recovering from depression or a serious illness, or confronting death, can initiate extreme moments of love and joy. The lives of most people are filled with long periods of relative inattentiveness, lack of involvement, or even boredom. By contrast, peak experiences,

understood in the broadest sense, are those moments when we become deeply involved, excited by, and absorbed in the world.

The most powerful peak experiences are relatively rare. For Maslow, the highest peaks include "feelings of limitless horizons opening up to the vision, the feeling of being. Simultaneously more powerful and also more helpless than one ever was before, the feeling of great ecstasy and wonder and awe, the loss of placing in time and space" (1970, p. 164). They have been portrayed by poets as moments of ecstasy; by the religious, as deep mystical experiences.

### **Abraham Maslow and Transpersonal Psychology**

Maslow added transpersonal psychology to the first three forces in Western psychology—behaviorism, psychoanalysis, and humanistic psychology. For Maslow, behaviorism and psychoanalysis were too limited in scope to form the basis of a complete psychology of human nature. Psychoanalysis is derived largely from studies of psychopathology. Behaviorism has attempted to reduce the complexities of human nature to simpler principles but has failed to address fully such issues as values, consciousness, and love.

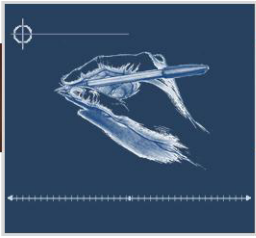
In the early 1960s humanistic psychology emerged from the work of Maslow, Rogers, and other theorists concerned with psychological health and effective functioning. Many humanistic psychologists have used Maslow's theories, especially his work on self-actualization, as the framework for their writing and research.

In 1968 Maslow called attention to the limitations of the humanistic model. In exploring the farthest reaches of human nature, he found that there were possibilities beyond self-actualization. When peak experiences are especially powerful, the sense of self dissolves into all awareness of a greater unity. The term self-actualization did not seem to fit these experiences.

Transpersonal psychology contributes to the more traditional concerns of the discipline an acknowledgement of the spiritual aspect of human experience. This level of experience has been described primarily in religious literature, in unscientific and often theologically biased language. A major task of transpersonal psychology is to provide a scientific language and a scientific framework for this material.

### **Conclusion**

Maslow's great strength lies in his concern for the areas of human functioning that most other theorists have almost completely ignored. He is one of the few psychologists who have seriously investigated the positive dimensions of human experience.



## A PORTRAIT OF YOU AND YOUR LIFE ...BASED UPON MASLOW

Each stage of our development is based upon our interactions with the world, with how we interpret the events of our daily living, with what we do in our mind with our perceptions and with how we write our life experience, our life story.

With the idea of self actualization in mind, create where you are, where your life is, in relationship to self actualization.



## WHY I TOOK THIS JOURNEY AND HOW IT SAVED MY LIFE

It is impossible to be genuine about something unless you are passionate about it and passion comes from a place of feeling. And the passion about our life is precious. I never feel hesitant about sharing the reality that I experience regarding how precious life is, how brief it is, and how the most essential portion of it is the love we know while we are here.

When I mention love, I am not just waxing philosophical or being romantic, I am also thinking of the hard evidence we have in medicine and psychology about the power of love....love being that bond, that connection, that emotion that we feel for one another. It begins before we can even speak.

Back during a time in our history when unwed mothers were often placed into institutional settings to spare their families the social strife of an unplanned pregnancy, babies were born into those places and the environment was not what we'd describe as warm and nurturing, they were often cold and lifeless. There was a different theme in our society about how to manage these young mothers and their babies and it often entailed treating these moms as though they were mentally ill. The babies were often taken away from the mothers after birth and cared for by staff. The story is that some babies, who were placed into bland, stark cribs, not held and cuddled but were bottle fed with a hand that reached into the crib to pass the liquid into the mouth almost mechanically, didn't develop the sucking response, and as a result, failed to thrive. Notably and some time much later, theorists examined this pattern and concluded that without human touch, the experience of eye contact, the warmth of another human body and the beating of another heart, these infants were not motivated to suck and take nourishment – the world was not anything to engage with -- it was stark and the babies died. This is a phenomenon known as Failure to Thrive.

We see a similar situation with the elderly when they come to feel useless and unwelcomed by the world, and by their loved ones. When they come to believe they have no value, they often stop eating and they also fail to thrive. These stories are important because they speak to the life and death consequences of love and attachment -- it is part of The Human Condition.

You've heard the expression that someone *died of a broken heart*, it is a truth, it happens more often than we can ever feel comfortable about. Love runs deep, it causes us to do all sorts of things that surprise us – we've all experienced that reality, each one of us, in some way, at some level.

My mother and father were truly exceptional people. They were amazing -- very loving, very smart, highly intuitive and massively kind. They were also very much in love with one another. When my father died about 15 years ago, I was terrified that my mother would die as a result. I was determined to do whatever I could to refresh her sense of life and being needed by deepening my need for her and expanding my attachment to her. We spent increasingly more time with one another and we even worked together in new and creative ways that I came up with routinely. I had her re-teaching me a lot of what she had taught me years previous but now with a new surge of energy and interest between us. It was very difficult for her to survive the passing of my dad but she did it and she did it knowing how much I needed her in this world. We spent more than a decade enjoying life on this new pathway.

And then, as she turned 80 and began to get into her mid 80s, there were health issues, it was tough but we knew our routines and managed most of it but then there were a series of incidents and she ended up with a horrible infection and an autoimmune disease that initiated a rare kind of anemia. For the last couple years of her life, we spent a lot of time in physician offices and hospitals; it became our routine and the people there became close to us, it was our reality. I slowly shut off my business and we spent 100% of our time together, pretty much side by side – literally. I loved the time with her and knew it was precious even though I didn't know what sort of time frame we had for all of what was happening. She was such a beautiful lady, both physically and with respect to her sparkling personality, that it was often hard to realize how ill she really was. Even staff commented consistently at her vibrance and beauty. It was lovely and also remarkable. I managed the stress that I was feeling by holding close in my mind the opportunity of getting to spend such valuable time with my remaining parent.

The time was unusual in many ways but also typical because as a mother and daughter, there were the commonplace struggles and power issues and bossy themes and all that childhood stuff that never really fades. And at a time when I had hoped that perhaps we would have more time, which is what we always want with someone that we love, she died. When we were at home the previous few days, which were tough because she just didn't feel well, there was a lot of contact with our doctors. We had nurses and therapists who made house calls. We were trying some new medications and we thought that we had more time but I ended up calling 911 and returning us to the hospital and had to manage once again the medical terrain and the trauma that presents for every one of us. I managed my stress at that time by staying proactive with getting what I believed she needed medically and emotionally and spiritually. It was particularly odd though because as the hours passed and I sat in her room next to her bed, holding her hands, I had the feeling of wanting to hold her close, like she had held me when I was a child. I just wanted to love her as much as any human can love another human, this lovely woman had given me my life and now she was slipping out of mine. I recall sitting there and knowing that if I would allow it, I would take my last breath when she took hers that knowing of that feeling really frightened me and it frightened me because I knew somewhere inside of me about the connection between people and the connection of the mind and the body and I knew that my thoughts were causing my body to feel things I had never experienced before. It was really strange and really powerful and it felt like I could just disintegrate. It was pretty awful. My mind was not my own in those hours and I knew that somehow, I needed to recapture myself; I needed to remember what I guide others to know and do. I needed to tap into my inner strength, the strength my parents had cultivated in me.

In the last 7 or 8 hours of my mother's life, I had to steal myself from my own grief and tend only to what was happening to her and so I was bedside, to talk and watch and listen and to pray. My mom and I shared our faith and we prayed with one another for years. It was a wonderful experience and it added a quality to our knowing of one another that was rich. And when this lovely woman took her last breaths, I sat and felt stunned, completely stunned. I remained there for some long period of time, it was daybreak when I walked outside. I felt like I needed to check into the hospital because the feeling of being completely stressed, overwhelmed, depleted, scared, and immediately lonesome was enormous. I walked around and just drifted. I went to the beach and starred into space. I went to our home and sat in a state of shock for a day, just sitting and feeling everything and then also nothing. And then, I began to relive every moment as though I had some form of post trauma stress. And then I began crying and it felt like that would never end. In my tears, I could not envision ever *not* crying because with the loss of my mother, so much of my life was now done. I had lost my family, so many others. What was left for me?

My mother died on April 4<sup>th</sup>. My birthday falls on April 6<sup>th</sup>. Every year of my life, my family celebrated with great enthusiasm, my birthday. It was the tradition in my family that we value life and make a big deal out of the date of our birth and give thanks for our many blessings. And so, as the hours passed over those short couple of days, I arrived at a place of awareness that I needed to remember the value my family had placed on life...and that my mother wanted, more than anything, for me to outlive her and to be happy and healthy. I had to find a way to honor that, but if and when you truly love another, you want to find a way to honor them and also honor their requests of you. I knew that I wanted to start a new tradition in my life – one of attending to my sorrow and grief, but in the same moment, being able to get hold of my mind and my heart and influence the direction back towards life and the beauty it holds and the value it represents when we live fully and in a place of integrity and gentility.

It was difficult but I had to find a way to rewrite my story, my interpretation of the loss, and so I did. I got very quiet and contemplative and it came to me that God's greatest plan for me was to place my grief next to my great gift. He took my mother at a time when he knew I would have only a short window within which to be completely out of my mind with sorrow and then I would capture myself and do as I did which was to embrace my breaths and decide to continue to live to honor both of my parents. I also made an intention to adopt firmly the belief that we are fortunate to outlive our parents, it is so horrible and somehow unnatural for a parent to lose their child. I found myself thanking God for the plan of sparing my parents the grief of losing a child.

I felt a similar way when I lost my father and when I suffered other losses that grabbed my heart in a mighty way. The desire to live is strong and the desire to die can be just as strong and is, for that reason, very powerful. We have a desire, as I mentioned previously, to escape from what is uncomfortable – grief is as about as uncomfortable as life gets. However, when you are in the worst possible position in your mind and in your heart, there is the greatest opportunity to feel bottomed out, then to recognize how awful *feels* and to embrace it until it just makes you scream for the option to be released from it and to breathe again and feel life. If I had loved so deeply, the pain of loss would not have been so monumental. It is the depth of the agony that tells us how much we value the connection we have to another, and the connection can never be as rich if we don't have a good, solid, clean heart with which to connect and experience the desire to thrive and live in vibrance.



### **Your Self Talk Script**

Sit quietly now and think about who it is in this world that you have loved more than anything else. Envision that the connection between you and them is deep and beautiful and powerful and that it is so fleeting in this life experience that you must let the passion flow freely and you must be clear and kind and gentle in your relationship to this precious person.

Write your story with them in a way that maximizes every strength and sit here with that thinking and hold it close.

Breathe and envision all the ways that love offers you a golden opportunity to manage your stress very well.

To view the video: [www.drdebcarlin.com](http://www.drdebcarlin.com)



## WHEN YOU SAVE YOUR OWN LIFE YOU ARE AVAILABLE TO OTHERS

The issue of life and how to live it fully, getting the most from it and not looking at the lives of others wishing for what they have is obviously something important to me – I've spent a lot of time thinking about it. But what is perhaps most fascinating is that I have found these same issues are important to just about everyone I talk with routinely. There is nothing here that is foreign to our mind or our heart. We spend our life with others, we compare our *self* to the *self* of others and we examine our life and how we are doing it with how others are doing theirs. All of this is why competition becomes a part of our experience – in family life, amongst friends, with neighbors, in the workplace and when we feel like we just don't measure up to our own expectations of our *self*, and we don't meet what others expected of us, there is anxiety and fear and depression and an awkwardness that makes us less available to our own *self* and also to others.

When I have felt really crummy about myself, I've shut myself off because it is too hard to look and see. How many people do you think share that experience? How many people shut themselves off by getting inebriated in one way or another in order to either stop looking or to see their *self* differently?

I think it is why people decide to escape from normal consciousness altogether. I've asked people this question when they are people who drink a lot of alcohol or do drugs of some sort and the answer is invariably about a desire to kick back, relax, take it easy but why the introduction of a substance to do it? The answer is always about freeing the mind, letting the mind go to a different place. I find this fascinating because it's not like we cannot get there without chemical assistance. The concept of mind altering by substances is one that actually isolates us from others, it changes the ability we have to connect in a genuine manner....in a manner that allows for the trueness of connection where we meet, as my dear friend, author, Parker Palmer likes to say – deep to deep.

The question is – how do we go deep to deep? What does that mean and why should we even care? My answer is that the experience of life is very deep. If it weren't, there would be no emotion about anything, we'd merely be flat lined for the entire experience but that's not how it happens. We do go deep and we get close to one another and we get injured and we feel the full range of emotions that accompany the thoughts that take us on those emotional journeys. Worse yet, we get tired of our emotions and go through periods of time where we commit to turning them off and adopting the frame of mind that we're not going to risk getting hurt again. I've never met a person yet who has not run through this line of thinking -- and acted on it!



Each of us is born with a multitude of blessings and certainly talents. I think our best talent is our ability to connect, both to the self and to another. There is an old saying, we've all heard it – you must love yourself before you can love another.

Yes.

It is true because we must first know how it feels inside of our own *self* to receive tender and genuine appreciation before we can know how to offer it to another. We are not mechanical beings, we are deeply feeling, deeply thinking bodies of energy and spirit and complexity. We have each asked the question openly and inside of our own mind – what is life all about and what is my purpose here?

To answer this you can spend an entire lifetime of doing nothing else other than contemplating and there are people who do exactly that. We call them philosophers and religious clergy, sometimes they are poets. Even if we do not dedicate our public life to answering the question, we ask it privately and we strive for clarity in the answer, clarity that will guide us to feeling our purpose. That purpose however is shallow without our connection to another, we need one another in order to survive and to thrive and that means we need to understand human nature so that we can best maneuver our way with the many others we will experience in this life journey – including our own *self*.

Maya Angelou is one of the authors who I really enjoy the writings of. She is both tender and tough. One of the things I credit her with articulating so very well is the following – *people may forget what you said and what you did but they will never forget how you made them feel*. True.

Who is it, in your private life, your personal life, who makes you laugh really hard?

Who brings you to a complete boiling point of anger?

Who prompts you to cry like a baby?

Do you remember exactly what they did or said....? Not often.....no. We can hold onto grudges and also delightful connections for an entire lifetime and recall only one thing clearly – how that person made us feel. Feelings run deep.

When we are at our lowest point of feeling, we are actually at a time of prime opportunity. Some call the experience of a complete failure the perfect storm for a great comeback. I agree but you have to believe it and embrace it. So how does it happen and do you need to sink before you can benefit from the potential opportunity for a renewed life experience and great availability to another? No. However, what we must each do is become available to our *self* once we have made the commitment to save our life and when I say save our life I mean it in a variety of ways because there are many ways in which this happens. It can happen for you as it did for me – in the story I related about losing my mother. That, by the way, was only one story, I have saved my life several

times and that means I have worked to recapture my life and to feel the desire to thrive and because of the experiences I have had in this life, which have taken me across that threshold of deep despair more than once – with illness, with loss, with sheer terror and grief, and I am not unique. All of this is part of the human experience, you just have to touch it and acknowledge it. We have all had our episodes. Some people go through a massive transformation when they have a life threatening accident or illness – suddenly everything becomes more precious because of the threat of running out of time here and having death knock on the door. Sometimes it is when we are so sad and heartbroken about a situation that it feels too painful to take the next breath and we simply want to evaporate from this life so that we feel no more -- no more pain, no more anything. These are obvious, overt, magnified scenarios, but there are others.

For some people, the experience of having an opportunity to save their own life is tied to the work they do daily to earn a living. They hate it and look forward every Monday to the nearest Friday so that they can have the weekend to recover from the experience -- week after week, and then for months and years, looking forward only to assigned vacation times for escape and eventually counting the days until retirement. What a way to experience life and spend each day. It is no surprise that statistics indicate very vividly that Monday morning is the most dominant day and time of day for heart attacks – the mind and the body are one. We simply cannot afford to be so unavailable to our self that we ignore the heart's desires and what the mind wants, what it craves. We are called to pay close attention to our *self* and our need for fulfillment and pleasure and when we do this, we are available not only to our own *self* but we are free to connect with, and be of deep value to, another.

Have you ever had the experience of dating a person who was so self absorbed that it made you feel insignificant? I had a friend who I initially really enjoyed, at least to the point of wanting to explore that relationship. He was smart and really handsome and pretty funny and we had fun together. We'd take great walks and talk and laugh. Initially, we met because a friend thought we'd be helpful to one another – we were both in tough place and he thought we'd be good company. When we got together, we'd talk about our challenges and initially it seemed like we were sharing....and then, as I reflected, I made note that I was never saying anything about my life – he had no idea what was going on in my heart and my mind. My talking was in response to his story.....his long story, every single day, complaining about his horrible former spouse and all her negative traits and how vile he found her to be. One day I simply asked him – do you realize that you are the one who picked her?

Stunned, he stood there and stared at me -- blank facial expression. I waited for his response. His claim was that she had tricked him. Really? I then took a huge risk and asked -- are you telling me that you were somehow unaware, that you missed all of her cues and behaviors that you now see? Again, he was stumped. After a few minutes of thinking about it, he told me that in the beginning of any relationship, it feels good to be with another person and you're just happy....so you don't notice those things. I waited and thought for a minute and asked him – so, you were with her because it was the feelings of happiness that were only available to you when you were with another and not when you were with your own *self*? Now he was truly stuck because he needed to go deep inside of his heart if he were going to answer that question. During this time, I was being very kind and soft, I really wanted to know, I was not playing a game of harshness but I was curious as to whether or not he could go deep and look at himself. He told me, very sadly – yes, I

hate being alone. I hate where my mind drifts off to, and I'd rather be anywhere than with just with myself. I could not help but tear up. This was so heartbreaking to hear, but I had heard this from so many people across the years.

As we sat together, I asked him – if you cannot be with you, what is it that happens when you are with another? Do you think that you are really available for the other person to know you, to see you, to feel who you are if you are deflecting every bit of yourself? How often do you have the kind of conversation with another that we are having here right now? When was the last time you looked into the eyes of another deeply and with an openness to not just see inside of them but also share what is viewable inside of you? He could not remember.

I then asked him, how available are you to your own *self*? How will you feel if today is your last day of being alive and you die alone. Will you be available to you own *self* enough to experience your exit embracing how full your life was? Or will you be in complete agony with regret and anger that you failed here and had a lonesome and unsatisfying journey?

He cried -- and so did I. And in that moment, I gave him the most enormous and loving hug I have ever extended to another and I thanked him for being available enough to himself to be available to me. We sat together for many hours, talking deep to deep. He looked at him *self*, he allowed me to talk to him about the reality that whatever inside of our *self* is not scary. It is who we are and it needs tending to, by us, not by others, but by us more than by others forever. When we do allow others in, they need to be ready to give more to us than just something we feel is a void being filled because if we don't tend to us and we expect another to fill every need, even the ones we can fill, every relationship is doomed for failure through disappointment.

We became very good friends after that episode and he took a number of steps to learn about going deep and learning to love his *self*. This was a man who had his first heart attack when he was barely 40, had another at 44, another at 47 and had gone through women and relationships like they meant nothing all because he was cut off from his own self and didn't take the opportunity to save his own life. Each woman he met and found interest in quickly became a physically intimate partner and really intimate, just physically useful. He had physical closeness by proximity, not through any genuine connection; those encounters gave him brief satisfaction quickly followed by lonesome feelings. With this turning point experience however, he opened and took many positive steps to become open to his *self* and open to the idea that he needed to save his own life. He is now a decade beyond that day and has had no heart attacks, no health issues, and is happily married. His wife adores him because of the good and true person he is and it works because they are available to one another in every genuine sense.

The question for you now is – how available are you....to your own *self*....?

Do you know who the best and the deepest parts of you are.....? How do you get there?



### **Your Self Talk Script**

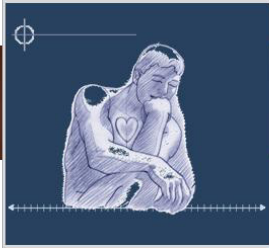
I invite you, right now, to sit quietly. Open your mind to knowing who the you of the *self* is. Know this as your starting point – we were all created from a source, a source that has created a magnificent universe. Regardless of your religious beliefs, you have nothing to lose by thinking and embracing the idea of magnificent source. When a source creates such beauty, how evil can it possibly be?

We are from it, we are one with it, and we are form one another. We are all connected to each other for better and for worse. We are just simply people. Why not explore what the person is that is you?

Think of who you are, in simple terms -- not your job but your basic character. Look for what is of value and what is most precious and beauty filled, and hold that in your mind right now.

Come back to this place each day and at some point during each day when you think you can give yourself 5 minutes to say hello to your soul and become available to you. You'll be amazed at what is going to happen.

To view the video: [www.drdebcarlin.com](http://www.drdebcarlin.com)



## JOURNALING EXERCISE

Privately....just here for you.....  
reveal in your own script what exactly motivated you  
towards this work.....

Why is this important for you.....?

If you have the power, what will the outcome of this work for you produce?



## STRESS AND YOUR BEAUTIFUL BODY

There is so much for us to learn in this life experience, and the idea of how best to take care of our body is somehow not high on the list, at least not in most cultures, and certainly not in America. We eat to make our mouth happy and to fill our belly. Few people know their anatomy and fewer understand their own physiology. In America, we run to a physician to answer our curious questions about what it is that is taking place within our body and we are often frustrated because doctors don't seem to have all of the answers. Unfortunately, many times, they cannot provide right answers because we don't even know how to accurately and reliably report the questions, but most people don't factor that reality into the equation.

There is a simple solution and the beauty is that it is never too late for us to study our body and learn the important ways in which our mind and body are so very interconnected, they influence one another with every breath, every thought, and every emotion. It's fascinating.

I think it is kind of funny, although not laughable, that we don't know our body. Why is that?

When we are infants, we are very busy placing our hand into our mouth and even a foot! But as time goes on, we divorce our *self* from knowing who we are. Some of this is because we're told not to play with our *self* in toddlerhood when we start exploring our genitals and parents don't want us to get obsessed or embarrass them in public but that is only a small aspect of the challenges we face. We just don't know our bodies.

Do you know where your gallbladder is? And which connects to your stomach – the small or the large intestine? Do your tonsils serve any purpose? What does it mean if you have high blood pressure, or high cholesterol? And why should you care?

If you are thinking that this is silly because you have a doctor who tends to all of that for you and you have drugs, medicine, to help you. I invite you to consider rethinking your outlook and here is why. Medicine does not guarantee that you won't suffer from the consequences of the thing you are taking the medicine for or that you won't have additional problems because of the medicine, we all know about side effects. Additionally, physicians need for us to let them know us when we feel well in addition to when we're under the weather or injured. They need to know our emotional state, our belief system, who we are and what our life expectations are, and if you think I am kidding, test it out.

Physicians went into their careers with a list of needs and one was to help people. There is no way to be of real help if you don't know who the people are. Simple truth. I cannot possibly make decisions for you in good conscience and aligned with your lifestyle if I don't understand who you are. What happens when patients and physicians don't know one another is called compliance issues – there is a breakdown in what the doctor tells you to do and what you actually do. In my experience, that happens because the two parties don't really know one another *and* the patient does not fully understand their own body enough to appreciate the implications of the request/recommendation/prescription.

I recently met a young woman who had lived with stomach ulcers – bleeding ulcers, they were a problem. Her doctor prescribed various medications, and finally surgery, a surgery which ended up in the removal of her stomach. I was horrified. These doctors were looking to find relief for her but they didn't know her, didn't know her lifestyle and her desires for a full and rich existence beyond that surgery; and she, did not understand the implications of having such a dramatic procedure done – she was unaware of the role of the stomach in the body overall, let alone the role it plays in the digestive system. Now that she is experiencing kidney failure, I am eagerly in search of ways to educate her and get her familiar enough with her body so she can contribute in meaningful ways to help a professional team understand more productively what she is experiencing so that treatments are not created from a text book that don't take her uniqueness into account.

Had this young gal understood the mind body connection and the genuine influence that our thoughts and emotions have over our physiology in addition to what foods could be very healing and healthy for an ulcerative condition, she might have been spared her current situation.

What do I mean by that....?.....!

For every thought we have, there is an emotion associated and vice versa. These pairings release neurotransmitters into our blood stream and cause our body to do *things* -- what sorts of things? There are many examples but let's continue with the stomach example -- when your stomach churns and burns, it isn't necessarily due to something you ate, the stomach is a typical place for stress to manifest itself. Discomfort in the stomach more likely stems from some aggravation, some stress you've been experiencing, and this happens because as you stress out, you are swallowing air and also producing digestive juices as you salivate which trigger digestive juices to be released into your digestive system – when there is no food or insufficient food to absorb those secretions, your gut literally gets attacked. The feeling of being queasy, having the feeling of fullness even if you've not eaten, bloating, abdominal gas, and stomach upsets are some of the first symptoms of stress. In addition to the stomach's involvement, the large intestine is where most of the action takes place. Food stays in your stomach for just 30 minutes, but it can take 48 to 72 hours for partially digested particles to work through the entire length of the large intestine. The presence of stress hormones slows digestion further, so when you're under pressure, food can ferment and stagnate, leading to diarrhea and constipation. These activities combined shifts the live flora in the digestive tract which is what keep it healthy and also help break down food. If you don't tend to the stress and these physical reactions through specific dietary aids like aloe juice or live yogurt which replenish and minimize the reactions, you run the risk of creating a breakdown in the lining of your gut and end up producing sores which are ulcerative. If this sounds complex

to you, please believe me that it is only because of the initial exposure you're having to these concepts here, it is actually very simple.

Here is the simplicity – our mind and body are very tied together and by more than just the neck. Our heart and our brain travel everywhere with us and they follow one another. When we have thoughts and feelings, we need to embrace them and own them and deal with the consequences, not try to escape them, not any portion of them. I'm not being frivolous when I state overtly that we each need to take much more gentle and loving care of our mind and our body, and work to understand both.

Authors like the popular Dr Oz have written books entitled *The Owner's Manual*...there are vast resources available to us all online. Libraries are filled with resources. Study you – find out what your body is doing; the rewards are high and when you understand your body, you become less afraid of your symptoms because you understand them. Once you understand them, you know how to either treat them yourself or explain in a helpful manner to a professional what's happening so they can assist you more effectively.

I know for example, that if I am craving coffee in the morning, I need to eat yogurt first otherwise I have two reactions to coffee on an empty gut – a stomach ache because the acid is burning my raw gut lining and anxiety because I am absorbing caffeine at too rapid a rate without food to digest and absorb some of it. Coffee for me without this knowledge makes me feel like I am going insane and dying simultaneously.

The other part of the understanding our body mind connection is to acknowledge that we each know full well why our body looks the way it does. Ok, this is big -- because this is my personal story.

I grew up athletic and slender. Now is a different story and it is a different body. I could tell myself stories about how it is because I am older and I have slowed my pace or my metabolism is slower or some other plausible such nonsense but I know the real deal, the real perspective. Here it is. I am pretty chunky, there is nothing I can do on the camera here to hide that fact – this is me. Many days I just say – yikes.

A decade ago I was pretty good looking but when I lost my husband, it really broke my heart, I mean to the core. It was a loss, a major hit to my soul, the very core of me. I was initially so grief stricken that I did not self nourish and I lost quite a bit of weight from being a normal weight person. People thought I looked great. Really? I thought they were nuts because I felt awful but in our culture, thin is in. It is gorgeous even if you are depressed. Suddenly, I found myself attracting men and I was in no way ready for that, not at all. I recoiled and isolated myself, stayed at home and ate whatever I wanted, it is a very easy formula. Trust me, if you don't know this routine, chances are you will some day or you will certainly know someone who does this or has done this. I gained maybe 30 or 40 pounds and didn't have to worry about handsome men desiring my intimate companionship, I was relieved.



I went from that into my work and that was even easier because there was none of that sexual tension with anyone in my career world – I was free. My work thrived. I was increasingly more effective. Interesting. It felt to me like everyone was more relaxed around me.

Problem -- I kept eating whatever I wanted and not worrying about weight or exercise. I'd been pretty healthy.

Then....well, in the last episode you heard my story about my mom -- all very true. I turned off my business and redirected my life. I wanted to do nothing other than sit next to my mom and tend to her and enjoy whatever time we had together -- savor it, and she'd either get well and we'd get healthy together or something else would occur.

The something else occurred. She passed away. I got really sad all over again and her message to me for months before she had died was – Deb, please be happy again, I want you to have a full life when I am gone -- what is happening here is no way to live -- get healthy, fall in love again. I would look at her and remind her we were on this path together and all things would come to pass as was our fates.

When my mom died, I was pretty chunked out, in another state of grief, I sure didn't feel like eating, so weight dropped off a bit. Then I had to replay in my mind my mom's requests of me to be healthy, to be happy, those thoughts gave me a very physical response and began to generate inside of me a desire to crave life. I am giving you the short version here but it was very difficult, hard to come to terms with – the idea of going on with my life. I found myself wondering what my purpose was, what my intent was, what my gifts and skills were. Grief does that to you...and your body attends to that. I got into some real trouble as a result of my sadness and despair just like with stress – my joints began to hurt, movement became a challenge, weight sat on my frame, I felt tired all of the time, I had some enormous dental problems -- awful, just awful, and it is all inter-related.

Guess what?! It is now 2 years later. I've dropped several sizes in my clothing, I swim nearly every day, I crave healthy foods, I have taken care of my dental health and have my beautiful mouth again, I can move more freely and without pain or agony most of the time (still working on this) and my energy is resuming. I've changed my state physiologically and it has altered my story psychologically or vice versa, they work together. The point is – when I decided to take my next breath, to rejoin the living, to pursue a really great life once again, my mind and my body began to work together in a new direction, once again -- they shift gears easily!

Now, as I envision myself alive and vibrant, I also envision spectacular men to date and simply play with and maybe even fall in love with and as a result of that freeing, I drop excess weight. I also swim and eat healthy, I am not on a rigid diet of some artificial routine, I am on a steady diet of I love life!



### **Your Self Talk Script**

I begin each morning as I invite you to do here. Look up at the sky or out the window, search to see something beautiful in nature. Give thanks, truly, for your ability to see and also to hear the rustlings of leaves, the break of the waters, the songs of the birds, the wind moving the leaves on the trees. Whatever source you believe in, gives thanks, now. I do and I also say -- I am thankful for the ability to breath each day, I do not live on a ventilator as I have seen too many do. I can move, I am not restrained in any way. I am so thank filled and I can think clearly, my mind works reliably for me. My heart is open, open to love and open to possibilities. It is a new day, it is a fresh breath, it is life, this is life. I want to have passion and feel it and embrace it, every bit of it and be thankful for every aspect of it because it causes me to be inspired and motivated and do good works for the people around me and for the people of the planet.

I am blessed and happy and at peace. My body is what is me and I love me. And because of my mind and my thoughts I am ready to love my body completely and to enjoy and embrace my health and to cherish and protect my health with everything I do to and with and for my body, every day.

Retain this line of thinking here and practice it daily.

To view the video: [www.drdebcarlin.com](http://www.drdebcarlin.com)



## WHAT YOU PUT IN YOUR MOUTH AND WHY IT MATTERS

By now perhaps you have noticed that I happen to think funny is really good. Life is funny, isn't it? Not always in the ways we would like but somehow entertaining. My dad used to tell me that things in life are always funny, just not always funny ha ha -- just sometimes funny interesting or odd. He was right, right just about all of the time -- bless his heart.

What's so funny about the topic here today for this episode, about what it is that you put into your mouth? Well, several things.

First off, you have to know that nothing ever happens in isolation, not really.

Our health and happiness and well-being is about a whole lot more than just the food we place into our mouth, it is also about everything we imbibe, smoke, and people. Yes, whether you are talking about kissing or going way beyond that. Who we kiss and become invested in is every bit a component of our diet as food is -- it can help us be more healthy or be completely crazy.

My mom and dad both took time to talk to me when I was a child and then also an adolescent, even when I didn't want them giving me their input. I had to listen though even when I didn't want to pay attention. Their messaging to me penetrated, and is alive within me to this day decades later, threaded through my professional training and experience and wrapped around my personal life trials and tribulations.

The core of their message to me was about valuing the self -- always value your *self*, place a high value on who you are, how you talk to your own *self*, how you present your *self* to the world, how you interact with others, and how you allow others to treat you. Although this sounds very basic and simple, the follow through on it behaviorally is very tough -- especially if you are not used to being so conscious and considerate of who you are. They also told me to be very conscious about my mouth -- not just what I ate and how politely I consumed food but also how I spoke, my words and my tone, my facial gestures as well. They really encouraged me to be conscious.

My parents took this messaging to me to the point of telling me not to date or kiss just anyone...but to be discerning and to make conscious choices. Great advice. Take it a few steps further -- don't select your mate without that same degree of contemplation. So many people end up in a split in their marriage or love affairs and even friendships and working partnerships because they didn't really honor who they are. In a sense, they kissed the wrong person and ended

up eating bad food and becoming fat and unhealthy in some regard. It all ties together; we don't enter onto a path of unhealthy self destruction when we're happy in our self and our partner.

When we make thoughtless selections about anything in this life, we are committing a form slow and indirect suicide. This happens when we eat for our mouth instead of our overall body and state of health. I'm a real expert at this. I love oral satisfaction -- imbibing and eating are favorite past times of mine and always have been. And here in America, just like everywhere else around the globe, we hold our life celebrations around food and drink.

Think of every holiday, every special occasion -- people want to get together and eat. I can sit here now and tell you the traditional family menus I grew up on for every holiday, and you can do same. When I worked in cardiac rehab units as the visiting psychologist, I would talk to the patients while they were on their treadmills and cycles and ask them how they landed up with a heart event. They invariably told me it was in their genes. I listened. I'd hear about the parents and grandparents and how they had similar issues -- someone in their lineage had a similar challenge with their health.

After hearing the stories, I would transition the conversations into having them tell me how they spent their holidays. I'd have them share their favorite dishes and describe vividly what Thanksgiving and Christmas or Hanukah looked like at their house when they were growing up. And now, and most of the time, they were dutifully maintaining their lineage with these menus and prized recipes -- I did the same. We also talked about the ways they had spent their life in movement or in stillness. Out in the farm fields or behind a desk, taking walks for errands or getting into a car for every little thing.

What became apparent was that for most of these people, the trends of the style with which they lived their life was a clear repeat of the habits they had learned from family. No harm or blame here but just a simple reality, and as a result, their reality also included the pathway, with regard to health, that their ancestors had experienced. Instead of thinking about this course of theirs in terms of fate, due to genetics, I invited them to just contemplate the ways in which there was a different factor at work -- social psychology the impact of role modeling, copying the behaviors we observe, consciously and unconsciously, because that process of observation is powerful, very deeply powerful. In fact, it is so powerful that grown people will get angry, frustrated, tearful, and resentful if and when you take away from them their access to those things they crave role modeling across their life, and so much so that it places them into a dangerous and untenable position with their healthcare workers who press them to make lifestyle changes, especially when they are at risk for some health jeopardy.

### **Why are our lifestyle changes so tough to make....?**

The toughness of it is all about our attitude and perception. Food is a reward for us. What we place into our mouth is done so more for pleasure than for substantial need. I don't need to have an ice cream sundae but on a day of celebration, I want to bring forward my pleasant memories from the past and engage in those activities which produced pleasure, nothing wrong with that except we do it so much without awareness and do it too frequently across many situations where we check out of a state of awareness and sit in a place of indulgence. This is a part of the human condition.

Some people call it gluttony, others label it sin, some say it is addiction, others yet will claim it is about free will, probably each are some percentage accurate. The point however, is that when we do things that we enjoy, that are special and precious, we simply need the awareness to be present about what the implications are of our actions.

When it comes to food, our body needs good fuel in order to operate at a level where we can sustain performance. What level of performance do you want to be at?

When we think of what we imbibe, we what we drink, if it is alcohol or tea or coffee or water, the thought process needs to be present wherein we are aware of what it is that fuel is doing to our physiology. In the last episode, I made mention of the reality that too often we are unaware of our own anatomy and physiology – now is a great time to get increasingly more curious about the impact of any of these liquids upon your *self*.

Sound silly? If it does, come in a little closer. Try an experiment with yourself, imbibe none or a large quantity of something and pay close attention to the effects. For me, a pot of coffee is like a nightmare -- psychology and digestively – remember my sharing that story? Alcohol is another -- a glass of wine is fun as a celebratory gesture or to compliment a food experience but it also creates a drowsy sensation that places me into an early slumber that is short lived and as a result, I only drink alcohol on rare occasions anymore. Used to be fun but my awareness has shifted. I want to be in the moment and be highly conscious and aware of every single thing.

Over these years of my life, I have felt a certain empowerment in coming to the realization that everything I place into my mouth is in my absolute control. I cannot put the blame on anyone else for my weight or for my physiological state -- sickening and also freeing. Since I have come into the space in my living experience of wanting to really thrive, really live well, become my very best, I am finding my cravings, my choices, my intentions have shifted into a gear I find really satisfying -- and I mean that with food and drink and also with the kissing theme.

How many people have gone out on the weekend, had too much liquor to drink, hooked up with someone and had crazy kissing and even more intimate sex? That's all about why what you put into your mouth at every level is so important. Stop for a moment here and allow me to share a bit of news – look at how many people are in rehab units. It is about what they began putting into their mouth and then maybe up their nose or into their veins. Look at people who smoke nicotine and need to cough their throats dry to clear their lungs from the junk that smoking produces in them. Look at the people who have health issues that have caused them to become hypertensive, have heart attacks, strokes, diabetes, so much of it a result linking back to their lifestyle, their habits, their choices. Where was their strength within to guide them and help them? In truth, it was right there, deep within them but they turned the other way.

This entire series, all of my work and intentionality, is about not turning the other way. Friends, listen....listen closely to what your mind tells you when you turn up the intuitive voice, the voice I told you about earlier. If you've forgotten, turn back and review again because it is critical for you, for your life. This is just one experience here, this life experience. I don't know what happens after all of this. Do we come back again, do we go to heaven or burn in hell or just be gone, no one really knows. I have faith and beliefs but no solid assurance, no policy written someplace but what I do

know is that I was created as a complete human being and I have strength within me that I tap into and it brings me results that are vibrant and healthy when I allow it.

I'm not interested in giving into momentary pleasures with my mouth here, my fabulous mouth, only to pay penalties later that can literally cost me my life. So the food that goes through this passageway is most often healthy and great fuel, the liquids too and it's really fun to explore new, healthy foods and drinks. The choices are seemingly endless and they are both delicious and nutritious, just good for you and no junk like nicotine and certainly no kissing of frogs. I love everything that I am being discerning about and it is not about deprivation, it about smart choices that will enhance my life, not compromise it.



## **Your Self Talk Script**

Envision what our deepest strength is when we focus on this beautiful mouth....that sits right here on the front of our face to greet the world and invite into us what is good and pure and splendid that is what we want -- because we crave wellness and health, and beauty, and being alive to breathe in the air and feel strong. We can say every bit of this because we are in control of this aspect of our life experience. We can say what we select because we are in control of our mind, of our thoughts. We can place good things into our mouth that will add to our strength and enjoyment in this life experience, yes, say yes. Say yes to being conscious and aware and awake. Envision every part of you being that way, and allow the strength within you to emerge.

To view the video: [www.drdebcarlin.com](http://www.drdebcarlin.com)



## MOVEMENT AND ALIGNMENT AND FREEDOM

How does your body feel when you first awaken in the morning ? Do you spring up into action or do you take a bit of time to orient, or do you emerge knowing the challenges you will have from the moment you step down onto your feet, hoping your knees and hips and back will sustain you?

National statistics in America reveal that too many of us are arising to pain, impaired movement and being out of whack -- what a way to start the day. What is it that such a reality does to us as we awaken and approach life once again?

You may notice in this series that I am not here as a perfect specimen of how to live 100% in the realm of being conscious and aware and awake. In fact, it has been through the many experiences of my lack of paying attention or even not caring or of exercising poor judgment as a result of all those things that I have also experienced my awakenings and re-awakenings. From that comes my desire, my passion to share what it is that I have learned from my own life and from others about what works well to produce a great life. I am certainly on my pathway of not just having a good life but having an ever increasingly better, richer, happier, healthier life.

If we are each to know the strength that lies within us, we need to feel that strength, and unless there is something unusual and catastrophic, we need the experience to extend into our physical realm. We are physical beings. When I am saying something unusual or catastrophic, I mean like the kind of challenges that Stephen Hawking has or that our old friend, Christopher Reeves had after his equestrian accident.

As babies, we have such flexibility. have you ever just sat and watched a baby as they pull their foot into their mouth? They are so bendy. Little children, they can stretch and flex and move and jump and twirl and run and it seems so effortless. Do you remember that?

Are you still child like in your ability to move?

I'm not -- and it is one big fat journey to resume and regain that element of movement and alignment that I took for granted. We always take our freedoms for granted, or so I observe.

Although we can each produce a story about the why behind whatever it is that has contributed to our agedness of the body, facts are clear. You either move it or you lose it. And just as we have a thought and emotion that pairs and releases chemicals into our body to cause us to feel and react, our emotions and our body's experience of those reactions travel through our body and land in



interesting places that cause us to experience stiffness-- and aches and agony. People who do massage therapy or chiropractics or acupuncture or physical therapy, can all tell where it is that you place and store stress in your body. Additionally, they can tell you how much stress you've been experiencing because of the manner in which your body does or does not move and align, interesting and very valuable.

If you dive into this topic, you will be amazed to discover how much your body has shifted to accommodate your emotions.

I know for my own wellbeing that I have to move and get into a high gear each day when I first arise or my body will be very stiff and my joints, especially my knees, will complain to me all day long. A result of that agony will diminish my energy and render me less productive and that will create a vicious cycle of frustration and stressfulness. Upon awakening, I either go for a walk, a brisk walk or I go for a lap swim. I need to get my state of physiology in gear alongside my mind because, as you recall, we have to respect that the mind and body go everywhere together.

Pete Egoscue is the author of a series about living pain free. He is a highly renowned physical therapist who took his professional experience to great heights by paying close attention to what he observed and applied it to what he knew intuitively would make a difference. Living with pain robs you of the strength that is yours to embrace and utilize to have a meaningful and impactful life -- living with pain where you rely on pharmaceuticals of any sort to deal with the pain is just pretending and it is pretending because unless those substances are curing you, they are merely masking the pain and the pain is actually an indicator for you to attend to. Pete's methods are all about alignment and his theory make s great sense. Basically, if one part of you is out of alignment, the rest of you gets out of alignment as well. Over time, everything is a bit crooked and pain is your new companion. I invite you to [Google.com](http://Google.com) Pete's name and read up on his techniques -- some of what might be an issue for you can be solved through his readings, complete with excellent illustrations.

In addition to swimming and walking, I know I have to do things, physical exercises, that will compensate for the many hours I spend being still while I work at my desk. I spend hours each day on the phone or writing. I love my desk and my office and my chair but I don't want to end up confined to them. Most days, as important as I lie to pretend I am, the world as I know it and as it knows me can function just fine while I take a few hours for myself for an afternoon break of sunshine and play time, all year round, I invite you to do the same.

When I feel myself moving freely without restriction, I feel nearly invincible and certainly feel my strength and that generalizes over into my intellectual and emotional capabilities and influences my beliefs about what it is that I can do in any dimension of my life.

I recently went to a very special meeting where I got to see, meet, talk to, and be in the absolutely delightful and fascinating presence of the author Tony Robbins -- fascinating man. He tells his story of his life and how he discovered time and again his inner strength. hHe inspired me. A friend of mine had commented to me before that journey that he knew I would return another level of enlightened and believing in myself, even though the meeting was about mastering my business, and he was correct. It didn't matter what the topic was, a man like Tony Robbins is not

going to invest the time in sharing the information if what he notices is that you don't have the capacity in you to find and tap into your inner strength so that you can really and truly do *it*, whatever *it* is. Lots of people dream, in fact, all people dream but only some of the people actually enable their dreams and see them come true. Why is that?

One reason I consistently observe is that people sit and pretend and write the wrong story about why they cannot get that dream to take place. I hear excuses. However, when people are living pain free, are up and moving and feeling their body and feeling their ability to experience the richness of life through their physical dimension, they are stronger, more vibrant, and more productive in every way.

So what is the formula here ? It is that self talk, that inner belief, that new story that beings right here and now with your next breath.



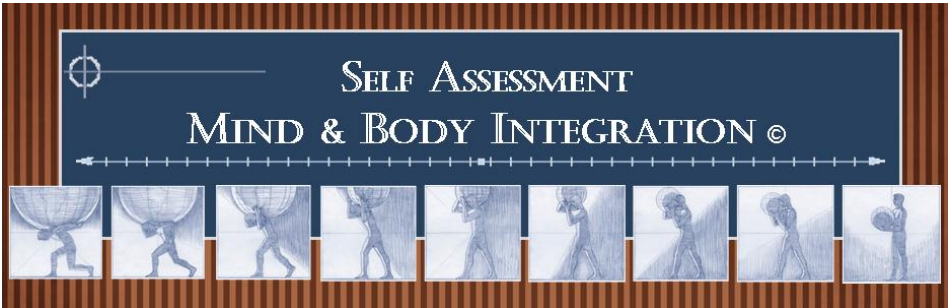
### **Your Self Talk Script**

Be here now. Pay close attention -- to you -- see yourself in your best physical shape in your mind's eye right now! See it and hold it there and know that it is there because of what you have done with you mind -- your mind has directed your body to move and to be healthy through good choices, great judgments, and ongoing healthy habits. You do all of these things because you crave being vibrant and powerful.

You are gorgeous because you are moving freely -- and with every movement, you come to know more deeply how good you are at doing whatever it is that you set your mind to do -- and it is enormous. You can walk, you can swim, you can jump and you can run. It just takes times, a plan, and a strategy to make it happen...but you can make anything you want -- happen.

Keep these words in your mind's eye. Think them, believe them, Embrace them, Let them penetrate your mind and your body, keep your *self* talk affirming and loving. Keep your *self* aware and compassion filled.

To view the video: [www.drdebcarlin.com](http://www.drdebcarlin.com)



Understanding the connections between mind and body is both intuitive and also considered to be a type of intelligence equally as crucial as IQ, or emotional intelligence, or social intelligence. Intelligence and intuition work together to create an awareness for us so we can interpret bodily sensations. The sensations we experience provide feedback and guidance about every facet of our functioning and our reactions to our life on a daily and even a moment to moment basis.

The opening question for you here is – how intuitive and intelligently tuned into your own self are you when it comes to the connection between your mind and your body? Think carefully, reply to the questions.

Answer honestly.....if you don't, then this is just a silly game that is a waste of time.....especially yours.

1 = not at all

9 = all the way

1. I have a clear understanding of my anatomy and physiology.

1      2      3      4      5      6      7      8      9

2. I am comfortable in my own body and can interpret signs and symptoms.

1      2      3      4      5      6      7      8      9

3. I know how to manage my signs and symptoms.

1      2      3      4      5      6      7      8      9

4. I believe it my physician's job to know my body and manage my signs and symptoms.

1      2      3      4      5      6      7      8      9

5. Emotions have no impact upon my anatomy and physiology.

1      2      3      4      5      6      7      8      9

6. My personal thoughts have no impact upon my anatomy and physiology.

1      2      3      4      5      6      7      8      9

7. My social interactions have no impact upon my anatomy and physiology.

1      2      3      4      5      6      7      8      9

8. Illness is the result of forces external to me and my control – like genetics, infections, luck.

1      2      3      4      5      6      7      8      9

9. Recovery from illness is dependent upon who your physician is.

1      2      3      4      5      6      7      8      9

List your continual symptoms, if any:





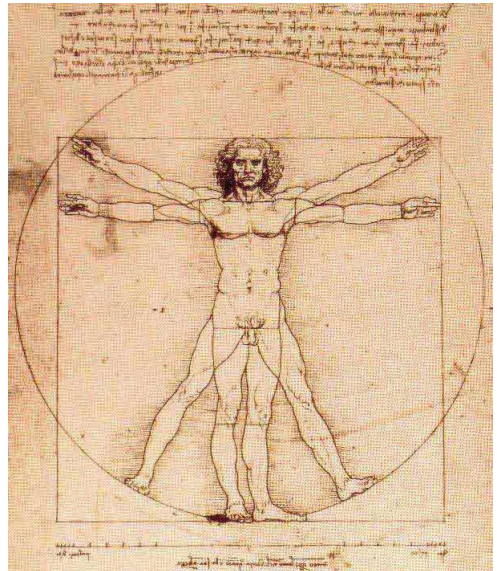
## PLAN OF ACTION TOOL RESOLUTION REFLECTIONS

When we understand the concepts of the mind and body connection, and give it the merit needed, we gain power because we gain the ability to influence our mind and the manner in which our body reacts. The mind is the only thing in this life we can control. And our mind has tremendous control over our body.

### **The Biopsychosocial model description and it's application in medicine**

The biological component of the model seeks to understand how the cause of the illness stems from the functioning of the individual's body. The psychological component looks for psychological causes for a health problem. The social part of the model seeks social that influence health.

The biopsychosocial model of health is based, in part on social cognitive theory. The biopsychosocial model implies that treatment of disease processes, requires the health care team address biological, psychological, and social influences on a functioning. The biopsychosocial model states that the workings of the body affect the mind, and the workings of the mind affect the body. There is both a direct interaction between mind and body as well as indirect effects through intermediate factors.



The biopsychosocial model presumes it is important to handle physical, mental and social realities. Empirical literature suggests that patient perceptions of health and threat of disease, as well as barriers in the social or cultural environment, appear to influence the likelihood that a person will engage in health-promoting or treatment behaviors, such as medication taking, proper diet or nutrition, and engaging in physical activity, or recoil from them and behave in counter productive ways.

Your plan of action includes the following 3 Step Plan. Even if you are a healthcare professional, there is merit in taking another look, getting a fresh perspective.

## *A 3 Step Plan*



1. Obtain a copy of each of the following 5:

The Mindbody Prescription: Healing the Body,  
Healing the Pain by John E. Sarno MD;

Minding the Body, Mending the Mind  
by Joan Borysenko PhD;

The Relaxation Response  
by Miriam Z. Klipper & Herbert Benson MD;

The Mind's Eye by Deborah Carlin PhD;

YOU: The Owner's Manual, Updated and Expanded Edition: An Insider's Guide to the  
Body that Will Make You Healthier and Younger by Mehmet C. Oz MD and Michael F.  
Roizen.

2. Take daily notes on your emotions and your symptoms. Place them into your day planner so you can take them and see if there are patterns that emerge in relation to schedule, diet, activities, time of month or other factors.
3. Make an appointment with your internist, share the information, create an open rapport.

***Additional Important Steps***

**Write here what your dialogue with your physician will entail  
What questions do you have.....**

**What do you want to say.....**

**What is important for you that your primary physician understand about you? Remember, and believe, it is in knowing you that someone can really care for you.**

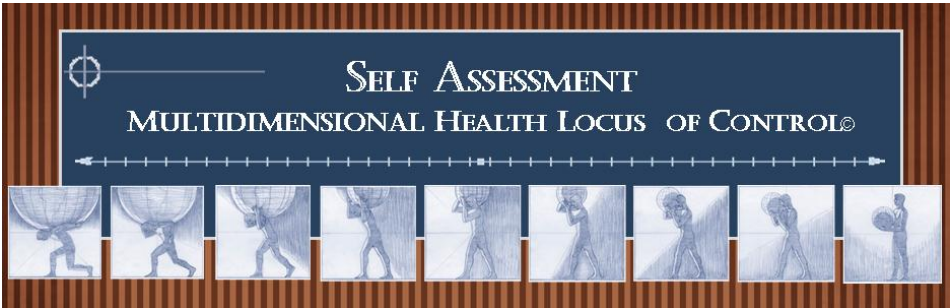
**Be sure to include conversation about your Advance Directives (do you have them?) Visit [www.DrDebCarlin.com](http://www.DrDebCarlin.com) for a template.**

**Do you have a Long Term Care Policy in place so that you can direct the care you receive if you need to and also decide where you will receive it and by whom? Be sure you have a policy with the options that are important to you.**

**What would you like such a plan to include? Once you know this, you can make sure you have it in place.**







Instructions: Each item below is a belief statement about your medical condition with which you may agree or disagree. Beside each statement is a scale which ranges from strongly disagree (1) to strongly agree (6). For each item we would like you to circle the number that represents the extent to which you agree or disagree with that statement. The more you agree with a statement, the higher will be the number you circle. The more you disagree with a statement, the lower will be the number you circle. Please make sure that you answer **EVERY ITEM** and that you circle **ONLY ONE** number per item. This is a measure of your personal beliefs; obviously, there are no right or wrong answers.

1=STRONGLY DISAGREE (SD) 2=MODERATELY DISAGREE (MD) 3=SLIGHTLY DISAGREE (D)		4=SLIGHTLY AGREE (A) 5=MODERATELY AGREE (MA) 6=STRONGLY AGREE (SA)					
		SD	MD	D	A	MA	SA
1	If I get sick, it is my own behavior which determines how soon I get well again.	1	2	3	4	5	6
2	No matter what I do, if I am going to get sick, I will get sick.	1	2	3	4	5	6
3	Having regular contact with my physician is the best way for me to avoid illness.	1	2	3	4	5	6
4	Most things that affect my health happen to me by accident.	1	2	3	4	5	6
5	Whenever I don't feel well, I should consult a medically trained professional.	1	2	3	4	5	6
6	I am in control of my health.	1	2	3	4	5	6
7	My family has a lot to do with my becoming sick or staying healthy.	1	2	3	4	5	6
8	When I get sick, I am to blame.	1	2	3	4	5	6
9	Luck plays a big part in determining how soon I will recover from an illness.	1	2	3	4	5	6
10	Health professionals control my health.	1	2	3	4	5	6
11	My good health is largely a matter of good fortune.	1	2	3	4	5	6
12	The main thing which affects my health is what I myself do.	1	2	3	4	5	6
13	If I take care of myself, I can avoid illness.	1	2	3	4	5	6
14	Whenever I recover from an illness, it's usually because other people (for example, doctors, nurses, family, friends) have been taking good care of me.	1	2	3	4	5	6
15	No matter what I do, I'm likely to get sick.	1	2	3	4	5	6
16	If it's meant to be, I will stay healthy.	1	2	3	4	5	6
17	If I take the right actions, I can stay healthy.	1	2	3	4	5	6
18	Regarding my health, I can only do what my doctor tells me to do.	1	2	3	4	5	6

**SCORING INSTRUCTIONS FOR THE MHLIC SCALES**

SUBSCALE	FORM(s)	POSSIBLE RANGE	ITEMS
Internal	A, B, C	6 - 36	1, 6, 8, 12, 13, 17
Chance	A, B, C	6 - 36	2, 4, 9, 11, 15, 16
Powerful Others	A, B	6 - 36	3, 5, 7, 10, 14, 18
Doctors	C	3 - 18	3, 5, 14
Other People	C	3 - 18	7, 10, 18

I used this instrument in my graduate degree work when conducting my research on hypertension and interventions. The intervention of choice was Herbert Benson's Relaxation Response. Dr. Benson is a world renowned cardiologist. His work has launched incredibly helpful mind body research. Google his name and explore his good material. I elected to utilize Dr. Benson's work and also measure the degree to which people's attitudes would shift once they realized they could actually gain not only influence but control over their own physiology. The Wallston's research on internal perceptions about control were very timely. Their generosity to me then extends now so that their tools are available to us all on the public domain.

The scoring is an indication for you – you need to know where it is you place the influence and the control with respect to your health and your health outcomes. You either believe it is in your control or it is chance, it is by powerful others, your doctors, or some other group of people. The point is that you need to be aware.



## PLAN OF ACTION TOOL HEALTH CONTROL

My invitation for you is to create the following plan of action instead allowing worry to creep in.

Begin with awareness of the tool and the scoring.

Allow yourself to shift your focus from having anything other than an Internal focus of control, work to gain the control of your own health destiny, practice The Relaxation daily and allow the assessments you have taken thus far to influence you to take a more potent role in your own destiny.

Write what you are willing to do

Describe 5 goals

Commit to a specific timeline



## DURABLE INFORMATION TO SUPPORT YOUR PLAN OF ACTION

**Wikipedia provides insight into the concept of a locus of control as follows.**

**Locus of control** is a theory in personality psychology referring to the extent to which individuals believe that they can control events that affect them. Understanding of the concept was developed by Julian B. Rotter in 1954, and has since become an important aspect of personality studies.

One's "locus" (Latin for "place" or "location") can either be internal (meaning the person believes that they control their life) or external (meaning they believe that their environment, some higher power, or other people control their decisions and their life).

Individuals with a high internal locus of control believe that events result primarily from their own behavior and actions. For example, if a person with internal loci of control does not perform as well as they wanted to on a test, they would blame it on lack of preparedness on their part. Or if they performed well on a test, then they would think that it was because they studied enough. Those with a high external locus of control believe that powerful others, fate, or chance primarily determine events. Using the test performance example again, if a person with external loci of control does poorly on a test, they would blame the test questions being too difficult. Whereas if they performed well on a test, they would think the teacher was being lenient, or that they were lucky.

Those with a high internal locus of control have better control of their behavior, tend to be more politically involved, and are more likely to attempt to influence other people than those with a high external (or low internal respectively) locus of control. They also assign greater likelihood to their efforts being successful and more actively seek information concerning their situation.

Rotter (1975) cautioned that internality and externality represent two ends of a continuum, not an either/or typology. *Internals* tend to attribute outcomes of events to their own control. *Externals* attribute outcomes of events to external circumstances. It should not be thought however, that internality is linked exclusively with attribution to effort and externality with attribution to luck, as Weiner's work (see below) makes clear. This has obvious implications for differences between internals and externals in terms of their achievement motivation, suggesting that internal locus is linked with higher levels of N-ach (Need for Achievement). Due to their locating control outside themselves, externals

tend to feel they have less control over their fate. People with an external locus of control tend to be more stressed and prone to clinical depression (Benassi, Sweeney & Dufour, 1988; cited in Maltby, Day & Macaskill, 2007).

Internals were believed by Rotter (1966) to exhibit two essential characteristics: high achievement motivation and low outer-directedness. This was the basis of the locus of control scale proposed by Rotter in 1966, although this was actually based on Rotter's belief that locus of control is a unidimensional construct. Since 1970, Rotter's assumption of unidimensionality has been challenged, with Levenson, for example, arguing that different dimensions of locus of control, such as belief that events in one's life are self-determined, are organized by powerful others and are chance-based, must be separated. Weiner's early work in the 1970s suggested that more-or-less orthogonal to the internality-externality dimension, we should also consider differences between those who attribute to stable causes, and those who attribute to unstable causes.

This meant that attributions could be to ability (an internal stable cause), effort (an internal unstable cause), task difficulty (an external stable cause) or luck (an external, unstable cause). Such at least were how the early Weiner saw these four causes, although he has been challenged as to whether people do see luck, for example, as an external cause, whether ability is always perceived as stable and whether effort is always seen as changing. Indeed, in more recent publications (e.g. Weiner, 1980) Weiner uses different terms for these four causes—such as "objective task characteristics" in place of task difficulty and "chance" in place of luck. It has also been notable how psychologists since Weiner have distinguished between stable effort and unstable effort—knowing that, in some circumstances, effort could be seen as a stable cause, especially given the presence of certain words such as "industrious" in the English language.

As is often the case, one person's research spawns great ideas for their followers and a whole new dimension of application is pursued. This is the case with what the Wallston's did.

Locus of control's most famous application has probably been in the area of health psychology, largely thanks to the work of Kenneth Wallston. Scales to measure locus of control in the health domain are reviewed by Furnham and Steele (1993). The most famous of these would be the Health Locus of Control Scale and the Multidimensional Health Locus of Control Scale, or MHL (Wallston, Wallston, & DeVellis, 1976; Wallston, Wallston, Kaplan & Maides, 1976). The latter scale is based on the idea, echoing Levenson's earlier work, that health may be attributed to three possible outcomes: internal factors, such as self-determination of a healthy lifestyle, powerful others, such as one's doctor, or luck.

This set of research leads into another fascinating area of inquiry launched by Susan Kobasa regarding a personality factor known as hardiness. Once again, Wikipedia gives us an easy look at this important information.

**Hardiness (psychological)**, alternatively referred to as psychological hardiness, personality hardiness, or cognitive hardiness in the literature, is a personality style first introduced by Suzanne C. Kobasa in 1979. Kobasa described a pattern of personality

characteristics that distinguished managers and executives who remained healthy under life stress, as compared to those who developed health problems. In the following years, the concept of hardiness concept was further elaborated in a book and a series of research reports by Salvatore Maddi, Kobasa and their graduate students at the University of Chicago.

In the early days of hardiness research, it was usually defined as a personality structure comprising the three related general dispositions of commitment, control, and challenge that functions as a resistance resource in the encounter with stressful conditions. The commitment disposition was defined as a tendency to involve oneself in the activities in life and having a genuine interest in and curiosity about the surrounding world (activities, things, other people). The control disposition was defined as a tendency to believe and act as if one can influence the events taking place around oneself through one's own effort. Finally, the challenge disposition was defined as the belief that change, rather than stability, is the normal mode of life and constitutes motivating opportunities for personal growth rather than threats to security.

Lately, Maddi has characterized hardiness as a combination of three attitudes (commitment, control, and challenge) that together provide the courage and motivation needed to turn stressful circumstances from potential calamities into opportunities for personal growth. While acknowledging the importance of the three core dimensions, Bartone considers hardiness as something more global than mere attitudes. He conceives of hardiness as a broad personality style or generalized mode of functioning that includes cognitive, emotional, and behavioural qualities. This generalized style of functioning, which incorporates commitment, control, and challenge, is believed to affect how one views oneself and interacts with the world around.

Hardiness Resiliency Mechanisms include the following.

Hardiness is often considered an important factor in psychological resilience or an individual-level pathway leading to resilient outcomes. Since 1979, a fairly extensive body of research has accumulated supporting the notion that hardiness has beneficial effects and buffers the detrimental effect of stress on health and performance. Although early studies relied almost exclusively on male business executives, over the years this buffer-effect has been demonstrated in a large variety of occupational groups as well as non-professionals, including military groups, teachers and university staff, firefighters, and students. Still, not every investigation has been able to demonstrate such moderating, or buffering, effects and there is a debate whether the effects of hardiness are interactive or primarily independent of levels of stress.

The manner in which hardiness confers resiliency appears to be a combination of cognitive, behavioural mechanisms, and biophysical processes. Very simplified, as stressful circumstances mount, so does the physical and mental strain on the individual, and if this strain is sufficiently intense and prolonged, breakdowns in health and performance are to be expected. In short, the personality style of hardiness is proposed to have a moderating effect on this process by encouraging effective mental and behavioural coping, building and utilizing social support, and engagement in effective self-care and health practices.

### **Cognitive appraisals**

According to Kobasa, individuals high in hardiness tend to put stressful circumstances into perspective and interpret them in a less threatening manner. As a consequence of these optimistic appraisals, the impact of the stressful events is reduced and they are less likely to negatively affect the health of the individual. Research on self-reported stressors, real-life stressful experiences, and laboratory-induced stress support this claim. For example, two studies used military cadets undergoing stressful training as participants and found that cadets that scored high on hardiness appraised the combat training in less threatening terms, and at the same time viewed themselves as more capable of coping with the training.

### **Behavioural coping**

The coping style most commonly associated with hardiness is that of transformational coping, an optimistic style of coping that transforms stressful events into less stressful ones. At the cognitive level this involves setting the event into a broader perspective in which they do not seem so terrible after all. At the level of action, individuals high in hardiness are believed to react to stressful events by increasing their interaction with them, trying to turn them into an advantage and opportunity for growth, and in the process achieve some greater understanding. In support of this notion, two studies have demonstrated that the effects of hardiness on symptoms of illness were partly mediated through the positive relation of hardiness to presumed beneficial coping styles and the negative relation to presumed harmful styles of coping.

### **Social resources and health-promoting behaviour**

The concept of transformational coping can be extended to also include health-promoting behaviour and recruiting or making adequately use of social resources. One study has shown that in relation to work-environment stress, support from boss but not support from home promoted health among executives high in hardiness. For those executives ranked low in hardiness, support from boss did not promote health and family support worsened their health status. These results were taken to suggest that hardy individuals know what type of support to use in a given situation. Another study also found support for an indirect effect of hardiness through social support on post-traumatic stress symptomatology in veterans of the Vietnam War. Although several studies have found hardiness to be related to making good use of social resources, some studies have also failed to support this idea and rather found that the two concepts made independent contributions to positive health outcomes.





"You wouldn't have a desire for a thing if  
you couldn't achieve it."

**Earl Nightingale**



## SECTION III THE CORE

### BLUEPRINT FOR A SUCCESSFULLY INENTIONAL & INTEGRATED LIFE™

#### RE-EXAMINING THE ASSESSMENTS

##### UNDERSTANDING DYER

##### A PORTRAIT OF YOU AND YOUR LIFE

##### - THE LANGUAGE OF THE HEART

##### JOURNALING EXERCISE

##### - INTIMACY WITH SELF & THEN OTHERS

##### SPEED OF TRUST ASSESSMENT

##### PLAN OF ACTION TOOL

##### - THE DANCE OF BALANCE IN WORK

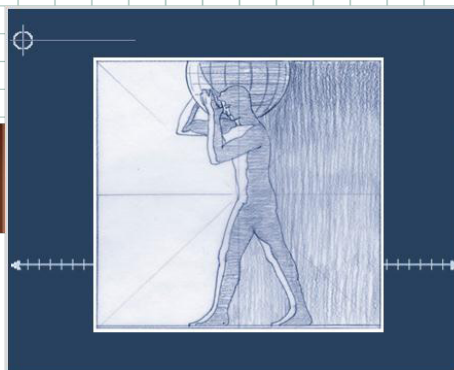
##### CONTINUING WORK LIFE INTEGRATION ASSESSMENT©©

##### PLAN OF ACTION TOOL

##### - ENVISIONING YOUR FISCAL WORLD MINUS FEAR

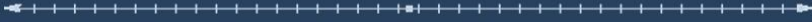
##### YOUR FISCAL COMFORT ZONE ASSESSMENT©©

##### PLAN OF ACTION TOOL





## BLUEPRINT FOR A SUCCESSFULLY INTENTIONAL & INTEGRATED LIFE <sup>TM</sup>



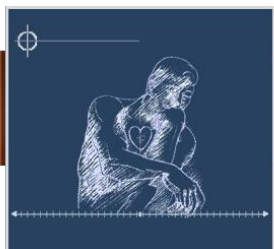
Each time you work through another segment of the book, stop and give yourself time to remember that every bit of this information is contributing to your overall plan. You placing your information onto the Blueprint and filling in the details. You need to consider what it is your life plan looks like in this moment, each and every day.

Are there components of life, of this life experience, that you are either beginning to think about or think about more deeply?

If you were building a house, we'd now be at the stage where the foundation has been poured, the rooms are laid out and timbered, doors and windows are clearly placed, and all the electric and plumbing details are in place. We need to make sure that we like the way it looks and feels as we stand in the middle of the structure.

And is this contributing to your sense of motivation to build this best life yet through a Blueprint?

Do you?



## REEXAMINING THE ASSESSMENTS

The best use of a test is the re-test. Now is the time to retake the assessments you did earlier. Retake them on the same page where you initially did but this time using a different color pencil so you can track any shifts and then use this open space to write your thoughts with respect to any shifts, ideas, frustrations, motivations, inspirations.

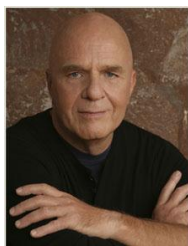
Assessments to review and retake:

Mind Body Integration©

Multidimensional Health Locus of Control©

*You can tell if someone is clever by their answers, you can tell if they are wise by their questions.*

## UNDERSTANDING DYER 1940 - Present



Wayne Dyer is a bit different from the previous theorists introduced. He is a doctoral level counselor, his training is different than that which a psychologist receives. He is globally respected as an expert in understanding people and how they function.

He spent the early part of his career as a professor but has since launched a recognizable business writing about and speaking around the globe about his very educated beliefs about how humans function and what they can hope to achieve in this lifetime.

His perspective and teachings are described as self-development. He is referred to as highly motivational and inspiring. Emerging from his adolescent experience of living in an orphanage, he found his inner strength; he is passionate about guiding others to do the same. His messages are delivered in a calm and quieting manner and always with the obvious intent of helping people find inner peace.

His best work, in my opinion, is **The Power of Intention**, a powerful book that ties together the human psych, and the laws of nature with spiritual philosophy to provide a rich and substantive program for becoming aware and powerful in this lifetime. Amazing work.

The central message from Dyer in his book about intention is that it is simple – get the ego out of the way so that you can realign yourself. The process of realignment means adjusting your belief system so that you are not defined by your material things, the list of your accomplishments, what people think of you, and any self-imposed isolation thinking or guilt about how unconnected you are to every bit of what is life. Honestly, I found this difficult to grasp when I first heard it. Firstly, the idea of needing to place ego to the side seemed odd and even a bit offensive. However, when I stopped for a moment and thought about it clearly, I realized my reaction was defended. Any time we have such a response, we are invited to pause and ask why. I extend that invitation to myself routinely and find it highly productive.

Dyer provides a very helpful technique about how to get into the mindset where it is possible to put ego aside and enter the zone of reception to the idea of intention. He calls it **Holding on to the Trolley Strap**. He relates a story of being a small boy and riding trolley cars with his mother and brothers. Trolley cars, much like some of today's rapid transit trains, have both seats and standing room. When you are left to standing, you can

grab onto either a pole or a strap to maintain your balance. Given that he was only a small child, the option of grabbing the strap was impossible – it was 4 feet up over his head. However, as the trolley would bounce around, he would use his childhood imagination to pretend he was holding the strap, being tall and holding on safely as the trolley would then take him safely to whatever destination he had in mind. He went into great visionary detail along the ride to create a glorious story – distracting himself from whatever sort of uncomfortable feelings he otherwise had as a 3 foot tall kid amongst 5 and 6 foot tall adults being jostled about.

The story has application for him in his adult life and he invites us to participate.

As an adult, he creates that same mental picture of the trolley car and the reach for the strap whenever he wants to invite the mindset of intention. He envisions that strap still hanging high enough that he cannot grasp it but he has to reach, reach far, and envision -- and the trolley is now what he calls the flowing power of intention and he is reaching to grasp what he needs through the strap connected to that power. The imagery is clear as is the power of the connection and the feelings of safety and comfort that it elicits. The vision of the grasp being successful enough to quell anxiety, fear, anger, frustration and place him into the zone of relief and calm.

This is powerful.

Yes, this is a mind game. All of life is a mind game and it is, indeed how we play the game that really matters. I find his imagery works for me and when I utilize it, there is no way to hold onto fear or any of the negatives. Life, in its greatest moments, is always a reach.....a reach for something meaningful in the way of a connection whether that connection is to a person or an event, it is always a reach for a connection.

The additional component of his messaging that I find particularly helpful is that of the completeness of the universe – as we know it and beyond into whatever there is. The idea of any separation between us and whatever created us, call it the universe, spirit, mother nature, science, God -- is simply absent. His writings and his words spoken are about connection and extension. In the same way that we are connected to our mother and father, we are connected to our creator and one another and every living thing. Even if this seems tough to believe, just pause for a moment and invite yourself to entertain the possibility, what do you have at risk in it?

Keep clear in your mind that you are here because you crave your best life.....the best is yet to come, to happen, to unfold -- you are reaching for it. You are reaching for the trolley strap to take you where you intend.

The additional help he extends comes in the manner of four essential steps. These are both psychological and intellectual. Of course!



1. Discipline

If we are going to be connected to others, and invite what we want, we need to be connected to our own self and that requires we are clean, clear, healthy; he recommends we do that by getting into a disciplined routine of taking care of our body to a productive point with regular healthy exercise and clean nontoxic eating.

2. Wisdom

It doesn't just appear with age, it is a matter of practice to gain the ability to focus and allow our self to collect our thoughts and feelings and think about how our body is experiencing that connection. This takes discipline and together, produces wisdom. Wisdom is paced and patient.

3. Love

The combination of discipline and wisdom allows us the opportunity to be tuned in and to recognize what it is that we love and also frees us to believe in the experience of doing what we love and loving what we do. None of this is possible without the clarity gained from wisdom.

4. Surrender

Control is a notion to simply abandon; influence is always possible but the only control possible is that which we exercise in our mind, our own mind. When we operate away from insisting upon control we open the opportunity to reception.

What have you got to lose by trying to adopt this?

A little more about the author and his perspective.

## The Power of Intention

By Valarie Griebel, *Successful Living*

WINTER 2008 | "It's hard for me to call it a law. I never liked laws or rules." Dr. Wayne Dyer, affectionately known as the "father of motivation" by his fans, sits back in his chair, props his bare feet up on the coffee table and shares his unique take on the Law of Attraction. His inviting smile, reassuring blue eyes and relaxed demeanor reflect the warm and loving energy he speaks of so frequently to others.

Dyer has another term for the concept behind the Law of Attraction. He calls it the Power of Intention. His philosophy is pure and simple, "The law of attraction is this: You don't attract what you want. You attract what you are."

"Most people's mistake in trying to apply the law of attraction is they want things; they demand things. But God doesn't work that way," continues Dyer. "It's all about allowing."

Dyer refers to the *Tao Te Ching*, written by Lao Tzu. “He says in there, 2,500 years ago, if you live from these virtues, then all that you could ever need or want could be provided for you.” Dyer excitedly retrieves his personal copy of the book, leans forward and reads the words that touch him so deeply. He explains how virtue is a very important concept in the Law of Attraction.

“This is called the *Hua Hu Ching*, written by Lao Tzu. It’s the unknown teachings of Lao Tzu. Number 51 says, ‘Those who want to know the truth of the universe should practice the four cardinal virtues. The first is reverence for all of life. This manifests as unconditional love and respect for oneself and all other beings. The second is natural sincerity. This manifests as honesty, simplicity and faithfulness. The third is gentleness, which manifests as kindness, consideration for others and sensitivity to spiritual truth. The fourth is supportiveness. This manifests as service to others without expectation of reward.’”

“All great spiritual masters are teaching what we’re talking about,” says Dyer. “They’re teaching forgiveness. They’re teaching kindness. They’re teaching love. They’re not teaching wanting. They’re not teaching greed.”

So the notion of seeking what you want, or think you need, is not what the Power of Intention is all about. “The ego’s mantra is ‘What’s in it for me? How can I get more? I want a BMW in my driveway next Thursday,’” he explains. “All of that is what most spiritual teachers call the false self—the ego.”

According to Dyer, the process of allowing, just being and embracing this heightened level of consciousness, goes back not to attracting what you want, but attracting what you are.

“You have to just be. You have to let go. You have to allow. You have to be free and make this your consciousness.” He continues, “Basically, what you would see is a frequency (of energy) that manifests itself through the process of giving, of allowing, of offering and of serving. It asks nothing back.”

Dyer illustrates the concept of giving without expectations by quoting the great poet Hafiz: “Even after all this time, the sun never says to the earth ‘you owe me.’”

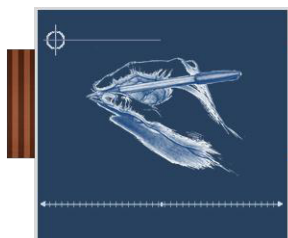
Excitement and energy permeate the room as Dyer finishes his thought, “Just think of what a love like that can do. It lights up the whole world.”

Dr. Wayne Dyer is an internationally renowned author and speaker in the field of self-improvement. He has written more than 30 books—many of which were featured as National Public Television specials—created numerous audio and video programs, and appeared on thousands of television and radio shows.

His new movie, *The Shift*, is available at [HayHouse.com](http://HayHouse.com).

Dr. Dyer’s own story of personal triumph and spiritual awakening will be featured in the next issue of *Successful Living* Magazine.





## A PORTRAIT OF YOU

### AND YOUR LIFE

Your self portrait is a reveal of your self image and your self confidence. As you work through the program herein, you may see shifts happening. Allow them. Just take each one of these exercises as a genuine invitation to look at your self and express it in this manner.

Go ahead, gently hold the pencil and sketch what you think is a representation of you...this is not about being the artist, it is about the expression of self for you to see as it is.



## THE LANGUAGE OF THE HEART

I love the idea – full blown – of thinking about the language of the heart. I am curious to know what runs through your mind when you hear that phrase but since you cannot tell right here and now, I'll share with you my experience.

I didn't know exactly what would come pouring out of me in this work, this book and program. I knew that I had an agenda and it was to share with people the information, at every level I know it, all about finding, touching, empowering, and truly enjoying the strength that lies within each one of us. I outlined the chapters and thought for several months. I then began writing and have been taken aback at what has emerged because even though the writing is a conscious process, it is so straight from the core of me, even I take a look here and take an extra breath. I am particularly moved by how much I see my parents coming forth in what I share but it makes perfect sense. These two people who gave me my life, who raised me, had conceived me in genuine love. I grew being told that and also feeling it deeply. I know how splendid that is. I wish that for every living soul on the planet because it is then that you begin this life journey already knowing something about the language of the heart. The problem however, is that this is not the story for everyone and so love becomes a difficult process because of the lessons already learned about how sustaining it is and how deep it runs and how genuine it is, love needs to be simple and pure and needs to be a lovely exchange between us.

In addition to the parts of my life that I know are happy blessings, I also know about the other things that have taken place in my life which have been difficult – somehow, over the years, I have come to recognize them as blessings as well.....but blessings I would have never invited into my world had I been given a choice.

When I was in my early 20s, my dad had a stroke.....it was awful. It was the first time in my life that I had to come face to face with the notion that my dad was actually mortal, sounds kind of odd to reveal that but we each do some form of that with some person that we love in this world when they are at death's door and it takes our breath away. Here's the story though and how it ties into the language of the heart.

My folks had gone to Mexico for a few weeks to celebrate Valentine's Day. They loved being away together and enjoying time remembering why they found being together such a positive. They had a great time, they were in their early 60s and the photos of the trip were inspiring – my dad was pair sailing and they did beach time and boating and great dining. It looked and sounded like terrific fun. However, just a couple of days after they came home, my dad woke up one morning

and fell to the floor. My mom was in a panic. She surmised that he'd had a stroke of some form...maybe a TIA but it was something to be managed immediately. This event really through her for a loop; the two of them counted on one another in innumerable ways and when he went down, she was lost, shaken, frightened and just overwhelmed. Three days later, she had a stroke – right there at the hospital.

There they were, in adjacent rooms -- it was awful. I thought that this was somehow unique...and although it is unusual, it is not unheard of. Author James Lynch wrote the book entitled *The Language of the Heart and The Broken Heart* and they are fascinating. What he did demonstrates very clearly, through physiological research, the ties we have to one another and the basic physical impact we have on one another in good times and bad. You can walk into a patient's room when they are on a heart monitor and make some very genuine observations if you pay close attention to what happens to their heart rate and rhythm when various people enter the room, when they talk, when they are alone, it tells a story. To be human is to communicate – to talk, listen, and respond to other human beings. The question of interest here is about the impact that dialogue has upon our heart and blood vessels.

James Lynch is a psychologist. He has demonstrated reliably and validly how simple human dialogue – the process of talking and listening to others – dramatically affects the body's entire cardiovascular system, with important consequences for health and well being. The language of the heart is more than just a poetic metaphor for thoughts and feelings we cannot name, it is a medically established reality. What his research also demonstrates is that heart cries out to be heard and attended to....and when that doesn't take place, there are tangible consequences.

We have all had an awareness of this at some level when we experience that global frustration of not feeling heard by people we talk to and not feeling listened to -- it does real damage to our feelings but it goes beyond that . Remember, our mind and body go everywhere together and you cannot do something to one without the other experiencing it as well.

The research that this man did and the way he integrated his findings into what he knew intuitively is exquisite. He reveals things that we all should know and yet somehow do not seem to know. It is that we are so vital in our being and so in need, genuine need, of real love between us and of understanding and appreciating deeply that love. We need to tend to it and treasure it, for our happiness sure but also for our health.

I remember when I was happily married, a friend asked me how I knew that the man I had married was really the right one for me. My reply was that he felt so good next to my heart, and he never gave me a stomach ache, not in any form, not when we were together and not when we were apart. And I loved his voice. I loved climbing into his arms and just being there. His voice, his tone, his pitch, his words, they all soothed me regardless of what I was doing or when. The language of his heart to mine was spot on, it was beautiful. This is what my mom and dad had, that was how I knew about it and we can all have it.

Love and love in our relationships takes such learning. We each are faced with having to learn to deeply love our own *self*. You're finding that to be true here in this series, aren't you? It is a good awareness to have and to embrace because when we do that, when we begin there, we have

something powerful begin to take hold and blossom. You've been reading about the self talk you need to be doing. This is another dimension of the reality that is essential to tune into because when it comes to the core of life – it is about you and how well you deal with you, how much you can love you and be with your own *self*, your own body, your own mind. The people we love the most are those who really love their own self really well, that quality is very attractive. What is not attractive is when people play the role of anything less healthy like the victim or the bully; that is not about loving yourself healthfully and those types of people are very difficult to love and relax with because the language of their heart to ours and to their own *self* is very twisted and unsettling.

In Dr Lynch's work, he raises the question about why it is that people have hypertension it is a disease -- dis ease -- that is in epidemic portions here in the US. We attribute it to many factors. In my work, I teach people Dr Herbert Benson's Relaxation Response because I know full well the benefit of helping people to take time and relax their entire body and mind. Interestingly, however, Lynch finds that it is not just the exercise that is done, it is the voice of the person and what that voice conjures for the listener that makes the most significant impact. The voice of a loved one will be very meaningful if there is goodness in that relationship, at the very core. There is also a way to provide comfort with your voice by the tone, volume, pitch, and passion you impart with it. I've found myself becoming increasingly more aware of my voice and my impact as I work with people, gauging their response to me given how I use my voice.

Lynch and I are in deep agreement that when people have a disease, we need to remember that the word itself – disease – can be broken into two words – dis-ease. It is a level of discomfort. It is vital to tend to discomfort at every level. He asks himself, with every patient, what is it that they cannot express -- what is it that their heart longs to ask for, to say, to obtain. There is a link, many links, between where we are when we are happy and the state of our heart in terms of levity and love and where we are when we get sick and are in a state of dis-ease.

When a baby screams, what do you hear?

Although it can be frustrating, listen to hear what the baby needs. Babies are not manipulative, they are babies and that means innocence, and they cry out of need. Guess what, so do we.

We need to tune into the baby and also one another when there is any form of cry, express of need, any whatsoever.

When I was a teenager, I volunteered as a recreational therapist at Children's Memorial Hospital in Chicago, my home town. It was months before I discovered that I was working on a terminal wing of the hospital. I innocently went there every day and listened and observed and played with the kids, they were sweet, and they were so ill. It was so awful because no matter how sick they were, they always wanted to play. In reflection about those experiences, I look and see the ways in which adults and children can be so far apart from hearing one another. There is no reason for it, we need one another. We get joy and security and love from one another but first we must listen and then talk in ways that mean we are communicating with a knowledge and appreciation of the language of the heart.

What do we do to ensure that ? Everything up to this point herein has been to prepare you to have listened enough to yourself to be able to hear your own needs, that's where it begins. To be gentle and loving enough with your own *self* to make time to fill your needs. From there, to reach out to others, all the others in your world, close and near, intimate and not so much. Listen, really listen, watch faces and nonverbal gestures. Keep your heart open, get out of the way of seeing what is there to view. Listen, watch, and receive. Deliver your love, let it come from within you, from deep within you, it is the strength within you that is love.



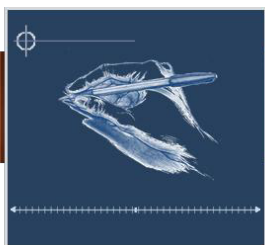
### **Your Self Talk Script**

Sit here now , listen to your own language of the heart. Feel yourself embraced by words as they come from your outer self to the core of you, the real you, the you that is so eager for deep love and respect and appreciation, the real you that would love to trust enough to know you can receive every bit of love that you crave, that you desire, that you'd die for. Envision it. See it. Know how gentle it is in one moment and yet at the core, it is strong like nothing else. Love runs deep. Love is the strength within you. Allow it. Breathe. Stay here. Knowing you can allow every portion of love to come from you that there is, and there is a powerful amount, allow it, know your strength.

To view the video: [www.drdebcarlin.com](http://www.drdebcarlin.com)







## JOURNALING EXERCISE

Can you feel the impact of your willfulness?

What does it look like?

Describe your own intentionality here and write what your desire i.e., your intention for your life is.

What is the language of your heart is?

How do you speak it and when?



## INTIMACY WITH SELF AND OTHERS

What is intimacy? What comes to your mind, right to the forefront?

For me, it means being completely naked – loving, loving in every physical, emotional, and psychological sense.

I love that imagery and also love the experience but that scene is actually sometimes easier to achieve than any deep and meaningful conversation is on the back side of that experience. Have you found that to be true? Yea, of course you have, because just like everything else here, that too is part of the human condition. It's strange and awful and it takes a whole new kind of awareness to get from one kind of intimacy to another and from what we have with our own self to what we have with another. Vulnerability is at the core of the fear.

In the 1960s and 70s, a group of women wrote a book entitled *Our Bodies, Our Selves*. It was revolutionary. And wow – what an eye opener back then. This book, which was about an inch thick, told women everything they didn't know and often didn't even want to know about their anatomy and physiology -- *everything*. They went so far as to have women get hand mirrors and position themselves for self exploration. I thought it was both odd and also fascinating. When you think about it, why should anyone know your body better than you do? How can you possibly live in your own body and not know every part of it ? Well, you can but why wouldn't you want to know what is yours? If you feel uncomfortable with it, how will you ever be comfortable with anyone else knowing it whether it is a healthcare provider or a lover? The simple truth is that you won't feel comfortable – ever. That sort of discomfort, dis-ease, leads to a divorce from a portion of your *self* and that means a distance for you between you and the intimacy of you. This is a basic set up for a health compromise. It is a position of jeopardy for you, for any one of us who puts anything between us and our *self*. This is a fun little play on words here but I am serious and this is not gross or unhealthy or weird it is just about you. And you can keep it very private but just think about how you know your own self.

Do you run from your thoughts or do you engage them? Do you *self* talk.....? Do you know your body and why it feels the things that it does or do you ignore your symptoms, your experiences and run to someone else to tell you what is going on but only when you get really frightened ? Can you imagine what life could be like if you knew you better than anyone else did ? And if you knew your own *self* that well, how much better could you know another and be connected to them ?

Intimacy with the *self* is the place to begin to further your awareness of being close to you and then others. There is also that passionate man to woman intimacy but that is not the only type of intimacy that there is to know. I also think of intimacy in ways that are less intense and vulnerable than that initial image because intimacy can take place in every relationship that has any degree of depth to it. You just don't take your clothes off and become sexual about it but there is that level of vulnerable, that special degree, that element of close that occurs when we go deep to deep -- as I have mentioned in earlier.

There are some wonderful people writing great stuff about essential conversation, meaningful dialogue, going deep to deep.....and it all hits me as on target with what we each need to do. The process and the details of what it all means can be explained in a whole number of ways but, at the center of it, there is a reveal....there is genuine.....the game face is off.....the agenda is about sincere...it is pure....it is about being emotionally available as well as being psychologically available....to another.....and the desired outcome is – knowing.....knowing the other person and knowing your own *self* that much better because of the connection and what is illuminated as a result. It is a way of being nude with your clothing on your body.....but being respectfully naked to truth.....and what is honest.....

This is important because we all see. We see what it is that is there, that is present, that just is. We know it because all matter takes space. Whether it is physical space or psychological space or emotional space or intuitive space, it is there taking space. When we have conversations where the truth is not spoken, it is frustrating. If we have weak self esteem, we feel doubt about our perceptions even though we know somewhere inside of our own *self* that we should not have that doubt. If we are of strong self worth, we just get agitated and find fault with the other person, for not being honest or we create a story to take them off the hook of accountability. In either case, it is not satisfying. We crave being honest with one another and not having that be injurious.

I remember when I was in high school, there was a turnaround dance. The girls were to ask the boys on a date for the dance – in that era, it was a big deal to ask a guy out on a date. I had a boy who was sort of my boyfriend. I wanted to ask him and he knew it. I knew, sort of, that he would say yes but the asking was like me jumping off the Hoover Dam with a bungee cord on -- not interested in the risk or even attempting it. I remember being with him at a sports event at the school and he kept leading the conversation to make it easy for me to ask him...and I kept on dodging it. I felt like an idiot for playing the game but I felt awkward. He finally looked at me and got direct – Debbie, do you want to ask me to the dance? You know I will say yes.

Thank goodness he was more capable of intimacy and courage at that moment than I was or it wouldn't have happened.

That evening taught me a lesson – I didn't want to feel myself in that position again of wanting something but feeling me standing in the way of it happening, standing in your own way – what a concept!

We do it all the time, don't we? We do it with our lovers when we crave something physically, we do it with our partners when we want them to behave in a different manner but cannot find a way to let them know easily. We do with our bosses, employees, co-workers, all those performance

reviews that take place every day across the nation – is anyone out there doing them really well? Does anybody actually enjoy them? They are painful!

Why?

The why of it is that we hide so much stuff from our own self that we feel like we need to bury our self in front of anyone else, it's awful. Even when people do that 360 evaluation, there is fear and trepidation because we get fearful about what we might end up being told.

In my career as a psychologist, wherever it is that I am working -- a home, a hospital, a school, an office. My clients pay me to be honest, to look at the situation they are in with my professional training and say what it is that I see taking place, including how I see them in the midst of it. That night from high school stays with me. Funny as that may seem but I need to summon my courage all the time...I seek my inner strength daily. I need to know me well enough to be able to count on my self to assess what I observe and then to share the seeing with who wants to know what that viewable is. It always sounds weird to me when I describe this but people consistently seem to understand what I am talking about that is because it is a scene we all know and, it too, is part of the human condition.

I need to tap my inner strength to do the work I do because it is the right thing but I used to get afraid some of the time because I am trying to be helpful – I don't want to injure anyone in any manner. I am also billing my clients; I don't want them angry at me because of the news I deliver. It has taken a lot of inner work to be intimately comfortable with my own self to be able to arrive at the place where I can guide others to trust me to take them on the journey of seeing, of hearing, of listening, of then speaking so we can go deep to deep with one another, get vulnerable, take the risk and allow what will be to happen, to unfold -- whatever it is , it will be honest and we will deal with it.

My life is better since I began to live it this way. I've sought people to help me learn it, to guide me, to teach me, it has been vital. It is for you as well.

And when my dad died, it was really vital. As I stood there with my mom, .holding her up to face what was happening, she knew her self well enough to know what was coming and how to release my dad from their earthly intimate connection back to his intimate connection with his self so he could transition into whatever that space is that we go into when we die.

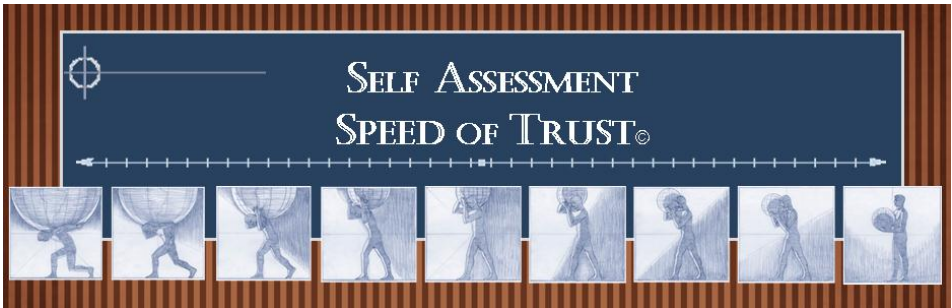
It scared me. I hated it but I did it again when my mom was dying and it is important to do, to be able to do, for those we love and then for our own self when it becomes our time. I cannot make the plea her any stronger than to say to you that it is my heart's desire, my passion to help you feel like you can be so delightfully intimate with your *self* that you will find great joy in it and will then be so much more able and capable with another. This is – your life, this is – it.



Stay here. Envision you in every splendid way, with your every dream being realized and embraced. Know that you know every portion of you and it is beauty filled. No other person can take that knowing away from you or cause you to question it because you know you, you love you and they will love you, if they are worthy of you but you will be discerning, you will make good judgments because you want peace and happiness and fulfillment, it will be yours.

This is all leading you into having depth in your life as never before.

To view the video: [www.drdebcarlin.com](http://www.drdebcarlin.com)



Stephen Covey tells us that it is the speed of trust that changes everything. Trust issues affect everyone – everywhere....at home, at work, all around the globe. Trust means confidence and you know it when you feel it. When you have trust in someone, you have confidence in their abilities, their values, their judgments, their abilities, and their loyalty. Every bit of trust impacts the core of a relationship. Without trust, nothing gets done. When trust is high, things happen fast and effectively.

Let's take a read on trust right now. Well use Covey's tools from his book – The Speed of Trust.

Think of a person you have a high level of trust in, it is a high trust relationship.

Who is that person?

Describe the relationship.

What's it like?

How does it feel?

How well do you communicate?

How quickly can you get things done with one another?

How much do you enjoy this relationship?

Who is responsible for this relationship? And how is it maintained?

Now think of a person you have a low level of trust in, it is a low/no trust relationship.

Who is that person?

Describe the relationship.

What's it like?

How does it feel?

How well do you communicate?

How quickly can you get things done with one another?

How much do you enjoy this relationship?

Who is responsible for this relationship? And how is it maintained?

The difference between high and low trust relationships is enormous.

You can't have success without trust. The word trust embodies almost everything you can strive for that will help you to succeed. You tell me any human relationship that works without trust, whether it is a marriage or a friendship or a social interaction; in the long run, the same thing is true about business....

### **The Economics of Trust – it is a simple formula**

Trust always affects two outcomes -- speed and cost. When trust goes down, speed will also go down and costs will go up.

$\downarrow \text{Trust} = \downarrow \text{Speed} \quad \uparrow \text{Cost}$

$\uparrow \text{Trust} = \uparrow \text{Speed} \quad \downarrow \text{Cost}$

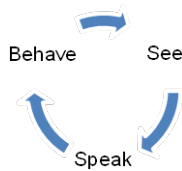
Think here for a moment, what happens when a marriage breaks up...?

How about a business relationship that ends badly?

Things fall apart when trust is lost and everything takes longer to accomplish.....as a result.



1. Obtain The Speed of Trust by Stephen Covey
2. Establish 4 Cores of Credibility:
  - Integrity – walk your talk, be congruent
  - Intent – have your motives clear, honorable, straightforward win/win
  - Capabilities – hone your abilities, be 100% credible
  - Results – get the right things done
3. Adopt the 5 waves of Trust:
  - Self Trust – have self confidence, set high goals, keep them
  - Relationship Trust – establish trust accounts with consistent behavior
  - Organizational Trust – focus on credible alignment, be directionally on
  - Market Trust – allow your reputation to be trusted and be trusting
  - Societal Trust – give back, be charitable, inspire
4. Dedicate yourself to taking action in a more deeply committed manner to create change, to inspire trust



The way in which we see things, speak about them, and behave either inspires or destroys trust.



## CONTINUING THE DANCE: OF BALANCE & WORK

Whether you the heir to a fortune or you are a person who needs to find ways to produce income to support your life, we all need to find a balance inside of our head and our heart so that our work life is balanced. When I say balanced, I mean that whatever is it we do, meets our criteria for being congruent with our being, our entire self. Congruency is an issue for us, it is a part of the human condition, it is about consistency within. When we are out of sync with who we are, with what we see our self as being, with what it is we see our self as doing, we are incongruent and that means out of alignment and out of the experience of comfortable and balanced.

Research indicates clearly that it takes more than money being paid to us for a job in order for most of us to feel good about the job we do, we actually crave some intrinsic value, we want to feel good about what the actual work is that we accomplish. For these reasons, it is vital for us to place our mind and our hearts into the direction of knowing our life purpose, feeling like we understand what it is that we are here in this life to accomplish. At times, this can feel impossible and at others, it will become crystal clear. So what's the difference

The ideas that you've been hearing about and learning within this series, have had a lot of core focus on your inner chatter, your *self* talk. Think now about what it is that you say to your *self* about the work that you do, the way in which you spend each day, the routine you have established to earn money to have your life afford you the basics and beyond. Are you feeling a sense of genuine pleasure and pride about what it is that you do and who it is that your work makes you feel that you are? Do you like the title that you have?

When you ask your *self* -- what business are you in? What do you hear your *self* saying in response? Stop here and contemplate for a moment about what you say and the feelings and the thoughts that your words generate. This is really important, even if what you say is -- I just don't know.

Recall my conversations to you earlier about the investment of time we each make in our work life and the positive correlation that medical data reveals indicating that most heart attacks occur on Monday mornings. There is another correlation and it relates to the

reality that when we put our self into a position of doing things that are inconsistent with who we are and what we actually want to do, we suffer, we suffer greatly and we suffer to the point of ill health and even to the point of bringing our life to an early end. No exaggeration here, that's why this topic is so important for us to pay attention to....close attention, compassionate attention.

Do you enjoy what you do? Are you utilizing your talents? Your favorite talents? If the response is yes, the question becomes – are you where you want to be in using your skill set and are you reaching your true potential where you are currently? Are people encouraging you? Are you feeling satisfied? And if your answer was no, the question becomes – are you willing to do whatever it takes to step out the misery and save your own life and do it *now*?

I've worked in hospital settings, and in hospice care and have never heard anyone tell me as they entered the time of having their life close down, that they wished they had spent more of their time at their work. I have watched express regret about the time they wasted doing the wrong work and that's heart breaking because when you are out of time, there are no options for redoing your life.

How do you arrive at knowing if your life is on course, if you are living your life purpose and are in balance, doing the healthy dance of living your private existence and thriving in your work life? The answer lies deep within you and the self talk you've been guided to participate in takes you on the journey to knowing your *self* by tuning in and listening, really feeling as you hear your thoughts. If you have shyed away from hearing your *self*, the solution is to tune in now, here, today, in this moment, and to pay close attention to what you think.

When I was in my 20s and trying to find my life course, I knew I either wanted to be a physician or a chef or a psychologist. I examined the curriculum for each path of training, I looked at the lifestyle for each, I studied the money you could earn within each, and I looked for role models in each profession. I didn't care for the curriculum and the schedule of becoming a physician, and I felt a desire to do something more intense than being a chef, something that would change people's mind and their hearts. That craving made it clear to me that I needed to become a psychologist. And yet, even in the course of my training and my work, my role has shifted many times with regard to what it is that I do exactly, in this line of work. It shifts as I pay close attention to what is happening to me as I do certain aspects of my work and there are things I just don't feel satisfied doing. Over the past couple of years, I have felt something inside of me percolating and wanting to bust loose and grow big. It is my desire to reach more people and impact more lives than I have previously. It seems to me that what it is that I do has meaning....and I want to help more people receive what it is I deliver, that is how this book was born.

I looked around at what had happened in my life and the ways in which I had created a business that allowed me to take time for my personal needs whenever it was truly important to me. That freedom caused me to become more sensitive to what I observe in others and their life choices. So many people feel stuck in their jobs and feel like they have no choices but to stay stuck. I disagree -- life is never about keeping you stuck but it is about inviting you to interpret that which life presents to you and being stuck, in my opinion, is an opportunity to twist and shout! Yea, twist in your discomfort and shout out with glee that you're bustin' loose! And don't think you can get away with saying that you are too old to change -- never. If you are up and breathing, it is time -- now.

About a year ago, I had a gal ask me if could refer her to someone who could help her son rewrite his resume. I'm very particular who I do referrals to and I volunteered to take a glance myself and also interview her son so I could determine a best match for him. During the course of the conversation, I was struck with his attitude, his responses because they made it clear to me that it was not his resume that was making it tough for him to get a new job, it was his level of incongruence with what his work experience had been that was in the way. This is a young man in his late 30s and he had been in the retail business for several years -- he hated it. Hated the holiday work time, hated the corporate structure and the hierarchy of bosses and games played to get profits to increase, it just made him mad. However, he didn't know what else to do and so he remained there, stuck in a career that caused him a lot of angst. He burrowed in and over the years, shut himself off from his inner voices, the ones that told him something was very wrong and what little volume did get through, he misinterpreted because he was not paying close enough attention and he came to believe that what was wrong was him, not the job. He felt awful about himself. He spent more than a decade in depression just sort of floating through the days, which became months and then years what a waste.

As I recognized what it was that had been taking place, I invited him to consider exploring his talents by thinking about what he really enjoys spending his time doing. This was tough at first because he had turned away from pleasure seeking because it made him more aware of his discontent but he allowed me to guide the process and we discovered that what he did find satisfying in retail was the opportunity to help people find the stuff they were looking for. Excellent! I had him take a few online surveys, ones available to anybody on the Internet, to examine his vocational interests -- just Google vocational interests and you can do the same. I then engaged him in the deep to deep conversations about what he enjoyed and got a sense of how he viewed himself and took that information and looked for careers where his personality would be a good fit and where the marketplace appeared secure so he could enter into something that would produce a respectable income. Within about a month's time, we knew he was a perfect candidate to become an information specialist, a professional librarian. We began exploring the training, had him apply to the academic program he'd need to get through, and he is now on his way -- happily. Along the path, he was scared and very self-conscious about being

close to 40 and feeling like an idiot because he hadn't figured his life out. My response to that is to ignore your ego in that moment and get going on making things right. He is....and it is amazing and delightful to witness.

There are many more stories to share that are similar but the point is that it is not ever too late to shift gears with respect to how you earn money and how you spend your time, you just have to envision what you want, how you want to spend your days, what you receive satisfaction from doing, and how you'd like to make it happen. By the way, if you have a life partner, a spouse, kids, a family to take care of, I understand that this may sound out of reach for you, but out of reach simply means that you need to find the tools to help you make that reach happen, do it, do whatever it takes to find inner peace and joy, nothing in this world is worth getting between you and what is good and right for you to know your life purpose and do your good life work as a contribution to the world and to you self.

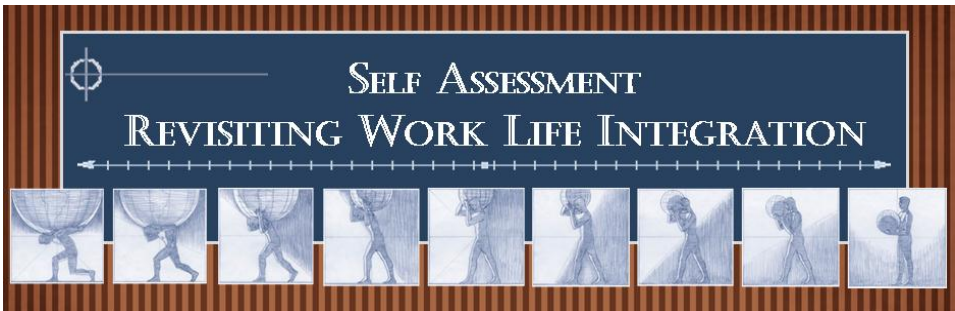


### **Your Self Talk Script**

Sit quietly. Breathe in. Allow your self to envision what it is that you do now for a living, for your work, how it is that produce income? Stay here with it and attend to what the feelings are inside of you no matter what they are. Just hang in here with this, and allow it. As you are here, right now, is this what you want ? Or do you crave something else? Is there another picture of you coming into view? Can you see your self in some glorious light of happiness and fulfillment? Can you feel your self in a position where your life makes rich sense and you feel a satisfaction you have been craving? Pay close attention to this and extend compassion and patience to your self. You can make anything happen. Reach down into your core and feel the strength within you, it is there, it is your self love, it is your dedication to who it is that you want to be. Allow it. You can find it and obtain it. Keep what it is in your mind's eye, and know that where your thoughts go, your energy flows.

Breathe, relax, envision, commit, it'll unfold, if you allow it.

To view the video: [www.drdebcarlin.com](http://www.drdebcarlin.com)



This should look familiar to you – you’ve worked through this same notion earlier. You’re invited to re-visit it again here because this is a tough, recurring theme.

Business is very personal. We take it to heart when we get hired, fired, evaluated, when we get included or excluded from a meeting, a team, an event, or a decision. There is nothing about business that is not personal. Period.

This works both ways – we are each a whole person. We take our head and our heart along with us wherever we travel to. If there is trouble at home, it spills over into the workplace and everybody knows it. Try to cover it up and people talk about your weird behavior. If you become ill, you are sick both at home and at work. Where we go, our stuff follows.

The opening question for you here is – how well integrated are you between your personal and work life?

Think about your answer as you reply to the questions that follow.

Answer honestly.....if you don't, then this is just a silly game that is a waste of time, especially yours.

1 = not at all    9 = all the way

1. I am an integrationist between my work and personal life.

1      2      3      4      5      6      7      8      9

2. I am a separatist between my work and personal life.

1      2      3      4      5      6      7      8      9

3. I am completely functional, no awkwardness at all in the way I deal with personal and work life.

1      2      3      4      5      6      7      8      9

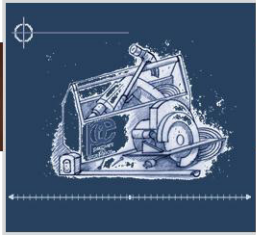
4. I am confident the people in my work life would agree with my assessment.

1   2   3      4      5      6      7      8      9

5. I am confident that the people in my personal life would agree with my assessment.

1      2      3      4      5      6      7      8      9





## PLAN OF ACTION TOOL WHERE ARE YOU ?

Look at the pictures below. Pretend the picture symbolizes you.  
Visualize what parts of you are where i.e.,  
what parts are at you're your work life  
and what parts of you are at your personal life  
and what parts of you are integrated into both?

Use color to help you see this clearly – use the colored pencils and just point to or circle the various parts. One color is for work like and one color is for personal life. If colors overlap, ok.....this is simply your own representation of your inner perceptions.

Take a moment and think about what you just created in the way of a visual for yourself.

Is it the best you?    Yes    No

In order to really know what the best you is and can be, you need to be overtly aware of your values and your rules. List here what your values and rules are.





## PLAN OF ACTION TOOL WHAT'S IMPORTANT?

Your values and rules are closely tied to your passions. Getting a clear and tangible picture of your passions is essential because our passions drive us. Fill the categories below.

What I love

(What I must absolutely have in my life)

What I hate

(What I won't stand for in my life)

What excites and drives me

(What I am most passionate about)

What I am committed to

(The results I must achieve)

As you look at what you have listed and also looked at how you colored the picture of yourself and the ways you have identified the parts of you that are invested in your personal life and your life, think of how you need improvement in both and list them. Just start with 5 in each.

Personal areas of improvement

- 1.
- 2.
- 3.
- 4.
- 5.

Professional areas of improvement

- 1.
- 2.
- 3.
- 4.
- 5.

Now look at what it is you have more to write about, your personal or your work life...  
Or are they 50 - 50?



## DURABLE INFORMATION TO SUPPORT YOUR PLAN OF ACTION

“SUCCESS WITHOUT FULFILLMENT IS FAILURE.”

Tony Robbins

When you examine your values and your passions, what you love and cannot live without, you must see that you are willing to commit time and energy there.

You want an extraordinary life!

The quality of your life is equal to the power of your focus.

Whether you love him or you don't know him, Tony Robbins is the world's authority on success and life mastery; he's been reaching for it for more than 40 years and has been teaching it and talking about it for more than 30 of them. His core pitch is on our focus. I've heard him say – “Focus is the ultimate power that can change the way we think, the way we feel, and what we do in any moment. When we change our focus, we change our lives. What we focus on determines the direction in which we move.” True and basic social psychology.

You must learn to control your focus. You cannot do this unless you know your *self* well enough to identify what is important and how it all works together to make your life experience whole. You need to take the time for your *self* in order to make this happen.

You can argue that time is many things and you can go on a scientific or philosophical bender. What it boils down to is that time involves emotion, it is completely influenced by our feelings; it is a way of looking at life that provides an emotional state.

Think about it.

The clock will tell you actual time but how you feel will give you a whole other experience of that same frame of time. A minute can feel like an eternity when you're stressed or you are not fulfilled but when you love what you are doing, and you're thoroughly engaged into it, time flies on by and seems to not even be a factor, like it doesn't exist.

**AN EXTRAORDINARY LIFE IS ONE THAT KEEPS YOU CONSISTENTLY FULFILLED**

This is important. A life worth living is a life that has engaged and occupied the mind and the heart, it is a life that captures your attention and your focus so that no matter what the

stress is, you find your *self* and you command the time for you to grab hold -- of you, your mind, and your physiological state. You never lose sight of the fact that your values are intact and you have rules, passions, and motivations that cannot be compromised.

You need a plan for your life that provides balance so all the areas of your life work together in harmony.

We begin with awareness and follow with focus, thus the previous pages.

Without a plan, we increase the experience of:

Fear & anxiety.....

because we know something is out of sync and we've not grabbed hold of it

Momentary pleasure.....because we're looking to relieve the fear and anxiety

Both are equally harmful because both can be seductive enough to distract us and cause us to lose focus on our values and commitments. Think about the ways in which you've experienced both – to your detriment.

Awareness, focus, and a plan guide us to fulfillment, an extraordinary life experience.

Yes, you read this same segment earlier.....did it feel different here?



## ENVISIONING YOUR FISCAL WORLD MINUS FEAR

It's been my experience that although people talk about being short of cash, there is just as much fear, and sometimes even more fear around having cash and meeting with financial success. Money is a funny reality, it is not just paper and coin, it is ego. It is about value and self worth and self perception and placement in society and impressions about what having a certain amount of money means with respect to where you live and where you spend time and who you spend time with and how accepted you are into a circle of people or how rejected you are, there is a lot of emotion wrapped up around money.

I grew up completely clueless about money. All I knew was that there was stuff, good stuff, all around me. A solid house, all the creature comforts, new cars, reliable cars, clothing, good schools, great social activities, fun vacations. I didn't have a grasp about how it all happened. When I was a youthful smart alecky adolescent, I left home prematurely, rented an apartment – sublet, actually, and began a course of my life which was quite illuminating and really hideous. When the landlord, about 2 months into the renting, realized that two young girls had sublet the place from his tenant and of course we had not paid the rent -- what do you mean pay the rent? He came over for a visit. We were really insulted at his behavior and decision to evict us. I was equally appalled with the utility companies when our services were discontinued because we had not paid bills. I promptly made telephone calls to them announcing who I was and informing them that my parents had been long time customers, good customers -- didn't they realize who I was. It's embarrassing to recall my ignorance and also my arrogance, but it is true information and I had to learn from it. It, by the way, took me decades to learn how to be reasonable and handle money and pay bills and think about investing cash and being smart. It has taken even longer to realize the junk thinking I had about money and how to obtain it, retain it, and sustain it -- plus grow it.

America is producing people now who are in even worse condition psychologically about money. We have an entitlement attitude amongst our citizens that makes me look less foolish from my youthful journey. What's that about?

Although I have a variety of political opinions about this topic, the core focus here is about how it is that you can envision your fiscal world, your finances, your money, minus fears, it's important. Money is merely a thing that shifts hands – sometimes a lot and sometimes infrequently. The problem for too many people is that it shifts hands too frequently, they get money and rapidly need to disperse it and the complaint is often that there is an imbalance in the incoming and outgoing. I understand.

However, what I have come to know from working with people who are poverty stricken and people who enjoy great wealth is that there are fundamental mind set differences, it extends way beyond knowing how to work to make money, it has a whole lot to do with attitude. The very phrase poverty stricken is telling. A man I knew very well who had grown up in poverty espoused hating poverty and as a result, he hung onto every meager amount of money he created. Each payment he received from clients was swiftly placed into a bank account, he would add up his deposits daily, he would keep a running record across the day of what he was earning and what his expenses were. He was so tightly focused on the details that he was looking at things in a microscope and missing the bigger picture. He saw only one way to produce revenues for himself and he was so dependent upon his client base for payments to keep his bills current, he refused to do anything that might upset them and cause them to look for another provider of his service. As a result of this, he didn't raise his rates for more than a decade at a time and then only made meager increases. He lived on edge all the time, nervous about the money, he lives like a pauper.

No doubt you are familiar with the current terminology about abundance. Abundance thinking -- there have been a flurry of books written about the subject and just as many programs created about it. Some of them are great and others are a bit frivolous, frivolous because they miss the point about really understanding the essence of abundance theory.

Abundance theory, in simple terms, is essentially about trusting that you will find what you need because the world has plenty of everything available, always. Throughout history, however, we witness things of value being scarce -- when things of value become scarce, human beings adopt a preservation mode of thinking where we want to hang onto whatever it is we think we need to have just in case it is hard to come by the next time. This kind of thinking leads us to ration and hoard. The reality about scarcity is not about a lack of something in existence but it is about finding a way to obtain what is there. Although there was a Great Depression in America in the last Century, not everyone experienced the depletion -- people who lived in the urban areas and who worked from companies that were failing had a very different experience from family farmers who produced their own foods and supplies and weren't dependent upon a paycheck to eat.....abundance is about scarcity and demand and availability and also about creativity. There are simple models of it and then also very complex ones -- economists have had fun with this topic.

As Described in Wikipedia, the following model, which is a favorite of mine makes the theory of abundance sensible. Sensible over trendy is what I aim for.

The **Heckscher–Ohlin model (H–O model)** is a general equilibrium mathematical model of international trade, developed by Eli Heckscher and Bertil Ohlin at the Stockholm School of Economics. It builds on David Ricardo's theory of comparative advantage by predicting patterns of commerce and production based on the factor endowments of a trading region. The model essentially says that countries will export products that use their abundant and cheap factor(s) of production and import products that use the countries' scarce factor(s). At this level of functioning, it is about a political and economic game.....people who are the consumers simply get caught in the game.

At this stage in our culture, gasoline prices fluctuate greatly. Is there a scarcity of fuel.....? Although you can argue on either side, the tangible fact is that there is an abundance of fuel but there is a tight fist holding the spicket to ensure that demand remains high and that prices remain

high as well. Gas prices for automobiles generally increases during the summer when it is well known that Americans like to get into their autos and travel – this has fuel producers happy as they anticipate being able to gouge the drivers because they will be demanding a substance they need for their pleasure experience. Most of the time, this tactic works....however times are shifting a bit and people are deciding to experience staycations as a result of not wanting to live in a scarcity mode but would prefer to experience abundance by entering into a new mind set – let's not run to another part of the country to see that is there, let's enjoy what we have here, there is so much. Some people even wonder why they see things now that were unnoted previously.

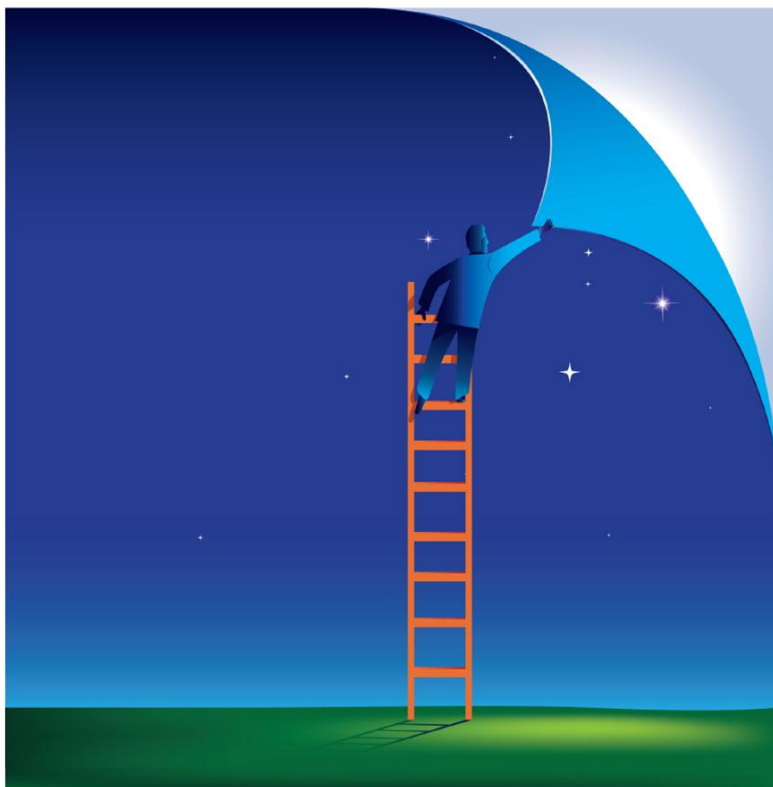
When, for whatever reason, we have to turn our attentions to appreciation of what is actually here, we see more of it.

I look out into the world and see a need for everything I offer. I see an endless supply of people eager to live a better life and hear from a person like me what my stories are and what my tactics are for creating an existence that produces happiness, wellbeing, satisfaction. I see shifting from one format to another as freeing me to explore, not limiting me. I envision money as a fair trade for what I offer and that line of thinking all hangs together to produce what it is I need and crave.

There is an element of this which feels esoteric -- that's okay because so much of life is that way. We simply need to sit in the middle of it and allow it to sink into our thoughts and into our perceptions.

The other most important aspect of money is self worth. Do you feel like you would be out of place in your current world if you had a lot of money? I've often heard people chide those who have money – asserting commentary about how snooty people are, how arrogant, how uppity. This is perception gone awry because that attitudinal observation can be made in any class level in our culture. I've heard people talk about how money corrupts people. It's not the money, it is the attitude with which you handle it. This is all of why it is vital for each one of us to do our self talk and be congruent with our core self. We need to work to remain grounded and clear about our values and integrity.

In order to have our fiscal affairs in order, we need to be clear about what financial comfort means to us and what it is that we want from money we obtain, what does it buy us? Are we looking to purchase more things or to rest easy knowing bills are paid or are we eager for extravagance? The knowing will lead you into where it is that you'll become productive.



### **Your Self Talk Script**

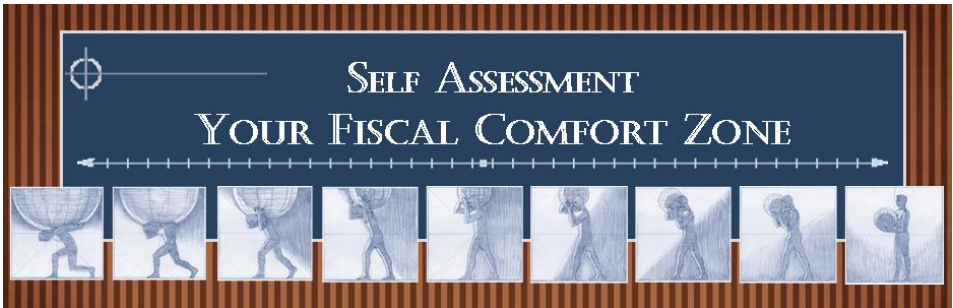
As you are sitting here, attend to what thoughts and feelings have emerged from within you. Examine where you felt easy and where you felt tension.

Do you know how much money you have today? Are your bills paid? Do you have a stash for times when you want to kick back and not have to work to keep things alive? Are you running to keep up on payments for the things you have? Do you envision yourself sitting comfortably and enjoying all of the luxuries in this life, all the things you value, all the things you would love to have, can you do that exercise? And when you do, where is the money factor?

Think deeply here, and breathe, relax, envision, get clear on your thoughts and your feelings and remember to extend kindness and compassion to your self as you encourage your self to focus on that which you crave attainment of. Where your thoughts go, your energy will flow. Be positive, believe in abundant. Know you can have whatever you desire. Have faith. The ladder is your reach, be in the stars, pull back a piece of the sky, it is yours to do with as you wish.

To view the video: [www.drdebcarin.com](http://www.drdebcarin.com)





Money is more than just coin and paper. It means something in terms of our self respect, it influences our self image and overshadows our lifestyle.

Do you know why? Do you know what role money plays not just in your life but in your head?

The opening question for you here is – Is money what you want or is it something else? Think carefully, reply to the questions.

Answer honestly.....if you don't, then this is just a silly game that is a waste of time.....especially yours.

1 = not at all

9 = all the way

1. I have a great, high trust relationship with money.

1      2      3      4      5      6      7      8      9

2. I am able to live my life without worrying about money.

1      2      3      4      5      6      7      8      9

3. I am completely in need of more money all the time.

1      2      3      4      5      6      7      8      9

4. I cannot envision my life where money is genuinely abundant.

1      2      3      4      5      6      7      8      9

5. Having a lot of money means you are greedy and that's ugly.

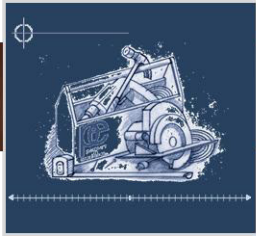
1      2      3      4      5      6      7      8      9

6. If I had more money, I would then be able to be generous.

1      2      3      4      5      6      7      8      9

7. I have a vision of myself all alone if I don't have money.

1      2      3      4      5      6      7      8      9



## PLAN OF ACTION TOOL IT'S MORE THAN CURRENCY

Do you earn your own money or does someone give/gift it to you?

Have you ever made and also lost a lot of money?

How much money do you want to have in your bank account in one year?

What do you want your net worth to be in one year?

What net worth do you need to be in order to feel comfortable?

What net worth do you need to have to feel wealthy?

What is the most amount of money you have ever had at your disposal?

How did it feel?



## PLAN OF ACTION TOOL “THINK & GROW RICH”

Obtain a copy of Think & Grow Rich by Napoleon Hill

Read all 15 chapters and adopt.....he is the most powerful influence globally on money.

1. Thoughts are things
2. Desire
3. Faith
4. Autosuggestion
5. Specialized knowledge
6. Imagination
7. Organized Planning
8. Decision
9. Persistence
10. Power of the master mind
11. The mystery of sex transmutation
12. The subconscious mind
13. The brain
14. The sixth sense
15. The six ghosts of fear

Take the Self-Analysis Questionnaire for Personal Inventory – 28 questions

Get out paper and pencil and calculator monthly, weekly, or daily....and work the math.  
Remember, it is just math, you can control it by your actions.

If you don't have your own money, create a plan to get it.....with passion and integrity.

Remember your values.....write here what it is you want your money relationship to be

Write here what it is that you now see as a potential threat to your financial well-being

Write here what a potential solution might be

Write here what you are willing to do to commit to the plan, the solution for your financial freedom

*"Whatever a man can conceive and believe,  
he can achieve."*

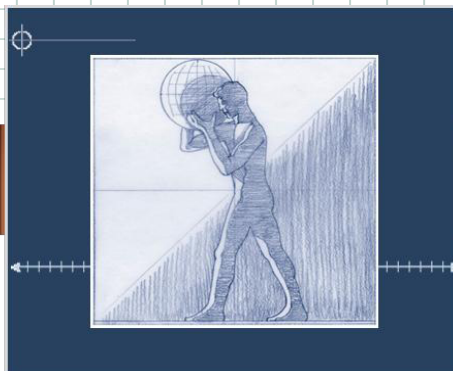
**Napoleon Hill**



## SECTION IV TAKING IT TO THE NEXT LEVEL

### BLUEPRINT FOR A SUCCESSFULLY INTENTIONAL & INTEGRATED LIFE™

- RE-EXAMINING THE ASSESSMENTS
  - UNDERSTANDING PALMER
  - A PORTRAIT OF YOU AND YOUR LIFE
- THE FAITH FACTOR
  - THE FAITH FACTOR ASSESSMENT©
  - PLAN OF ACTION TOOL
- NATURE, TIME, & YOUR CONNECTION TO THE EARTH
  - JOURNALING EXERCISE
- LIFE AS A CYCLE INTENDED, NOT HAPPENSTANCE
  - EXPECTATIONS OF SUCCESS ASSESSMENT©
  - PLAN OF ACTION TOOL
  - MOVEMENT & DESIRE ASSESSMENT©
  - PLAN OF ACTION TOOL
- STRESS MANAGED IS A LIFE WELL LIVED
  - HOLMES & RAHE SCALE OF STRESS
- CREATING A PLAN OF WELLNESS
  - THE PLAN OF INTENTION FOR OUR LIFE









## BLUEPRINT FOR A SUCCESSFULLY INTENTIONAL & INTEGRATED LIFE™



When it is time to take it up a notch, you have to be ready. The question for you here is – are you ready?

We're moving through the pages and taking various looks at the self and allowing time and opportunity to be just flat out *self* focused and it is all good. And how can it possibly be anything less? Your connection to your own life and the you that is living it is essential. The connections that you have to others on this journey are essential.

As you build the structure that is your Blueprint, you need to bear in mind that the inspectors will be looking closely to ensure that everything is in good order, ready for you to inhabit that place and be safe. No matter who you might want to pay off for a clean sweep, there are penalties you cannot escape if you cut corners. We've got the talent, the materials, and the budget is not stingy. We can afford to reach and get the best of everything you want here.

Excellence is a term to embrace. It is what we can feel we are in search of as we stand on the tips of our toes to make something happen -- it is that extra stretch, that additional push, that preparation that we know instinctively will make the entire deal a whole lot better. Take it up over the top here in this segment. Select the colors and the hues you really crave living inside of. Make those window treatments everything you have envisioned and coveted when you've seen them elsewhere. Go ahead and install the rain forest shower, the Jacuzzi, the indoor sauna, the outdoor hot tub, the heated pool, the outdoor kitchen. Just do it and do it with the faith that it is all what it should be.

This is your Blueprint. You are the architect and you run the tradesmen and the design teams. Everybody is eager to hear your intentions. Share your vision and be clear about it. Reach down deep and come out with your very best – this is your life. Map it.





## REEXAMINING THE ASSESSMENTS

The best use of a test is the re-test. Now is the time to retake the assessments you did earlier. Retake them on the same page where you initially did but this time using a different color pencil so you can track any shifts, and then use this open space to write your thoughts with respect to any shifts, ideas, frustrations, motivations, inspirations.

Assessments to review and retake:

Speed of Trust©

Continuing Work Life Integration©

Your Fiscal Comfort Zone©

*You can tell if someone is clever by their answers, you can tell if they are wise by their questions.*



## UNDERSTANDING PALMER 1939 - Present

Parker J. Palmer, born in Chicago, Illinois, he is a well respected author, educator, and activist who focuses on issues in education, community, leadership, government, spirituality, and social change. He earned his doctoral degree in Sociology at the University of California at Berkeley.

One of Parkers best known works is a book entitled *The Courage to Teach*. In it, he makes vividly clear that it is our educators who shape our lives just as essentially as our parents. It is our educators across every portion of our life



span that imprint upon us our sense of worth and self belief about our ability to learn and to embrace the idea of lifelong learning.

As Wikipedia shares with us, Parker is well versed in areas of humanity. He is an important voice for us to hear because of the ways in which he understands society, sociology, humankind, our relation to one another, and our process of learning. His work transcends generations and has impact in the most dynamic ways given his wisdom.

“He is the founder and Senior Partner of the Center for Courage & Renewal, which oversees the “Courage to Teach” program for K-12 educators across the country and parallel programs for people in other professions, including medicine, law, ministry and philanthropy.

He has published a dozen poems, more than one hundred essays and eight books. Palmer’s work has been recognized with ten honorary doctorates, two Distinguished Achievement Awards from the National Educational Press Association, an Award of Excellence from the Associated Church Press, and grants from the Danforth Foundation, the Lilly Endowment and the Fetzer Institute.

In March 1992 he gave a talk at a United Methodist Church on “Faith or Frenzy.” The following is a synopsis: He opened with a comparison between a historical perspective on the contemplative life vs. an active life. In earlier centuries contemplation was the preferred life, one followed by academic or religious scholars. An active life was one of tedious toil where one did not have the time to reflect on a higher plane. Over time that changed. An active life became more prominent as technology progressed and the power associated with it. Man was playing God. A pendulum effect between the two has swung back again as limits to technology have not provided a solution and the lure of a contemplative life and its seclusion has taken hold.

Palmer suggests that a hybrid between the two is the mix where spirituality finds a balance, because “before you can have a spiritual life, you must first have a life,” - a life immersed in the active world. It is a world where one is alone and also part of a community. A spiritual life is not one which flees the world of action. He contends that when one becomes disillusioned by an experience or false value system, that person experiences reality. He believes disillusionment is the journey God takes us on, away from fiction and fantasy toward reality and truth. These experiences can be very painful. Five examples of illusion he covered during the talk are: the world as a battleground, scarcity, I am what I do, only cultivating rewarded talent, and finally that everything must be measurable.

Palmer launched into a discussion of faith as a misunderstood word. Faith is not a set of beliefs we are supposed to sign up for he says. It is instead the courage to face our illusions and allow ourselves to be disillusioned by them. It is the courage to walk through our illusions and dispel them. He states the opposite of faith is not doubt, it is fear - fear of abandoning illusions because of our comfort level with them. For example, not everything is measurable and yet so much of what we do has that yardstick applied to it. Another illusion is “I am what I do .... my worth comes from my functioning. If there is to be any love for us, we must succeed at something.” He says in this example that it is more important to be a “human being” rather than a “human doing.” We are not what we do. We are who we are. The rigors of trying to be faithful involves being faithful to one's gifts, faithful to other's reality, faithful to the larger need in which we are all embedded, faithful to the possibilities inherent in our common life”.

As described in “Between Magic & Logic: An Educator's Compass For Clarity & Renewal” (Carlin & Miller 2004) Parker offers us a pathway to understanding one another with various techniques. His techniques are consistently designed to take us deep and to be genuine. Regardless of our profession,. His words are applicable to any career choice and our personal life at every level.

In his book, “The Courage To Teach”, Parker Palmer writes about how critical it is for each and every educator to recall the passion that initially brought them into the profession of teaching. Regardless of how cynical we may sometimes feel about life or events, we each live in our heart...we want to connect to people and we want to connect to what it is in this life that gives us a sense of purpose. When we feel passion for our vocation, for the job we are doing because it gives meaning to some aspect of life and to our culture, we experience a confidence that exudes from us...it is knowable by us and it is viewable by others. Leaders, good leaders who are effective and have people who look up to them, have passion and they have a vision that they share. As an educator, you can share the vision you have for your people (child and adult alike) as you get to know who they are and what their dreams are.

In the midst of educating, it is important for us to have clarity about this kind of reality because when we don't, our ego can interfere with being able to help another person...fear about being left behind when a student excels beyond us, fear about not being able to make a meaningful difference for our student, fear of revealing ourselves to someone we are in charge of...you can add to the list with what your anticipation of fears for yourself or others might entail.

**Point is that unless we are clear inside of our own self, our competencies are easily shaken; we need to have them firmly grounded by having our feet upon the ground.**

Grounding comes with self-awareness. Your inner landscape is a beautiful place and it needs tending to. With tending, it will flourish and you will reap the benefits.

What does thoughtful tending look like? Parker Palmer was explicit regarding a problematic dynamic of the human condition, which is unfortunately evident in many academic cultures: seemingly, each teacher was “put on earth to advise, fix, and save each other, and whenever an opportunity to do so presents itself, we should seize it!”

How many times has someone come to you with a concern, and your first instinct was to give advice? How many times have you sought to share a concern with others only to be given a quick fix? Our question for you here is how does this kind of dialogue contribute to the important grounding we need to do in order to achieve self-awareness? The answer is that it doesn't. Superficial fixing does not generate a climate of mutual consideration and relational trust, which are two prerequisites for the grounding of self-awareness through collegial support.

Parker Palmer makes a critical and important point by stating what the belief has been for so long in terms of fixing...yet he also shares another approach as a balance. It is one that offers the educator a chance to educate their colleague by helping them think and feel critically about their issue and use selective, community inquiry to seek resolve. He describes a technique used by the Quaker community – clearness meetings.

### Clearness Meetings

Clearness meetings are a way of bringing a group of people together for the benefit of one person in particular. The object of the meeting is to help the person who requests the meeting, obtain a new level of clarity through non-threatening questioning: a process framed by specific guidelines for all the people involved. It is a unique and interesting way of sharing an experience of coming together for some *one* in particular.



The purpose of the clearness meeting is to offer another tool for gazing through the window into the soul -- in a non-threatening way, and in a way that allows the foundational process to move ahead with new kind of confidence. Palmer offers the rationale for such an experience:

“If we want to support each other's inner lives, we must remember a simple truth: the human soul does not want to be fixed, it wants simply to be seen and heard. If we want to see and hear a person's soul, there is another truth we must remember: the soul is like a wild animal -- tough, resilient, and yet



shy. When we go crashing through the woods shouting for it to come out so we can help it, the soul will stay in hiding. But if we are willing to sit quietly and wait for a while, the soul may show itself.”

A model developed by the Quakers many years ago provides the framework for such work. Beginning in the 1660s, it has proven to be a time-honored process that is invitational and respectful, and helps participants—as a community—lay the groundwork for solving problems.

This is not a fix it session, we employ the same touchstones described earlier.

A clearness meeting offers the potential for solutions by insight that can be gained by the use of inquiry. Each person simply asks questions, non-threatening questions, in an effort to help the person of focus think critically and strategically about their stated concern.

Each of us is well aware of the vulnerability that such a meeting can arouse. However, few of us are fortunate enough to have had the setting within which to be a part of such a format. When handled compassionately and with positive and thoughtful intent, it is a very satisfying way to gain insight and build relational trust.

When we conduct the program, we do these kinds of meetings within the context of the program. No one is ever pressed to be the person of focus; as the program designers, we are the initial volunteers and we teach you by modeling this wonderful, Quaker technique.

The work done in the clearness committee has a simple set of guidelines or rules all of which are governed by an overarching principle: *everything done in the context of a clearness meeting is done in strictest confidence*. In fact, double confidence must be followed. This means that at the close of the meeting no one in the group should approach others regarding any aspect of the meeting, be it about content or the group dynamic. *No one* can waiver from these guidelines before or after the actual meeting...not if this approach is to work and be effective.

The rules are simple in design, but require close adherence to their intent. There are 9 rules in all. It is helpful to ask everyone to recall these 9 rules as they gather, sit and prepare to begin the process – reading through these rules is not advised; it can be regarded as offensive and a bit demeaning to people who already understand them and this whole approach is about trust...and trusting one another's abilities and sensitivities.

#### Group membership:

The person seeking clearness (“focus person”) chooses about three – five trusted people. Diversity of the group should be one guideline that is thought through carefully: age, background, gender and so forth. Most of all, the invited need to be people with whom you believe you have relational trust.

#### 1. Focus person preparation:

The focus person is asked to think about his or her issue of concern and be ready to orally present them in a about a five minute or so format in a helpful way to the small group.

2. Group member obligations:

The meeting should last for about 60 to 90 minutes. Clerking is done by everyone in the group; this entails reminding everyone of the rules, closing the meeting on time, monitoring along the way, and making sure the rules are followed. Also, someone (or all) in the group take brief notes, which are given as a gift to the focus person at the close of the meeting.

3. Meeting format:

There is an initial centering silence and the focus person, when ready, may break the silence with a brief summary of the issue at hand. At this time, the committee members may speak -- but under one unchanging rule: the members are forbidden to speak to the focus person in any way except to ask thoughtful questions that are not baited but are sincere. This means the questioner can not try to disguise advice or their own personal agenda in any way...this technique simply doesn't allow room for that; it is a different kind of thoughtfulness and the rules are stringent in order to help facilitate critical thinking and relational trust. *The consistent goal of any clearness meeting is to help advance the focus person towards his or her own inner truth.*

*Centering Silence is simply having someone in the group, anyone, bring the meeting to order by asking for a minutes of collective silence and calming... close eyes, sit for about 3 – 4 minutes and then the same person asks if everyone is ready to begin.*

So what does an open type of sincere question look and sound like? As Palmer describes, "The best single mark of an honest and open question is that the questioner could not possibly anticipate the answer...."

Questions should be framed to help the focus person not the questioner's personal curiosity.

Questions should be brief and to the point and involve feelings as well as facts.

Questioners should trust their gut instinct -- even if it seems obtuse to the task at hand.

*Examples of an open question:*

What color is the course you're now teaching, and what color is the course you'd like to teach?

When you said it was best to leave the committee, can you describe how you hoped it helped the overall process?

*Try to come up with a few examples of your own.*

4. Role of the focus person:

The responses to the questions should be full but not lengthy. Keep in mind that the more questions and subsequent answers the more material the group will have to work with.

The focus person should assume total power regarding limits of the process -- the focus person may choose not to answer a question.

5. Role of the group members:

The process is not a grilling exercise. The pace should be relaxed, gentle, and humane. Silence is more than all right, it is good and should be trusted within the process and may mean that a deep processing is unfolding.

6. Group member disposition:

Everyone must focus on being totally attentive to the focus person and his or her needs: no chitchat, responding to others, joking, or nervous laughter. All are present with their respective attention and care. If the focus is broken, the person who broke the rule needs to be immediately reminded.

7. Closure process:

The meeting should not end early because there are no more questions -- patience evokes deeper questions. With about 20 minutes left, the focus person is asked if he or she would like to suspend the "questions only" format and begin a mirroring process. (Mirroring allows the group to reflect on the focus person's language -- and body language -- to see if a response surfaces.) Mirroring, if allowed, does not necessarily end questions. With 5 minutes left, members of the group should celebrate and affirm the focus person and his or her strengths.

*Mirroring is a simple technique but it requires some practice so the mirroring statements don't sound offensive to the one being mirrored. The most essential way to learn and develop this skill is to practice with friends in an open and overt manner and get feedback. The idea with mirroring in a Clearness Meeting means that the use of inquiry is still employed.*

*Examples of mirroring:*

I noted that when you talked about your discipline program, you were animated and seemed to come alive, did you note that?

Each time the topic of retirement surfaced, your voice pitch intensified, became more emphatic, did you note that?

Try to come up with a few examples of your own.



*Celebrating the focus person's strengths means finding several kind and genuine comments to make about them at the end of the session, not clapping and leaving abruptly. After a session of being vulnerable, it is important to ensure the focus person leaves feeling authentically positive.*

*Examples of celebratory comments:*

Your willingness to engage in this process demonstrates your strong commitment to being courageous.

Your caring responses are a tribute to your sense of professionalism.

Try to come up with a few examples of your own.



8. Meeting outcomes:

Remember, the meeting is not intended to fix anyone; therefore, there should be no sense of "letdown" at the end: *"a good clearness process does not end -- it continues to 'speak' to the focus person in the future.* An underpinning of the process is that all members believe the focus person will gain wisdom through his or her inner teacher.

Perhaps the rationale of the clearness meeting process is best captured by a quote by Simon Weil. The quotation underscores the spiritual dynamic that allows for wisdom to begin its work -- from the inside out.

*Receive into itself the being it is looking at -- just as he or she is, in all his or her truth*

The clearness meetings, if you'll allow them, have the power to help you get clarity in ways that are astounding. You have the competence to engage. You have the competence to be the productive receiver at the meeting. You have the competence to be a productive contributor to the questions for someone else at their meeting.

If you were to call a clearness meeting today, what would the topic be?



Do you know who you would want to invite? And why? It is important to reflect About the people you select and be very clear about what you believe about them. This may sound simplistic but doing so can give you additional resources to understand how to cultivate others into your life and into this experience.



What follows are some thoughtful ways for you to tap into yourself...take the time for yourself and answer privately. You may discover you desire a meeting focused on your request for clarity about something.

Specifics

What is it that you do and know you are good at?



Was that answer in the personal or the professional realm first? Can you answer for both?



What is it that you do and know you are not good at?



Was that answer in the personal or the professional realm first? Can you answer for both?



What is the difference between the person you are and the person you would like to be?



List, in order, the most significant events of your life that have contributed to the person you are today...beginning with “when I was born...”.



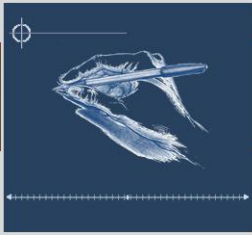
Is that you? If no, why wouldn't it be?



These last few questions tap into your level of confidence and this work is, in part, designed to help you realize, really recognize what you are good at and what you can be good at...all of that comes from knowing of your own self. Once you know yourself, you can be genuine and authentic with your audience whether they are your students, your children, your colleagues or your loved ones and as a result, your relationships will have a relational trust that is full bodied and very rich.

The techniques described here are important to fold into any life plan, any Blueprint, because they are about the core of us. We benefit when we commit to develop the skills that facilitate not only our inner clarity but the manner in which we can become clear with others.





## A PORTRAIT OF YOU

### AND YOUR LIFE

There are certain exercises in life we can never afford to grow tired of. They include routines that are physical, cognitive, psychological, spiritual, social, and emotional and if we crave being whole and being healthy, there is no such thing as skimping on *self* focus. Selfish gets a bad rap – if you don't focus upon your *self*, who will?

Take a another look at who you are and how you are perceiving your *self*. Allow this exercise to be a barometer of how you are feeling, and where it is that you fit into your life, your picture of you and your life.







## THE FAITH FACTOR

I should never wonder, not seriously anyhow, why it is that things happen. No matter what those things are because when I am patient and contemplative, it always turns out that there is a reason of some sort to be discovered, an opportunity to learn something, something useful and important, even when I'd rather not. That's kind of a tough concept for us human beings no matter how highly evolved we become in our consciousness and in our heart, there are events that take place which we object to...they seem wrong and senseless and unfair. We crave fairness. The phrase – that's not fair – must be one of the most frequently used string of words on the planet, and we often use it nearly as much as the statement – I don't want to judge anyone but.

When I was child, I was introduced to religion in a variety of ways. My mother, who was of Polish decent, was raised as a Roman Catholic. My dad, who was of Swedish decent, was raised as a secular humanist, interesting combination. Across the life of the time I had with these two magnificent people, I must have had literally millions of conversations with them about faith, about what they thought, what they believed, what they felt, and what they observed. You'll note that I did not include in that statement – what they knew. The knowing part of faith is almost an oxymoron, for faith and knowing collide, they don't really run together. That's why there is no argument to be had about the topic. It is about belief, not tangible evidence, not really.

So why bother inserting it here in this series...?

The answers to that are numerous, and I hope you find them illuminating for your heart, your mind and your soul because the strength within is all about learning how to outfit that inner part of you to be it's very best, most satisfying and productive -- you.

Although I went through the traditional route of Catholic upbringing, and received the traditional and well timed sacraments of the church as a child, I was also invited by my parents, especially my dad, to explore the religions of the world and make my own informed determinations about who I am and why. I was also invited to explore what I believe and embrace and why, he didn't want for me to inherit my faith, he wanted it to be mine. He wanted me to embrace it and have it be useful to me.

I began by reading, and in those days, there was no Internet or Amazon.com to order from, you got books from the library. I was also sent to various Vacation Bible Study sessions during the summer when I was in grammar school. Let me assure you, I thought that was a contradiction in terms.

I thought vacation was about beach time, not bible stuff. However, my childhood friend, Juanita Deterding and I got hooked into all sorts of things that our mothers, who were one another's closest friend, thought was a good idea. There I went – to a Lutheran Bible Study. I've thought often about what those times revealed to me. Mostly, they taught me songs and introduced me to the concept of being alienated from others by religious identity. When kids found out I was Catholic instead of Lutheran, there was a bit of distance between us and some teasing about the Blessed Virgin Mary that Catholics are known to hold in high esteem and pray to. Thankfully though, these were good kids and we moved on quickly to find ways to simply be children and play together as kids. The lesson however stayed within me.

I recall other scenarios like being in a public grade school, grammar school, and each Wednesday afternoon, the Catholic kids would be called to the front of the room to line up and then march over to the local parish school for our catechism lessons. That was odd too. I always wondered what the other kids in my classroom thought about who we were and where we were going to each week. There was never any discussion about it but as an adult, I am curious as to whether the teacher offered up some form of explanation. And in the 1960's we, of course, stood together in our public school classroom and said the Pledge of Allegiance to the Flag of the United States of America together, and no one ever opted out. Even though we all said together that we believe in God. Life was simple then. I was, essentially, raised in a rather homogeneous community and people didn't make an enormous fuss about religious differences. I don't know that we had any awareness about how it could divide us. Until about the 5<sup>th</sup> grade. In the 5<sup>th</sup> grade, we had Sheri, she had transferred to our school and she was immediately likeable by everyone. We all became friends in the class. Things rolled along just fine until Halloween and she couldn't come to school that day and participate in the holiday, not any holiday, not even birthday parties, and the message I was told from my parents was that it was a part of her family's religious conviction not to. This was stunning to me. It made me feel sad, like what would the God I was raised to believe in object to? It got me thinking.....

At summer camps, through the YMCA, I met and became friends with kids who were Jewish and who lived in the very Jewish shopping district of Chicago. We had all sorts of fun and we talked only a little bit about our religious differences in terms of Christmas and Hanukah. We envied one another's practices but it was not about religion, it was about ceremony and the elements of fun, and gifting. Again, my mind became busy with what all that meant.

In high school, I went to a small private high school. Lovely place. There were good people in charge and I made great friends there in addition to sharing the experience with my childhood friend, Juanita Deterding. You have to know how much I love that name. Can you imagine what fun it was to sing out loud when I was about 7 years old? In that educational experience, our faculty invited us to study the religions of the world and, in our senior year, write a thesis about what our religious convictions were and why. The belief behind the assignment was to have us, during those adolescent years of identity development and awareness, understand why we took on the beliefs we adopted. It was an amazing journey and very revealing. And it was the first time I had ever given heartfelt attention to the reality that we adopt, for the most part, the religion that we are born into, or we just reject it and forgo adopting another. Lots of people take in strong convictions without really examining the merit of them. In fact, there is offense in even suggesting

that it might be wise to. If you are finding yourself offended here, please sit and trust a bit longer and understand that this is about enrichment, not challenge of beliefs.

As the world becomes an ever smaller place, we are bumping up against one another's religious beliefs...and even more, we are colliding with perceptions, and misperceptions.

In college, I went to state universities, again pursuing philosophy and also religious understanding and then also psychology because it all seemed to tie together for me. Alongside history and anthropology, and then sociology and political science, everything about religion and beliefs is about people and region and family history and community. It ties us to who we are in close proximity to and prompts our behavior and our beliefs but the question became for me – does it prompt, influence, motivate, or even inspire our faith?

Faith is a whole other topic, or at least another dimension to the topic and it is often left over to the side -- to the side while we learn the literature and the belief structure for any religion. We study the practices and the routines the ceremony but it is the meaning, the richness, the center of it that I am focused on here, and in my life experience, what it has meant that I can share with others, from the language of the heart.

I've attended different types of houses of worship from temples to churches and outdoor settings which are meditative, in different parts of the United States and in other countries around the world I watch, observe, listen, and ask. I ask people what their faith is...not what religion is, but what their faith is -- what is it to them, what is it that they believe, and how have they come to believe it? I have extended this to those Himalayan yogis way up in the mountains whose faith literally puts them into a position physically to defy what we know as reality, like when they place their body into a small 1 cubic foot box and close the lid without panic or injury. Or they place a sail needle through their arm and play it like a violin but produce no blood, no pain, it is not about their religion but it is about their faith factor, it's weird and amazing stuff.

I've found this to be a very uncomfortable topic for people, overall, in general unless I release them from having to back up what they believe or feel. I invite the conversation to simply be about – belief in terms of faith. What is it that you have faith in?

Do you *know* what it is that you have faith in? What do you know?

When I went through my graduate school experience, I studied at both Saint Louis University, which is a Jesuit organization and also at Washington University, which is a secular organization. The environments were each rich and I made note of the differences they embraced and the practices I observed in both places however, I found faith and also a lack of it even though in both places, and sometimes from the same people, I found convictions, ones that ran deep. Why is that? What is there to become defended about with respect to the topic and what is there to be so nonchalant about? I find people at the extremes but rarely in the middle.

In my readings, I have found a number of authors to be particularly helpful. Wayne Dyer perhaps most of all alongside Paul Pearsall. There is also Herbert Benson and Joan Borysenko and Thomas Moore, and this is really just a few. There is a lot of great literature to review and get meaning from. These people write and speak about the value of faith, not in terms of religion but in terms

of having a belief in something very magnificent and powerful outside of our own self. They refer to the power as God or the Source or Nature or the Universal Influence. It's not about the politics of religion. Sometimes it is hard to get into a conversation about faith because of all those other factors but for here and right now, I invite you to simply let loose of that. Keep whatever convictions you own but walk here in this pathway for just a bit.

Across this series, I have talked about life and childhood and parental relationships and death and sickness and coming back into life and intimacy and love and children. It is all less meaningful if it is without duration and depth, and magic. The magic to me is about splendor, and also miracles. What are those things known as miracles? I think they are everything from the reality that we are here to the healing of an ill or injured person in some mysterious manner to the moon rising to any and every invention ever created by man. Faith is the factor that makes it all happen. Some of it is faith in the self, and some of it is faith in some unknown and mysterious force we cannot explain, not really.

Research for many decades indicates clearly that having faith beyond one self and this immediate life reality has a positive impact upon the human experience, in tangible ways.

It influences our health when we relax about having to control everything and manage every outcome, for we have faith that there is another force at work. It influences our blood pressures and heart rate and rhythm as well, and *that* is at the center of our being and our wellness. When we believe faithfully, there is no argument or defense, it is just a state of comfort, of embrace.

When people ask me to defend my faith, my response is consistently relaxed as I willingly admit that there is nothing to defend. My faith is based in my heart and it makes my mind feel good. It is just a way of existing and being and it brings me joy, it brings my blood pressure into the realm of healthy. It keeps my heart beating regularly, and it is pure, it is not speculative. It just is.

When I am asked to defend what leaders in any faith do, say, enact, my response is that they are simply human beings, mortals. They are trying to live in a role within a religious system and they too are searching for faith, for a place to be comfortable and like all of us, they meet with failure too often. No excuses, no explaining, we are humans. We do good things and bad, every one of us, some more than others but when you stop to think about how we all arrived here, there is no conflict to be argued about evolution versus creation. They can exist simultaneously, why not? What is the harm? Nothing. What is the implication, really, of an argument there ? Nothing productive.

I am a psychologist, yes a social scientist, but I was first a physical science scientist -- premed and loved the biology and chemistry, and every component of it. I never, even then, saw the need to defend varying ideas of how we all arrived here, it all fits, don't resist the idea and the picture will have a chance to emerge.

I cannot envision why it is critical to argue faith when it is so clear that we need a release, a release from feeling as if we need to be in charge of everything in this life. How it happens and when, and from needing to answer the why, the why of any portion of it. When you stop to consider that we have far too many heart aches and feelings of loss and despair across all of humanity, it seems

reasonable that we could and would all benefit from the thought and faith that there is indeed some reason, some positive reason and healthful explanation for everything that life brings, the sorrows and the joys.

What if, just what if we are here from the Source. Whatever that Source may be, and it is a good thing, a thing of love and depth and beauty, beauty as deep and vast as the globe and the entire universe. We came from it and evolved from it, and our life experience is to enrich it in return for our experience here. What if, in that line of thinking, we are here to be pushed up against, to encounter whatever, and make best use of our resources, the inner resources that that we each have to find opportunity to understand at a new level, to embrace, to behold, and to grow from using everything that is our senses and our sensibilities to interpret why we are on a certain pathway with the specific encounters that we experience.

How about if we look at the issue of faith as an investment in all of humanity and the globe, a tie that binds us to one another for an experience we are all in -- this life. Sharing, coming from some beautiful source and landing in some virtuous place when this experience transitions into the next. What is there to lose with that ? Especially when science makes clear that there is a benefit to our health, we have nothing to lose.



### **Your Self Talk Script**

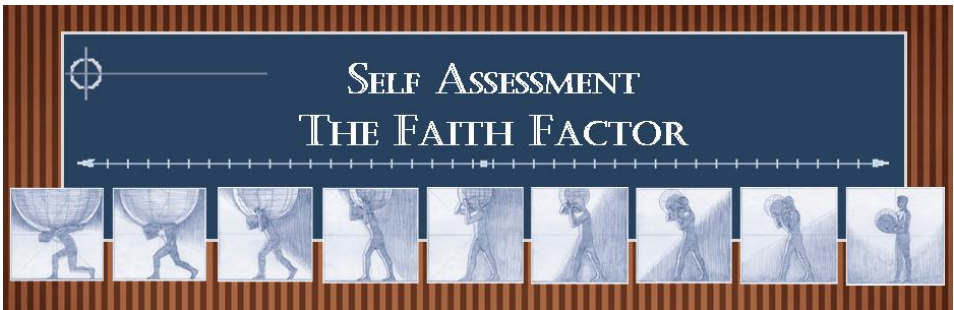
I invite you to sit here and to be contemplative, meditative, prayerful. To envision the entirety of you in a place of peace and relaxation, of calm and of knowing, of being so clear and loving inside of yourself from all of your journey here with self talk and clarity that you can feel the strength within you as a vibrant and meaningful source. Let it become you, it attracts all of goodness to you and allows you to infiltrate each magnificent portion of life. You do good work every day. You have faith, the faith factor lives in you and around you. You don't have to control, you aim to influence but there is a knowing that you are participating in something wonder filled and lovely. Whatever it is, it is life giving and also life sustaining.

Sit here, breathing naturally and knowing. Focus on one -- one life, one inner strength, one being to invest in as a factor of faith and core knowing, it frees you to become. Breathe in life and love and health and knowledge, just feel.

To view the video: [www.drdebcarlin.com](http://www.drdebcarlin.com)







We are here on this planet and the question looms large over humanity – why are we here? Many ask and also argue about how it is we all arrived. There is good reason for us to tap into what we think about this topic.

This is your life, this is all about you.....what do you know about your *self*?

Answer honestly.....if you don't, then this is just a silly game that is a waste of time.....especially yours.

1 = not at all 9 = all the way

1. I am determined to accomplish what I identify as important to me.

1      2      3      4      5      6      7      8      9

2. I am clear about what it is that is important to me.

1      2      3      4      5      6      7      8      9

3. I am a person of faith, faith in a power greater than my own self as a human.

1      2      3      4      5      6      7      8      9

4. I am a person without any conviction on the issue of faith.

1      2      3      4      5      6      7      8      9

5. I have great confidence that faith is nothing but fodder for the weak.

1      2      3      4      5      6      7      8      9



## PLAN OF ACTION TOOL THE FAITH FACTOR

When thinking of faith, do you put it in terms of God?

Yes    No

Were you raised in any particular religion?    Yes    No

Did your religion add any value to your life?    Yes    No

Why or why not?

What are the goals you set for yourself last year?

Did you accomplish them?    Yes    No

Why and how.....OR.....why not?

What are the goals you set for yourself this year?

Are you on the path towards accomplishing them?      Yes      No

Do you have a path?      Yes      No

What is the path.....?

What are you willing to do to make it happen?



## PLAN OF ACTION TOOL THE RELAXATION RESPONSE

There is research that indicates very clearly that **The Faith Factor** has an enormous benefit. Both medical and psychological research on personality characteristics and belief systems demonstrate that those with a strong belief in a power greater than themselves cope more effectively than those without this trait. The benefit extends from their degree of stress to their immune system and cardiovascular capability. Dr Herbert Benson, a cardiologist from Harvard who established the Mind Body Institute more than 20 years ago at Beth Bethesda, has researched this phenomenon for decades. I've studied alongside him.

In his pioneering work on hypertension, he was determined to create an exercise that mimicked what the yogis do to achieve a state of mind and body rest that would be palatable to the American population. He created a simple exercise and wrote the book to match – **The Relaxation Response**. In this simple exercise, we have demonstrated reliably and validly that blood pressures can be managed successfully (minus any organic damage) when the mind and body learn to work together to relax. Amazing.

At [www.drdebcarlin.com](http://www.drdebcarlin.com) we have a page of video and audio for you to listen to so you can achieve this state. You can also use these written instructions which come directly from Dr Benson's books.

**1.**

**Sit quietly in a comfortable position.**

**2.**

**Close your eyes.**

**3.**

**Deeply relax all your muscles,  
beginning at your feet and progressing up to your face.  
Keep them relaxed.**

**4.**

**Breathe through your nose.  
Become aware of your breathing.  
As you breathe out, say the word, "one"\*,  
silently to yourself. For example,  
breathe in ... out, "one",- in .. out, "one", etc.  
Breathe easily and naturally.**

**5.**

**Continue for 10 to 20 minutes.  
You may open your eyes to check the time, but do not use an alarm.  
When you finish, sit quietly for several minutes,  
at first with your eyes closed and later with your eyes opened.  
Do not stand up for a few minutes.**

**6.**

**Do not worry about whether you are successful  
in achieving a deep level of relaxation.  
Maintain a passive attitude and permit relaxation to occur at its own pace.  
When distracting thoughts occur,  
try to ignore them by not dwelling upon them  
and return to repeating "one."**

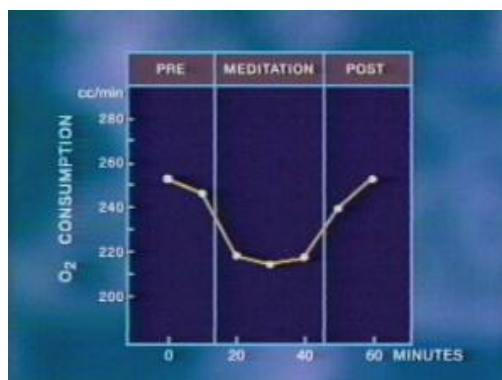
**With practice, the response should come with little effort.  
Practice the technique once or twice daily,  
but not within two hours after any meal,  
since the digestive processes seem to interfere with  
the elicitation of the Relaxation Response.**

**\* or any soothing, mellifluous sound, preferably with no meaning,  
or association, to avoid stimulation of unnecessary thoughts.**

## How to Bring Forth the [Relaxation Response](#)

*Experience is the Basis of Knowledge*

The following is the technique reprinted with permission from Dr. Herbert Benson's book [The Relaxation Response](#) pages 159-161



### **(1) A Quiet Environment**

Ideally, you should choose a quiet, calm environment with as few distractions as possible. A quiet room is suitable, as is a place of worship. The quiet environment contributes to the effectiveness of the repeated word or phrase by making it easier to eliminate distracting thoughts.

### **(2) A Mental Device**

To shift the mind from logical, externally oriented thought, there should be a constant stimulus: a sound, word, or phrase repeated silently or aloud; or fixing gazing at an object. Since one of the major difficulties in the elicitation of the Relaxation Response is "mind wandering," the repetition of the word or phrase is a way to help break the train of distracting thoughts. Your eyes are usually closed if you are using a repeated sound or word; of course your eyes are open if you are gazing. Attention to the normal rhythm of breathing is also useful and enhances the repetition of the sound or the word.

### **(3) A Passive Attitude**

When distracting thoughts occur, they are to be disregarded and attention redirected to the repetition or gazing; *you should not worry about how well you are performing the technique*, because this may well prevent the Relaxation Response from occurring. Adopt a "let it happen" attitude. *The passive attitude is perhaps the most important element in eliciting the Relaxation Response. Distracting thoughts will occur. Do not worry about them. When these thoughts do present themselves and you become aware of them, simply return to the repetition of the mental device. These other thoughts do not mean you are performing the technique incorrectly. They are to be expected.*"

#### **(4) A Comfortable Position**

A comfortable posture is important so that there is no undue muscular tension. Some methods call for a sitting position. A few practitioners use the cross-legged "lotus" position of the Yogi. If you are lying down, there is a tendency to fall asleep. As we have noted previously, the various postures of kneeling, swaying, or sitting in a cross-legged position are believed to have evolved to prevent falling asleep. You should be comfortable and relaxed.

After decades of work, Dr Benson found intriguing artifacts in his work – there was something different and remarkable about those people who had a high degree of faith. He coined the term The Faith Factor.

It seems that people who have a deep faith and who also engage in prayerful activity, elicit the Relaxation Response easily and habitually.





## NATURE, TIME AND YOUR CONNECTION TO THE EARTH

There have been so many humans who have taken the time to study, write about and talk about what they find in nature and time and the connection to the earth. It is ironic that we become so disconnected from nature and the time of nature and our connection to the earth to the point of needing to isolate our self from it.

We are alive here as a product of nature and the cycle of life but we complain about the way that nature behaves and we want more ways to predict it and even to control it. This is amusing at so many levels. Again, the idea of control is in the forefront and control is an issue about convenience, it is about having what we want when it suits us. I want sunshine and 75 degrees for the 4<sup>th</sup> of July and I want snow for Christmas. Okay, I've placed my order but may receive neither. In actuality, it keeps things interesting.

The issue of both nature and time are important for us, increasingly more so as we remove our selves and our self further from natural time and nature with every convenience. Trust me – I love convenience but I also want an awareness of what the implications of that are.

I am fascinated by how time has come to control so much of our living experience. We set a clock to define time. We follow it and we count off minutes and seconds and hours although useful for a whole range of cultural reasons, we often lose the capacity to let go of that artificial awareness and just relax and tune into what nature tells us about time -- the rising sun, the rising moon, the tides of the waters around the globe. When we need to sleep instead of when we should.

In some sects, people believe that women are more closely tied to nature and a different kind of time element because of monthly cycles that seem to be somehow influenced by the moon and also barometric pressures. Our monthly cycles and also labor and the delivery of children, perhaps.

I think all humans and creatures are aware but blind to what nature offers. Humans more obtuse than the creatures are because it is the creatures who will warn us of dangerous weather, right? The way they will behave, we just have to know how to tune into their messaging to us.

When I still lived in Chicago, in Lincoln Park, my husband loved it and enjoyed the beach of Lake Michigan daily. But we also craved a garden. We had a tiny one but we grew stuff – veggies and flowers and it made us feel healthy and happy. We worked at it. We turned the earth in the spring when the ground thawed from the winter. We saw the birds return to the area as we worked out in

the quiet of the garden, we saw the bugs that lived out there and somehow they were not as icky as when I saw them in the house. Here they had a purpose we got filthy dirty and exhausted and covered in mud some days if it would rain on us. We loved it. It was joyous and the weather then seemed to never be as big a deal as the years when I am less garden oriented and invested in what is going on outside.

A good friend of ours met a man, a very wealthy man, and they lived in a gorgeous penthouse downtown. He was a wealthy man who had grown up from nothing but poverty, he vowed to never get his hands dirty again as he accumulated increasingly more wealth...because he associated it with the memory of being dirt poor. The problem was however that he became increasingly more depressed as the years went by and he continued to be ever more successful.

As simplistic as this sounds, I invited him to come over and have dinner and enjoy a nice evening of garden dining and moonlight fun, he accepted. Granted, the company was great and the food and wine were fabulous but what got to be really invigorating was the adventure we took with him and for him of sitting right there in the garden -- a stool in the dirt right beside a plant. A cold bucket of water, sharp knife, sauce, napkins. The event was very casual, very dirty really but fresh. We carved our dinner from the live plants and cleaned it right there and dipped into a sauce that was spectacular and laughed about getting grubby. He had his hands in the dirt within an hour, crumbling the soil between his fingers and laughing and by the end of the evening, he was wanting to arrange a party in the rain so we could make mud pies.....his life shifted gears he was not dirt poor he was filthy rich it was great we all laughed, really happily hard.

I have, in the back of my yard, which a pretty nice size garden, a big fire pit. It is a place where I build roaring fires. I guess it is about 150 feet from the house through a nice stone pathway in the garden. I arrive and when it is cool or even freezing outside and I need a break, a relief from time and from civilization, I walk back there, casual and ready. I lock up the front of the house, close the gate to the property, turn off the phones, light to candles outside, build the fire and sit. I look at my house and seems so far away because I am sitting vulnerable out in nature, alone with the flames and the sky, and the bugs whatever they may be and little creatures and night birds. Sometimes it is a little scary but it is life and I embrace it. I don't look at any clock. I allow time to slip by me, and I sit in the enjoyment of a pureness of life. I always feel fortunate when I spend time out there, when I give an evening, a long night to my self to watch the moon and gaze at the stars for hours, no agenda, just being, it is rejuvenating.

I do a similar thing in Chicago by getting into a sail boat and going far out into the lake, Lake Michigan, and sitting there loving the fish I see and the birds and sunshine and the quiet, and the loudness of nature and the wind. I am reminded of how I can influence but direction but not ever really control it. I am there to cooperate with nature and work the sails and the rudder to get where I desire to be. I never book my time out there on a clock because I know the adventure is a day, a long and exhilarating day.

Wherever it is that we can return to the earth and connect and believe what it is that we have faith in, we place our mind and our body into a position of hearing a bit differently and having a full circle experience about life and being-ness is potentially splendid because it places us into a space where we can hear our inner voice and feel that inner strength which, it seems to me is so very tied

to the natural world. I think that is why we love animals and are fascinated with watching nature, that's good but we need to also feel it – live.

The most fascinating and terrifying experience I ever had was one I took on at the suggestion of a dear friend who was a mid-wife. She was certainly tied to nature in her line of very natural birthing of babies. She suggested that while we were on a trip up in northern Michigan that I have her drop me off in the deep woods.....alone...and that I spend the night solo.....and remain there for about 36 hours.....

One bag, with no change of clothing. One little lean to tent thing, a small sleeping bag, a little pan and pot, a few tea bags, some cheese and crackers, a water, toothbrush -- not even a mirror, but matches. Yes, matches, and a flashlight. We weren't completely nuts. However, no mobile phone.

Yikes.

This was an enormous challenge to take on, for every reason running through your mind right now. I was frightened but also excited. if I could live through it, I could do -- gees anything. But could I survive this ? I mean really -- really?

What if started crying or got sick or someone tried to murder me or big bugs came at me. Or a wolf or a bear? What if I just freaked myself out?

I took the task on. I got out of the car. I walked for what seemed like a long time and found a bit of a clearing. I sort of knew where I was and I thought I was pretty clear about where my friend would meet back up with me sometime the next day but the whole time frame is a bit fuzzy -- no watch -- and real commitment of exactness in time. I set up my little ground and claimed it my own very quietly. I remember being very frightened and crying a little when it got dark and I heard things -- in the woods. and felt like I was being watched...that was the worst part and also the best part because I thought perhaps no one really nuts would be out in the woods. Maybe it was, oh just use your imagination here otherwise I will go on forever with what all of my fantasy life produced for me that night and morning.

The point is that I think I need to do that adventure again and routinely because there is nothing that can possible empower you than time alone with the earth, with nature and no barrier-- at least not substantial barrier.

My thoughts and my fears were right there with me. My life didn't flash in front of me as though I was dying but it ran before me as though I was in a movie and was being asked to both watch and critique. It was time to think because there was no distraction, just me and the earth and all those earthly things. Owls hooted and other birds, and things flew around me. I swear there was a bear out there, and a wolf or something howled. I've always been prayerful but that event caused me to pray to understand my place in this world, my place on the earth, my position amongst all other living creatures. I really felt my inner strength emerge as I fought and then relaxed and examined my fears. It was refreshing and exhilarating. It's been years since I called forth that memory but it was awesome and power filled.

Have you ever done something like that?

Do you ever even spend a night overnight all alone, and in all quiet?

When the power used to go out in my neighborhood before power lines were updated, I'd end up with a few nights of inconvenient darkness made bright by candles and writing on a tablet of paper with a pencil and pretending I was a colonial times girl. It is amazing what pours forth.



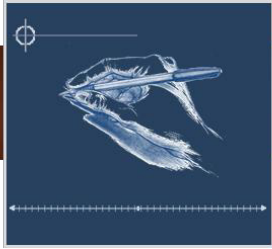
### **Your Self Talk Script**

I invite you to take time, and to lose time in nature. Reflect about your position on this earth among the many others. Where do you fit in? What if nature was suddenly there with no amenities? How would you think and how would you feel?

Close your eyes and imagine you are a native American and you live back 200 years ago? You farm and hunt and live off the land, in a tribe in primitive, humble homes. What does it feel like -- to watch time in that era? To follow the sun and the moon and the stars? Who does that cause you to become that is more powerful than the you who is here now? What strength emerges from within you that is the primitive portion of your *self*?

Sit, breathe, envision.

To view the video: [www.drdebcarlin.com](http://www.drdebcarlin.com)



## JOURNALING EXERCISE

Our interior is described as primitive with raw emotion. Do you find yourself feeling raw emotion? If so, what are those emotions and where do they come up from?

If primitive is wild and animal like, what animal are you....? How untamed do your emotions feel to you? And are you interested in taming them..?

When thinking of primitive, animals, wildness, and taming, it is impossible not to think also about nature and our ties to it. How do you experience your ties to nature and the natural cycles of the earth?

What role does faith play in your thinking and feeling?



## LIFE AS A CYCLE INTENDED, NOT HAPPENSTANCE

Although an argument can be made for the belief system that life just happens, there is just as much evidence that the power of intention has a meaningful impact upon the quality of our life experience.

We each come into the world with a certain degree of welcome by whoever it is who receives us. We are then placed into the hands of people who are charged with being the providers of our care until a time when we can begin to attend to our own needs. Unfortunately, there is no criteria for who it is that gets to be the care provider of the innocent – you birth them and it is your deal. Unfortunate, because in my mind, we do not own anyone, especially the people we bring into the world, we are simply here to serve them, to ensure their safety, their comfort, their lifelong development and their fulfillment to society as a contributing member.

However it is that we get raised, we develop notions about how it is we influence the world around us or how it is we are held captive by it. Some learn early on about the reality of intentionality and others never seem to learn the connections, it is never too late to learn.

There are misconceptions about intention and what it means, what it is, and how one behaves in intentional ways. The popular perception seems to be about a forcefulness, a push, a thrust for making things happen, but that is not what I mean here. Here intention is about becoming a part of something, a universal energy, a force that is invitational not demanding. The mind set comes from the spirit within us – a spirit created through a universal source that guides us, if only we allow our self to tune in, and listen, and allow. The model is about allowing, not forcing. It is about attentiveness and listening, not demanding or pushing. Intention within this model is creative and loving and abundant but it takes an openness, a receptiveness in order to connect into it.

If you think about how it is you believe you are set into this world experience, you will no doubt have thoughts about some sort of an energy, a feel, a weird kind of experience of intuitiveness that is always present but mostly unexplained and certainly intangible. This is simply a human experience. We all have to a degree and we share it, albeit often unspoken. There are many things in this life that are intangible for us but we know somehow that they are real, they exist. The question however becomes – where do they exist?

The best answer I know is that what is intangible for us is what exists all around us. It is some sort of an energy, a force, a source, a being, a way of being that is just simply life. We come from it, we live with and around it, and perhaps we return to it when we die. I don't claim to know. What I do

know however, is that only some people get in touch with it during their life experience and when they do, it seems to make a phenomenal difference in a very positive and powerful way.

Human beings have written about this for.....well, forever.....the mystery of life, the mysterious forces of life.

Why are so many people removed from whatever it is that is the energy of life and of this concept of connectedness and intention?

When we examine our development, at least in countries like America, it seems apparent that our ego is a main ingredient in sidetracking our intuitive energy because our ego both invites us and then also allows us, to think that we can be in charge and manage just about anything and over time, that creates a distance for us with what is natural and intangible. Over time, we dismiss that which we cannot see and our ego becomes ever more prominent. Think about how it is that your ego interrupts your ability to be connected to other people. We're great at this – we get offended by others, we feel disrespected, we believe we are more important and should be heard. We stand in the way, that's what all of that is. We stand in the way as we somewhat innocently protect the self from insult, from injury. The problem is that when we do that, we don't see the whole picture, for the whole picture includes seeing the self as very connected to others and being able to understand where the ego has a healthy place and where it becomes a tool of isolation and defensiveness.

All of this is strange subject matter and its weird to wrap your thoughts around and get into on a feeling basis as well as a thinking one but when we allow it, we can see that who it is that we are is not about what we own, what we achieve, what others think of us. We are simply a part of everything. We own what we have with everyone and our accomplishments are a collaborated effort, across many. We cannot set our self over to the side of anything, not really because we are all joined together in this life.

Esoteric as it sounds, the beauty of this thinking is that if we keep it simple and avoid our own skepticism, we can tap into what it is that we are already a part of, what we are primed to be a participant in and that is the power of intention. In order to tap into this power, we need to learn and embrace four specific steps, as outlined by Wayne Dyer in his book about this very subject. What he eloquently describes is that we first need to know this body that we reside within, it needs to be what we are tuned into for it is our vehicle for connecting with the world and with the many others in it. If we are not clear about our own body, if we are out of sync with it, if we are ill and out of good working condition, we are very distracted by our own self and that state of dis-ease to the point of having a restricted ability to connect with the world and with others. This makes sense, right ? Because when we are ill in any manner, we generally want to isolate and incubate until we feel better or we want to have another by our side to tend to what we need because we cannot. In either case, it thwarts our energy.

The second step is that we need to then be in tune with our own internal wisdom and we each have it. It is our strength within to tap into and to acknowledge and attend to in meaningful ways, not tune away from. You know what it means to listen to your gut. We talk about gut reactions. We always talk about how we dismiss them. When we are patient, when we are open, we become

harmonious with the self and allow wisdom to be present, we learn here to balance the activity of our head and our heart. We become reasonable and wise as a result. We each know how sickening it feels when we are out of whack by being over emotional, out of control, or so in our head that we've forgotten how to feel anything at all, we become dead.....not good.....

Perhaps the most essential part of this formula of steps is that of love. Love is the core. It is the part of life that gives it meaning. We cannot deny the power that love has and the only people I have ever encountered who try are those so injured by it. In this case, love is about being in love with life and what you are doing with your time here. When we love what we are doing and we love our self, everyone makes note of it, there is no way to fabricate it from nothing. It either is or is not and the vibrance it produces is spectacular.

The fourth step is about assuming a position of relaxed. Some call it surrender. I invite you to hear my words here and decide what is most appealing to you because the head games here are important to pay close attention to. You need to understand the concepts and then select what the words are that help you to adopt and maintain what is necessary. The issue is that control is something we strive for, most of us and it is an ever unattainable. The more we work and press to control anything aside from our own mind, the more we isolate from others. The more we meet with angst and despair, instead of aiming for control, we need to relax with the notion that things will unfold and that everything that is supposed to be, will be. Whatever it is there has some element we are invited to explore and to understand the opportunity in. Once you grasp this, it is so freeing. For me, I used to almost panic at the idea of forgoing control but once I really looked, and then allowed myself to see. It made sense to me that I could find greater effectiveness in this mode for I could then be in some place of alignment, natural alignment, with whatever these invisible energies of the world are and intention took on a whole new meaning.

Across this series, I have only just opened doors, to ideas, to exercises for you to try, to ways of being and doing that are all designed to enrich you and your life experience. This episode is dedicated to continuing that by inviting you to look into your self deeply and ask what it is that you want. What is it that you crave from this life experience? What would you like to see happen?





## **Your Self Talk Script**

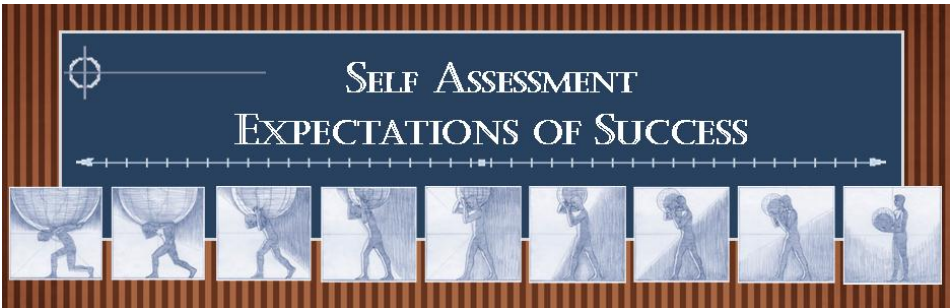
I invite you to sit here now and envision what your life is without restriction, with a body you are tuned into, with a mind that is sharp and clear, with an internal voice that allows you to experience your beautiful inner wisdom, a wisdom that is ancient and guided. I invite you to feel how in love you are with your life and your work. Imagine the ways that you let everyone around you know about your love affair with life and also with them. Make it beauty filled and safe and clear and clean and happy. Envision that love empowering you to win at everything you do where wining means loving it, and knowing every outcome is what it is supposed to be, and the opportunities are rich for you to explore. Take all of that in, and be so deeply committed to it, and centered on it, knowing that it is not up to you alone to create your life. For you are not alone. None of us are. We are co-creators of this experience, with one another and with the universal source that brought us here....whatever that is.

Breathe, rest, relax, envision, be of wellness in this moment. Know that you are managing your stress, your mind and your life experience.

When you see me in the next episode, I will be sharing with you the reasons why stress managed is a life well lived and essentially pulling together the journey we've taken thus far and offering up more for you to assimilate and contemplate for accessing the strength within you.

To view the video: [www.drdebcarlin.com](http://www.drdebcarlin.com)





Prospecting is an old art, a practice. In today's culture, it has many connotations – some positive and some negative. In our context, it is about a dimension of intentionality. When we prospect, we are looking for who it is that might be a person or thing to succeed, it is the act of observation and judgment, it is the likely customer. Customers are important to us in both parts of our lives – the business and the personal. We prospect for clients, customers, friends, lovers, spouses, advocates – everything.

What is the process that you engage in to prospect?

What's your track record, do you know?

The opening question for you here is – how well do you prospect? Think carefully, reply to the questions.

Answer honestly.....if you don't, then this is just a silly game that is a waste of time.....especially yours.

1 = not at all 9 = all the way

1. I have a daily mindset of prospecting.

1      2      3      4      5      6      7      8      9

2. I think of prospects only as potential customers for my business.

1      2      3      4      5      6      7      8      9

3. I am very good at identifying somebody or something with potential.

1      2      3      4      5      6      7      8      9

4. I have a definitive system for prospecting.

1      2      3      4      5      6      7      8      9

5. I have prospected successfully in my business life.

1      2      3      4      5      6      7      8      9

6. I have prospected successfully in my personal life.

1      2      3      4      5      6      7      8      9

7. I can say with confidence that I have high expectations for success for myself.

1      2      3      4      5      6      7      8      9

8. I am confident the people in my work life would agree with my assessment.

1      2      3      4      5      6      7      8      9

9. I am confident that the people in my personal life would agree with my assessment.

1      2      3      4      5      6      7      8      9



## PLAN OF ACTION TOOL EXPECTATIONS OF SUCCESS

Tony Robbins wrote the book **Awaken The Giant Within** back in 1991 when he was referring to himself as Anthony Robbins. He has sold millions of copies of those books and given his presentation about the subject to hundreds of millions of people all over the globe. Amazing.

Equally as amazing is his skill at prospecting.

To Tony, everyone is a someone and no one is a nobody. He sees potential in every person and every something. His pitch is that we need to take immediate control of our mental, emotional, physical, and financial destiny – right now. Prior to writing about the inner giant, he wrote about the **Unlimited Power** he sees existing in every human being.

I've had the amazing pleasure of not only meeting this awesome creature but spending time with him and interacting with him. He is what he writes and speaks. My affinity towards this man is his genuine reality and his absolute clear vision that he is on this planet to help people wake up and be alive. I'm right there with him in this line of thinking. And prospecting is all about seeing an opportunity – a way to have something of benefit happen. When you are in business, you need to find opportunities to make things happen...whatever those things are.

The Action Plan for you here follows.

### Step 1

Obtain a copy and study intently:

Awaken The Giant Within  
Unlimited Power  
The Imposter Phenomenon

Dr Pauline Rose Clance wrote a phenomenal book that has been a best seller in the academic world – **The Imposter Phenomenon: Overcoming The Fear That Haunts Your Success**. Written in 1985, she captures the inner dialogue we all fall prey to at one moment or another as we suffer our fears of failure and allow the prospects to get away because we have some glimmer of self doubt. Her work facilitates us all putting guilt in a back pocket and allowing our promise to shine through.

## Step 2

Adopt the following –

*“The belief that becomes truth for me...is that which allows me the best use of my strength, the best means of putting my virtues into action.”*

--Andre' Gide

He was a cad of sorts and had a rather tortured life. However, perhaps it was through his own agony that he wrote and inspired other great writers and came to be aware that in order to

achieve, you must believe, you must create a surge of energy inside of your own self in order to step out and accomplish.

Questions to answer:

What is your energetic voice inside of you telling you about your focus on success?

How do you define success for yourself?

What actions are you willing to put into place to create a view of open opportunity where prospecting becomes viable?

As you ask yourself these questions, does anything happen to you physically...?

The association between your thoughts and your physiological response cements the thinking and will either propel you into action or keep you from it. What are you will to do to awaken the giant inside of you and allow yourself to feel your right to enormous success.....success at every level in your life?

List 5 thoughts and 5 physical reactions and make a commitment to them here:

1

2

3

4

5







You've been moving in this event, with the guidance of a world class expert. You completed an opening self assessment about your ability, now you need to tune into your desire.

Remember the vision of the little baby who can move and stretch and bend and enjoy taking flexibility for granted. You've gotten some new exposure to movement with us.

Has it shifted your desires?

Opened your desires?

The opening question for you here is – Is it important for you to move freely and throughout your lifespan? Think carefully, reply to the questions.

Answer honestly.....if you don't, then this is just a silly game that is a waste of time.....especially yours.

1 not at all      9 all the way

1. I have an extremely flexible body and this is important to me.

1   2   3      4      5      6      7      8      9

2. I am able to move my body without restriction or pain anywhere and this is important to me .

1   2   3      4      5      6      7      8      9

3. I am completely functional, no awkwardness or stiffness in any part of my body.

1   2   3      4      5      6      7      8      9

4. I can move my arms with full range of movement and this is important to me .

1   2   3      4      5      6      7      8      9

5. I can move my hips with full range of movement and this is important to me.

1   2   3      4      5      6      7      8      9

6. I can move my legs with full range of movement and zero pain in my knees.

1   2   3      4      5      6      7      8      9

7. I can move and walk and my feet are comfortable, no pain, no aches, no problem.

1   2   3      4      5      6      7      8      9

8. I am desirous of being able to move like a Pilates expert, flexible and pain free.

1   2   3      4      5      6      7      8      9

9. I am confident that the people in my personal life would agree with my assessment.

1      2      3      4      5      6      7      8      9



## PLAN OF ACTION TOOL EXPECTATIONS OF SUCCESS

Look at the answers you provided on the previous page – is this important to you?

You decide.....

Take a class

Hire an expert for personal work

Commit to a schedule daily

Outline your goals here....and map out the plan so you know what is right for you:



## STRESS MANAGED IS A LIFE WELL LIVED

How can we ever hope to live well if our world is on a state of constant angst and stress and strain ? And does it ever stop? Do things calm down? Does the news in the media ever get positive? How do we hope to live a life where our stress is managed?

By now, you have a clear picture that it happens when you allow yourself to train your mind and then take specific steps to find your heart, your life purpose, your love, your loves, what brings forth passion for you, what prompts your creative side in ways that delight you.

Do you now look at other people who are running frantic and buzzing about their busy ness factor and their many crazy problems and see that they are invested in each aspect of it all ? I hope I forever retain my compassion for my fellow human beings but I also want to see clearly how nutty we can become if we don't pay attention to what it is we are doing each moment.

I had a business partner who would always inject into conversations how busy he is. He would say I have 50 me-mails to answer, I have 23 people wanting to see me and get my advice, I have a voice message center that is full...I have so much to do.....I am so busy – and it usually came at a time when he knew there was a request en route for some kind of help. I finally got tired of this game and boldly stated – does it ever occur to you that I actually have a busy schedule, that I have many e-mails and phone calls and appointments. I just don't talk about it, I don't mention it. He didn't reply, and I continued with – it is a fact that we each get 7 days each week and each day has 24 hours, and we are in charge of what we do with that time. How we allocate our energies across that time, we decide how to book it or release it but when one person proclaims how tied up they are, instead of sounding admirably important, it sounds arrogant and actually stupid – like you have forgotten to pay attention to getting some time to breathe and to rest, even world leaders schedule that time into their planners.

The conversation ended with no further rebuttals of how busy and important he was, but I know that I observe this man and the degree to which he is stressed. He bites at people. He is curt and short and rude and actually cruel at times, really thoughtless. I worry for

him because it all catches up to you, eventually. In fact, we are no longer business partners because I became so aware of this counterproductive behavior and the impact of it on me and on the people we worked with, I decided I cannot afford to be a part of that kind of orbit. It infects everything I am intentional about and I will not be surprised to hear about his early death, a terrible heart attack, or a huge stroke stress leads to major problems.

You've heard about the language of the heart and when you embrace that knowledge it comes to take on a kind element in your world, one where you feel the impact of the thoughts you have, emotions you feel, and words you employ to express your *self* and you release your *self* from a state of dis ease. It is so simple and so basic but it takes a lifetime to arrive at a place where we can begin to hear it, learn it, know it, and want it. I hope you're here.

The whole idea of this series and the notion of the strength within you is about coming to a place of being your own best -- and you fill in the blank here -- but know this: we each need to find how to be our own best. I am so aware that I am a work in progress. I have so much I crave doing, so much I am clearly intentional about. I love that. I hope that each dream I have is on target but IN know somewhere inside of me that if it is not, there is another one that will come into my view and invite me to explore it and that will be a good thing.

I wish for you a life that is not nuts, not sick, not harried, not uncomfortable but a life that is beauty and love and smart and passion with balance for head and heart with faith deep inside of you with intention for every bit of that strength within you to be realized. This is it, this experience. My vote is that we enjoy it. I hope you have loved this series and that you want more for yourself, much more, you deserve it.



### **Your Self Talk Script**

Sit here now. See it all before your eyes, your minds eyes. Breathe with contentment, a contentment that you have never before known like you do now. Embrace it. Become intentional about it. See it. Feel it. Think it. Love it. Keep it here and continue to breathe and enjoy this time, it is yours. It is all about the strength within you.

To view the video:

[www.drdebcaryl.com](http://www.drdebcaryl.com)



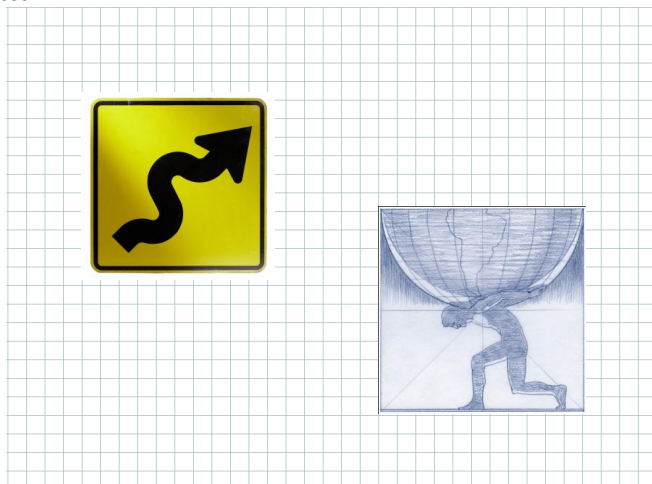
## HOLMES AND RAHE SCALE OF STRESS

In 1967, psychiatrists Thomas Holmes and Richard Rahe examined the medical records of over 5,000 medical patients as a way to determine whether stressful events might cause illnesses. Patients were asked to tally a list of 43 life events based on a relative score. A positive correlation of 0.118 was found between their life events and their illnesses.

Their results were published as the Social Readjustment Rating Scale (SRRS), known more commonly as the **Holmes and Rahe Stress Scale**. Subsequent validation has supported the links between stress and illness.

Rahe carried out a study in 1970 testing the reliability of the stress scale as a predictor of illness. The scale was given to 2,500 US sailors and they were asked to rate scores of 'life events' over the previous six months. Over the next six months, detailed records were kept of the sailors' health. There was a +0.118 correlation between stress scale scores and illness, which was sufficient to support the hypothesis of a link between life events and illness.

In conjunction with the Cornell medical index assessing, the stress scale correlated with visits to medical dispensaries, and the H&R stress scale's scores also correlated independently with individuals dropping out of stressful underwater demolitions training due to medical problems. The scale was also assessed against different populations within the United States.



To measure stress according to the Holmes and Rahe Stress Scale, the number of "Life Change Units" that apply to events in the past year of an individual's life are added and the final score will give a rough estimate of how stress affects health.



Life event	Life change units
Death of a spouse	100
Divorce	73
Marital separation	65
Imprisonment	63
Death of a close family member	63
Personal injury or illness	53
Marriage	50
Dismissal from work	47
Marital reconciliation	45
Retirement	45
Change in health of family member	44
Pregnancy	40
Business readjustment	39
Gain a new family member	39
Sexual difficulties	39
Change in financial state	38
Death of a close friend	37
Change to different line of work	36
Change in frequency of arguments	35
Major mortgage	32
Foreclosure of mortgage or loan	30
Change in responsibilities at work	29
Child leaving home	29
Trouble with in-laws	29
Outstanding personal achievement	28
Spouse starts or stops work	26
Begin or end school	26
Change in living conditions	25
Revision of personal habits	24
Trouble with boss	23
Change in residence	20
Change in working hours or conditions	20
Change in schools	20
Change in recreation	19
Change in church activities	19
Change in social activities	18

## Life event

## Life change units

Minor mortgage or loan	17
Change in sleeping habits	16
Change in number of family reunions	15
Change in eating habits	15
Vacation	13
Christmas	12
Minor violation of law	11

**Score of 300+:** At risk of illness.

**Score of 150-299+:** Risk of illness is moderate (reduced by 30% from the above risk).

**Score 150-:** Only have a slight risk of illness.



## PLAN OF ACTION TOOL CREATING A PLAN OF WELLNESS

The most important thing to do with information is to use it wisely. Regardless of where you landed in the scores for the stress index, the goal is to have you determine how best to manage it and fold a plan of action into your Blueprint.

Life is indeed filled with stress – it is a natural component of our experience. There are costs associated with everything we do, fun or otherwise; stress is a byproduct. Let's not let it impair us as we build a Blueprint for a Successfully Integrated Life.

We can turn to [www.drdebcaryl.com](http://www.drdebcaryl.com) for a more expanded understanding of what stress is and how we can manage it effectively. Once we grasp and own these concepts, we can begin to get a quiet focus on the plan of intention for our life.

What is Stress?

### **Understanding what stress is**

People most often inquire as to the *effects of stress* but the opening question really needs to be – what is stress? This is important because it is experienced by people in a wide variety of ways and what is stressful to one is often not, to another.



In its most basic form, stress is the result of something being impinged upon – that something, when it is a person, can experience the impingement as being either physical or emotional, and sometimes both. Impingement is, of course, some form of a pinch or an intrusion or an unwelcome something. When it is physical, it is anything from extreme temperatures to whatever causes physical pain or discomfort. When it is emotional, the same is true but in a very different sense.

What follows is a definition from Encarta Dictionary:

Impinge

1. Interfere

To affect the limits of something, especially a right or law, often causing some kind of restriction

- eg. Members claimed that canceling the ballot impinged on their voting rights
- 2. Strike
  - To strike or hit something
  - eg. A loud noise can impinge on the eardrum, causing temporary hearing damage

To some people, loud music is very stressful because of the manner in which it hits their ear and they find there is no way to escape the attack of sound. That form of strike is stressful to the body. There are, of course, people who hear that same loudness and sit in it with apparent enjoyment.

Are you curious about the difference?

Let's take another example and look a bit more closely.

For some, the physical temperature of 65 degrees feels perfect and to others, it is too cool. The same can be said of temperatures in the 90s or the teens. Our experience of the physical temperature depends upon our attire, the exact situation, our state of physical health and our mental well-being.

With respect to emotional impingement, it is experienced when something happens that meets with our disapproval at some level – it can be like the example of the ballots being canceled, an event that would leave members feeling unvalued and without a mechanism for being productively expressive. It is easy to imagine that kind of experience would promote frustration. Frustration is stressful, no one enjoys it.

Physical and emotional stresses are often kept in separate categories but in my work, as well as in my personal life, I have made special note that they are nearly always tied together. Our experience of everything physically is closely related and is intricately integrated into our emotional experience of it. For example, I'm from Chicago and I have a lifetime of happy memories of playing in the ice and snow and loving every portion of it – I was with friends and family that I enjoyed. For me, the blustery winter means fun and laughter and with the time out in the cold being followed with just as much fun when it is time to head indoors for seats around a fireplace and sipping on hot chocolate and snuggling with loved ones. I pair the experience of cold with the experience of the warmth that follows and it all becomes pleasant, not stressful. I also associate it with being bundled up in warm wool socks that were hand knitted by my mother as were my scarves and hats and mittens. I also had leggings and tights and sweaters and snow suits that kept me bundled and protected from the wet and cold.

However, for someone who grew up with a shortage of heat in the house and only light clothing to wear and perhaps not enough warm food, the cold will elicit memories quite different from mine – cold for them will most likely mean deprivation and therefore feel very frustrating and resultingly stressful.

The core issue here is that the associations we make between a physical sort of experience and our mental interpretation leads to a strong connection. The trick, when it comes to understanding stress, is to recognize how it is both a matter of how it is presented to us and then also is a matter of how we allow our mind to perceive it and re-interpret it.

Managing stress is a matter of mind games. Our mind loves, and craves, games.

### **Effects of Stress**



Each of us has an intuitive sense of how stress effects a person. Every human has had the direct experience of stress – both physically and emotionally.

Once upon a time, when I was in college, I did an internship in a biology laboratory. The research being conducted was cellular. We studied one cell creatures and their response to copper. My job entailed poking them with a copper probe while they resided in their lab dishes –it was a strange experience because as a one cell structure, there wasn't much to see. However, what I did notice was the recoil action that was consistent. After time and again of these poking, there was death and even though the work was done under microscope because of the size of these creatures, it was uncomfortable. Why? I hope it is obvious to you as the reader here – even with such a distinctly different form of life, I knew intuitively that I was imposing a form of stress upon the object. It caused me to feel intrusive. Needless to say, this was not a career path I pursued.

Stress for us as humans is not a whole lot different. When we are poked – by the dentist, by a bully, by a tree branch, we can only tolerate it for a short time and it becomes unbearable. There are forms of torture that entail only one innocent drop of water being administered but one drop at a time over and over again to the same place on your forehead – annoying and guaranteed to produce a stressful reaction.

What is the stress reaction?

I predict that there will always be argument about what happens first – the mind reacts first or the body reacts first but from my perspective, the two are so closely aligned, it becomes a moot point. What is important to pay close attention to is – what can be done to handle whatever it is that comes towards you that elicits the awareness that stress is present?

There is the classic explanation of the fight or flight syndrome first written about by Walter Bradford Cannon, M.D. (October 19, 1871 – October 1, 1945) an American physiologist, professor and chairman of the Department of Physiology at Harvard Medical School. He coined the term fight or flight response, and he expanded on Claude Bernard's concept of homeostasis. He popularized his theories in his book *The Wisdom of the Body*, first published in 1932. His theory states that animals react to threats with a general discharge of the sympathetic nervous system, priming the animal for fighting or fleeing. This response was later recognized as the first stage of a general adaptation syndrome (later written about by Hans Selye) that regulates stress responses among vertebrates and other organisms.

Although it seems a bit complex when first reviewing the information, it is actually quite simple to understand what takes place as a result of something either being actually stressful or being interpreted as stressful – we get ready for action.

Catecholamine hormones facilitate immediate physical reactions associated with a preparation for violent muscular action. These include the following, which are classic:

- Acceleration of heart and lung action
- Paling or flushing, or alternating between both
- Inhibition of stomach and upper-intestinal action to the point where digestion slows down or stops
- General effect on the sphincters of the body
- Constriction of blood vessels in many parts of the body
- Liberation of nutrients (particularly fat and glucose) for muscular action
- Dilation of blood vessels for muscles
- Inhibition of the lacrimal gland (responsible for tear production) and salivation
- Dilation of pupil (mydriasis)
- Relaxation of bladder
- Inhibition of erection
- Auditory exclusion (loss of hearing)
- Tunnel vision (loss of peripheral vision)
- Acceleration of instantaneous reflexes
- Shaking

The idea of relaxation brings forth all sorts of reactions from people, especially when I recommend it as a specific practice to learn for wellness. More often than not, people tell me that they know how to relax and do it pretty well.

However, as Americans, we actually don't do the relaxation part very well at all – we do the have fun part very well. There is a difference. I rely upon my instruments, blood pressure cuff and second hand on my watch, to provide biofeedback for people in order to make my points about the benefits of relaxation clear and also make clear how they differ from basic fun.

There is nothing wrong with fun – I prescribe we each engage in it daily. However, the mind and the body need true release from stress and activity daily if we are to experience and enjoy true well-being.

When I teach the Relaxation Response, which is a very simple routine, people witness their heart rate slow and regulate and they also see their blood pressure drop to a safe, healthy level. This is important because our organs need time to be attended to in ways that assist in their recovery from how active we are and how much we overtax them daily – Americans get sick and die from diseases that relate to organ illness, we need to take better effective care of these invisible parts of our body.

The practice of meditation is known around the world and in many forms. There are religious formats as well as secular. You can practice in silence or with music or sounds of nature, the goal is to provide yourself a physical space that allows you to release from this world and go into your head and feel free and relaxed inside of your own self, for the benefit of your mind and body.



Chanting monks engage in chanting because it readies them for a deeper experience of prayerfulness.

Yogis emit a mantra to align their mind and body with one another and ready them for meditation and movement that relaxes and refreshes.

We can each adopt a relaxation pose and experience that brings us calm and allows us to realize a deeper relationship not only to the self but to a higher power, one that gives our existence greater meaning beyond our own daily experience.

This embracing of a higher power, whatever you label it, is repeatedly shown to add value, wellness, and longevity to human life. It is often thought that sleep produces a state of relaxation but from sleep research it has been discovered that what we avoid thinking about during the day, we dream about during the night and it is not always relaxing. In fact, sleep disorders are prevalent in America -- increasingly more each year.

Two factors related to sleep –

1. When sleeping we are often grinding our teeth as a result of tension, releasing gastric juices into the gut for the reason, or experiencing dreams that are disturbing either consciously or unconsciously.
2. Even when we intend on sleep, we don't often get enough of it or a restful experience of it given the 24/7 nature of our world culture. During the daylight hours, when we are at our best, we can learn the simple exercises of relaxation for the mind and body – practice them and then not only experience relaxation during the day but have an enhanced sleep at night. It is a win-win scenario.



## THE PLAN OF INTENTION FOR OUR LIVES

Look again at the scores you tallied on the Holmes & Rahe instrument.

Decide what it is that you are done with and can move on from – healthfully.

Be honest about what you're in the middle of and acknowledge the ways in which it causes angst; once you own it, you can tend to it. List 3 positive things you can do to take care of yourself in the stressful scenario:

- 1.
- 2.
- 3.

and insert when you'll actually do them.

Do the same for the stresses you know are upcoming.

Arrange your life to offset the negative impact of stress that is unavoidable – add positives.





## SECTION V

### THE BIG PICTURE WITH DETAILS

BLUEPRINT FOR A SUCCESSFULLY INTENTIONAL & INTEGRATED LIFE™

- RE-EXAMINING THE ASSESSMENTS

UNDERSTANDING YOUR STORY

A PORTRAIT OF YOU

REVOLUTIONARY AGREEMENTS

ABOUT THE AUTHOR

ACKNOWLEDGEMENTS







## BLUEPRINT FOR A SUCCESSFULLY INTENTIONAL & INTEGRATED LIFE™



The structure is nearly complete. You're about ready to move in. The officials have nearly signed off with their approvals. Each of the furnishings you've ordered alongside every detail of interior trim and exterior landscaping is sketched onto the Blueprint in your mind but you have to place it onto the paper to ensure it actually happens.

The structure you've been building is the only place you are ever going to reside.....it is yours. You own it – 100%.

The stakes are high because you've invested every beat of your heart, every year of your life, every thought and emotion into this dwelling; it simply has to be terrific, comfortable, safe, and smart. You are dedicated to ensuring it.

Before you go any further, you need to check the overall design.....

look at your Blueprint tube and transcribe any responses not already there.

Look at it quietly...

You need to know every inch of it.

insert your replies onto each square of the assessments being careful to color code your responses as indicated on the legend.

Think about any shifts that have occurred and any you'd like to have happen.

Look at the deck of cards that are available to you and review what they say, they contain the verbiage from each assessment to refresh your memory and get you thinking.

As you sit there with your plan in front of you, consider what you are willing to do in the way of making a deal with yourself. To get to where you are eager to be in this life. If you commit to what you want on each line of the deal square, you'll have a plan of action reminder right there. You can visit it, change, keep the hard copy version, and add the digital component however you'd like to.

The idea is to just do it. Do it now. Visit often to make up grades, renovate, rearrange the furnishings – this is where you live!





## REEXAMINING THE ASSESSMENTS

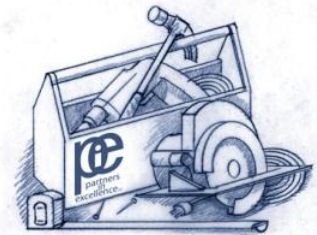
The best use of a test is the re-test. Now is the time to retake the assessment you did earlier.....retake it and then use this open space to write your thoughts with respect to any shifts, ideas, frustrations, motivations, inspirations....

The ones you've got left to retake are as follows:

- The Faith Factor©
- Expectations of Success©
- Movement & Desire©

*You can tell if someone is clever by their answers, you can tell if they are wise by their questions.*

Take a good look at the assessments – you've worked your way across them. The time has come for you to open your Blueprint for a Successfully Intentional and Integrated Life and begin to enter the numbers. This exercise is going to give a full perspective about where you are in your mind and in your body and your heart. You'll see where you want to maneuver things for your ultimate benefit.







## UNDERSTANDING YOUR STORY

Take a few moments, right now.

Remember where you were before you picked up this document with respect to the feelings you had, based on the thoughts you had, about what the story of your life was. Recall everything you had in your mind and in your heart about the why – why you are the way you are and why your life is the way it is.

Give yourself a moment and ask yourself if you now have a little bit different perception of who you are and why your life is the way that it is, in part, because of the way in which you've allowed the story to be written.....to date.

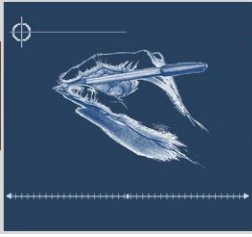
Do you now understand that you have some authority, power, influence, and ability to shift gears and rewrite the story.....because you do indeed have control....over your mind.

Rewrite your story here.....with the power of intention, knowing that you want to create your best life yet. Utilize every tool within this document over and again, use every link provided, take us up on the offer to participate where we extend invitations.....and just make it happen.

It's all about you.....just do it.



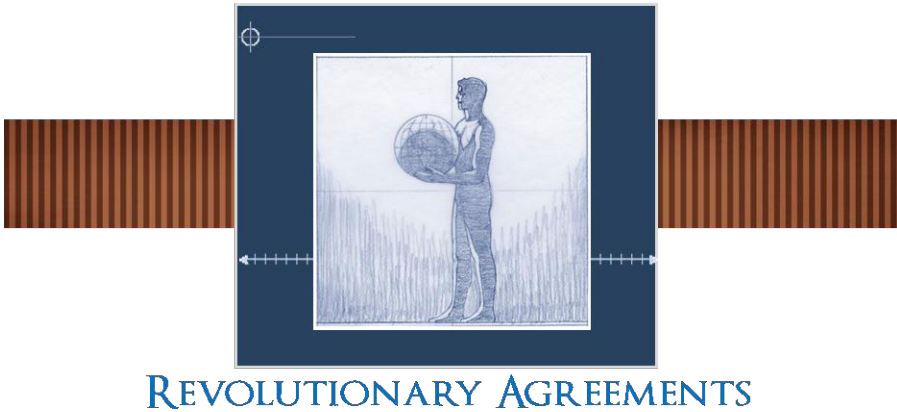




## A PORTRAIT OF YOU

### AND YOUR LIFE

The self portrait is perhaps the most beautiful creation you will ever put your hand and hear to.....make it happen...lovingly towards your *self*.....



30 years ago, Marian Head had ideas about agreements.....with the self and with others.

Here is some of what she has to say:

Regardless of venue, **our mission** is the same: to support people and organizations in achieving their full potential. **Our values** are the tenants of the Revolutionary Agreements we've lived by since 1985. **Our guiding question** is "How can we have this work for everyone?"

Rather than focusing on problem-solving, we take the long view. We ask our clients and partners, "What is your vision? What would it look like if your life (work/relationships/health/finances) were ideal?" When you have a clear vision, we can help you get from your current reality to your desired outcome.

Our collaborative, results-oriented "visioning" approach (as distinguished from a more mechanistic problem-solving approach) is based largely on the brilliant insights and proven strategies of our mentors. Among those who have most influenced our work are Robert Fritz (*The Path of Least Resistance*), Peter Senge (MIT Sloan School of Management, *The Fifth Discipline*), and R. Buckminster Fuller.

## REVOLUTIONARY AGREEMENTS

### Truth

I agree to.....

Live my mission.  
Speak my truth with compassion.  
Look within when I react.  
Keep doing what works and change what doesn't.

### Acceptance

I agree to.....

Listen to my heart.  
Respect our differences.  
Resolve conflicts directly.  
Honor our choices.

### Gratitude

I agree to.....

Give and receive thanks.  
See the best in myself and others.  
Look for blessings in disguise.  
Lighten up!





## About the author

Dr. Deborah Carlin, whose vitae is long and impressive, has a firm grip on what she demands of herself and her company. A nationally renowned expert in the field of the human condition and self-development, psychologist Dr. Carlin has helped individuals and guided leaders and corporations to "become the best version of themselves".

She is diligently focused on results and knows how to get tasks accomplished. She has won numerous awards for her leadership, citizenship, and her intellect. Loyal and tenacious, she knows what needs to be done and makes it happen in a down to earth manner that makes it seem simple even in the face of massive complexities. She is terrific at building and sustaining relationships not only with clients but with her team members, whom she considers to be [and treats as] invaluable.

She received her Masters and Doctoral degrees from Saint Louis University. Awards for leadership and academic performance from the universities where she earned her undergraduate and then graduate degrees are numerous alongside her standing in Academic Honor Societies.

As a social psychologist with strong clinical training at Washington University Medical Center, she speaks, writes, and does consulting engagements where the focus is on the performance of people within an organization. Her specialty is in focusing on the attitudes and perceptions that people have and helping them gain clarity so their performance can be at its peak.

Host of the Internet radio show, The K Factor, you can tune in and hear her interview people from around the globe on BlogTalkRadio.com. In 2012, she began writing a twice monthly column which appears in the St Louis Business Journal, dedicated to introducing the business community to reliable strategies for healthy work/life integration for productivity and overall healthfulness.

She and her company are best known for having repeated success in being able to turn negative situations into positive, productive ones. Many identify her work as enhancing corporate culture, improving community unity, and bettering communication within groups of all types and sizes. And as she herself states, "...all of that helps with overall performance, which is what every client is concerned about." Dr Carlin is has used the adversity in her own life experience to fuel a passion for life, to inspire, guide, and show others how to do the same.

She is the frequent nominee of the various divisions of Who's Who as word spreads about her activities and accomplishments in so many areas of the business, academic and civic community circles. She has been nominated to an Advisory Business Committee by a Congressional group. Dr. Carlin is a regular volunteer for various organizations, working behind the scenes as she donates her time quietly. Her goal, on every project, is to be a partner in helping people and organizations reach a level of measurable performance excellence, both personally and professionally.

A self proclaimed foodie, she is a fabulous cook and baker....she knows her way around the kitchen anywhere and hers is a kitchen often filled with friends and business associates – she claims it is the best place to make a deal happen. Passionate about her garden, every holiday, and making life festive, she is also passionate about swimming, sailing, and anything to do with the water.

Stay tuned, she's bound to be up to something great.....





## Acknowledgements

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My parents, **Warren & Lorretta Carlin**.....now dearly departed, continue to be a central influence and inspiration for me with every breath....they were magnificent in their own life and they are angelic guides for me in mine. I am forever grateful.

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The team I have collected here at Partners In Excellence LLC is nothing short of exquisite....each is an entrepreneur with dreams they are pursuing.....I love that it includes being on my team and they include:

**Jamison Sweet**, my dear engineer on The K Factor, also the Director and Co-Producer of The Series 16, which gave rise to this book and the event series associated with it, alongside being the Director of our Online Social Media Marketing (OSMM) division – you've been a terrific friend, consistent help, and loving inspiration on this project since its inception. Thank you...always.

**Steve Smart**, who is at the core of operations here as a talented consultant...eager to be a source of reliable help and tangible benefit. Steve is what his name bears – smart, and then he is more. He is a great friend, a genuine inspiration, and a generous guide whose patient diligence, intelligence, and business DNA process I find invaluable.....thank you so much.

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**Bryan Haynes**, whose works of art I immediately fell madly in love with the first time I saw them, came to me through Cody. He heard the story of the work herein and of the vision of what we needed; he created his rendition of Atlas, now an important component of our brand. Atlas transitions from overwhelmed to managing life well. He also re-created the classic Thinker for me by adding the heart we need. The toolbox alongside our soup can icons come from his genius. Thank you, Bryan, so much.  
[www.artbybryanhaynes.com](http://www.artbybryanhaynes.com)

**Kim Gordon**, an insightful photographer whose work I came to know through Cody, has extended us the images on pages 42,189,200, 205,215 courtesy of [www.KimWillimanGordon.com](http://www.KimWillimanGordon.com) where his web page reads what he wants for us to understand so clearly and with deep appreciation – “In Absentia Luci, Tenebrae Vincunt” which means “In the absence of light, darkness prevails”. Kim’s insights and resulting works provide a light for us herein that is sincerely valued. Thank you for your lovely contributions, they are poignant.

**Peggy Lents**, of Lents & Associates, who has become an important guide in my life, a very endeared friend, and a creative public relations strategist. Taking me on as a new challenge....I come to you loaded with ideas and you have pushed me to better articulate and become tangible about each one of them.... I adore what you do and how you make things happen, Peggy. Together, with your team, my name and brand will become more recognizable and we will have powerful opportunity to extend our services further and more deeply. I thank you for your investment in me expressed through your loving enthusiasm, and strong pushes. You are smart, witty, intuitive, and wonderful.

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And from Ellen, comes **Jennifer Tompras** who is also at the SLBJ.....a bright sparkle of energy, love, support, and unending enthusiasm for what all of this is about.....I thank you over and again because you rekindle my enthusiasm with yours.

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To two of my associates within Partners In Excellence LLC whom I have invited to come share the platform with me to deliver the messaging of an intentional life where we build upon our inner strength to be healthy, happy, and productive.....Mark Levy and Larry Shapiro.

**Mark Levy**, you are my dear friend and Chicago internist and you are a phenomenon in my life. The work you did with my mother and me and that we have done since her passing has motivated me to believe more fully that this messaging is essential; you see this as a physician and reinforce the ideas that we share about how intentional we need to have our life be. I thank you for every bit of your friendship. You are nothing short of fabulous.

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For **Charlotte Miller**, my friend for more than 30 years who died during the course of this project.....sadly, valiantly, and far too young. A bright spirit in the world, an incredible mind, with fortitude and inner strength that was notable and memorable, I made a promise to her that her name and her story would live on through me and through this work – it shall.....lovingly. I thank you for decades of deep to deep connection.....our friendship was genuine and unforgettable. I will miss you, always.

To my lifelong friend, originally **Juanita Deterding**, now happily married and known as **Juanita Vanderpoel with her husband, Al**.....you two are a pair of my favorites. You are always so good to me, lovingly encouraging my message and providing ideas for

how I can improve what I do and how I do it. I love you and thank you for every moment of your investment in all of this.

To my darling, **Jim Baumgartner, and his beautiful wife, Pippa**, I extend gratitude, love, and deep appreciation. You are supportive of me in ways that make a powerful difference in my abilities.....thank you.....forever.

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And to St Lambert's **Fr. Simon**, who has contributed to my ability to endure the rugged terrain of life at times when it has seemed impossible. How do I thank you for your words and your heart of wisdom and strength? You saw me through the sorrow of difficult loss, it is so good to emerge into a place of deepened appreciation and fruitful abundance.

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To my new partners, **Wellbridge Athletic Club & Spa** in Clayton Missouri, who are marvelously investing in this entire program by offering our audience very special access to their facility, this is enormous.....and together we will have fabulous opportunity to healthfully influence many lives. Thank you General Manager -- **Greg McCarthy**.

To my dear friend, **Russ Abell** who serves as General Manager at the **Hilton Orrington** in Evanston Illinois.....I thank you for your belief in what this project and overall mission means and what it can do for our audiences. Your enthusiasm has been impactful.

To my sweet friends, **Patrick Franssen** who serves as General Manager with **Jane Leving** assisting and **Cheryl Abney** coordinating my requests at the Ritz Carlton in Clayton Missouri.....you are so patient and supportive.....your creative ideas and willingness to be continually helpful and supportive is amazing.....I thank you.

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And to each and every person I have ever encountered.....whether we acknowledge it or not, conscious or unconscious, we all have an impact upon one another and it is meaningful. We need one another for cooperation and for productivity that grows from that. My constant prayer and my intent is that this material....this book, and the programs that go alongside it are all beneficial to those who receive it.



"Make me a channel of your peace.....  
...where there is injury, pardon.....  
...where there is doubt, faith.....  
...where there is despair, hope.....  
....grant that I may not so much seek  
to be understood as to understand....."

**St Francis Assisi**

(born Giovanni Francesco di Bernardone)

