



Vision Workshop

Agenda

- The proven success formula
- That One Thing
 - Refining is about making decisions
 - You get to make lots of them today
 - Are you bounding out of bed?
- Mark had an idea
 - Defines it
 - Refines it
 - Theory becomes a reality

Hey... Who Are You Guys?

- Two pet peeves
 1. Those who tell you nothing about themselves
 - ✓ Just earned 10s of millions for self and others
 2. Those who self-aggrandize for 20 minutes
 - ✓ Starting late, disrespecting your time, waiting for more to show-up
- In case you don't know us... first time working with us
 - We combine Ancient Wisdom
 - Real science
 - Advanced learning mechanisms

Two Facilitators

- **First Facilitator – Lori Enrico**
 - Certified CC Trainer
 - We'll be sharing on Color Code → Motive
 - Getting you ready to make **2024** a break-out year
 - It starts with you getting to know you
- **Lori** – Across the board success
 - A certified guides with Training Solutions, LLC
 - Scientist
 - Successful corp. career
 - Success catering; Super Bowl for NBC in first year of biz, raved as best ever
 - Top 1% mlm earners last 20 years
 - MA legend
 - **Best selling author, first book! Unheard of!**
 - Yellow... and proudest? 3 grandbabies
 - CCO Training Solutions, LLC
 - The “Soul” of Training Solutions, LLC

And it Happened For Me & Fab D Too

- Best selling author
 - Standing Tall [now in 3 languages]
 - Joey The Giraffe Stands Tall
 - And recently #1 best Seller, 7 Laws of the Mind



- Creator Boxscore Bingo ©
 - Sports puzzle
 - National publications
 - Newspapers
 - Major League Program [Mets]



Business Stuff

- Business Stuff
 - Top producer; Combined, MONY, Britannica
 - Multiple 7 figure earner in home-based biz's
 - Top tier earner 6 different companies; Top 50 earner 1.25Million
 - 54 consecutive sold-out workshops
 - Sold out months in advance last 6 years on Kauai live events
 - Out of retirement to prove a point; 4th in the world 6-month contest
 - Should you care? 😊
- What the blessings were? No.
 - What should matter is “how” the blocks create Frustration
 - And how the #VisionWorkshop knocks them out of anyone's life...
 - Delivering shrimp from the back of a van to all those things?

Really, It Didn't Start That Way

- Failed 5x 80's
 - Then, things got worse
 - Bankrupt. Tiny, 2 bedroom, brrr
 - Lost everything

It Didn't Start with Beachfront Bucks

So Relax

- Don't forget...
 - 5 MLM failures in the 1980s
 - Failing again in the early 90s....
 - A simple discovery changed our world
- The Discovery?
 - Aladdin's Lamp is real
 - We are creative geniuses [proof shortly]
 - If you did the homework, you know
 - #VisionWorkshop unlocked the primal power of being



What Changed?

- How did you go from broke [actual bankruptcy] in Boston to beachfront in Kauai?
 - 3 simple things
- 1. Vision Workshop
 - Discovery of alignment
- 2. Finding my heart's desire
 - Fire your head, hire your heart, it never lies
- 3. Application of a simple success formula
 - Once heart's desire is found, procrastination, excuses, fear, etc vanish
 - That "One Thing"

This is a Workshop

- There are only 2 types of people in the world
 - Spectators and players
 - Players get paid
 - Spectators pay to watch players play
 - **Review** after the training
 - And again 24 hour hours later
 - It's up to you to make this part of the culture
- 7 types of learners & compressed learning
 - **Designed to help every type of learner get 100%**
 - Additional reinforcing components
 - References in workbook to get more detail, step-by-step

Seminars

- Compressed Learning? ... methodology
 - Superior systems are based on “real life”
 - Rooted in human nature, corroborated by science
 - Seminars do not work, so we don’t do them
- Why seminars do not work
 - People forget _____ within 24 hours
 - They forget another _____ by weeks end
 - No one gets 100% - Ut-oh!

Vision Seminar Workshop

- *How much content is learned at seminars?
 - _____ of what they hear, _____ of what they hear & see
 - At best 40% and they forget 90% within a week
 - Grand total? They learn _____ of content [Fred Pryor]
 - You have just made a major discovery, eh?
 - Stop 🙅🏻🚫🙅🏻 wasting time and money
- *This is a workshop
 - Superior adult learning method → Compressed Learning
 - 80-95% of what they hear, see and do
 - You’ll be working out real life challenges and making decisions
 - Leaving as a highly skilled masters
 - It is not something you learn... it is something you master
 - Yes, following up and additional content to reinforce; train->retrain→retain; habit



The Proven Success Formula

- It works 100% of the time
 - For 100% of the people
 - Who execute this proven formula
 - Ut-oh... if that is true, and it is, then why do so many fail?
- Alignment
 - Mark’s curious and he cares
 - Perplexed...
 - We’ve measured [not googled] over 3000 cases; 17 years
 - Why did some crush it while others failed? _____

The Success Formula

- Think and Grow Rich
 - “*This book was written for the sole purpose of people being able to take these **four steps** as a matter of habit*” - Hill
 - We don’t determine our lives, our habits do
 - There really are easy to do, the 4 steps
- Could the answer as to why so many learn formula yet fail...
 - Be within the 4 steps?
 - The promise payoff is so massive
 - Why wouldn’t people execute?
 - So simple, a 10-year-old can do the 4 steps

The Payoff For Executing The 4 Steps*

- These four steps are essential for **success in all walks of life**
- **The entire purpose** of the principles of this philosophy is to enable one to take these **four steps as a matter of habit.**

The Four Steps*

- *These are the steps by which one may _____ one's economic destiny.*
- They are the steps that lead to freedom and independence of thought.
- They are the steps that lead to riches, in small or great quantities.

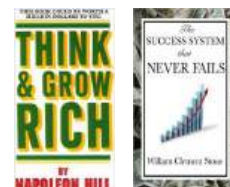
These Four Steps*

- ... lead the way to power, fame, and worldly recognition.
- They are the four steps which guarantee favorable "breaks."
- They are the steps that convert dreams into physical realities

Stone Shared Profound Wisdom

“Not books, exercises that yield wealth”

- Graduated in 1971
 - Did OK, never committed
 - Pieces of it, never all in
 - Hit with a cluster, seafood, kids, Mom
 - Failed 5 times @ MLM in 80’s; failing again
 - ‘93 Reached for Think and Grow Rich
- Studied and applied
 - Principles
 - Found the 4-part formula
 - Applied it, dreams come true
 - More importantly, discovered that 1 thing that makes it work for all



The Formula

- **So... what is this formula?**
 - Consider the “formula” a big door
 - The passageway to your dreams manifested, guaranteed
- **What this workshop is about**
 - Think huge door, 100s of pounds
 - Grown man can’t really move it...
 - What makes it possible to easily open?
 - Hinges... a 5-year-old now moves what the grown man could not
 - This workshop is the “hinges”



Formula (The Big Door) *

$$\begin{array}{ccccccc} \underline{\text{DMP}} & + & \text{PMA}^* & + & \underline{\text{WPOA}} & + & \text{MMA} = \underline{\text{Success}} \\ \text{Burning desire} & & & & \text{Expressed In} & & \\ & & & & \text{Continuous Action} & & \end{array}$$

Step 1

$$\begin{array}{ccccccc} \underline{\text{DMP}} & + & \text{PMA}^* & + & \underline{\text{WPOA}} & + & \text{MMA} = \underline{\text{Success}} \\ \text{Burning desire} & & & & \text{Expressed By} & & \\ & & & & \text{Continuous Action} & & \end{array}$$



- **DMP**
 - _____ of purpose
 - Backed by a **burning desire**
 - That **ONE THING!**

Step 2

$$\begin{array}{ccccccc} \underline{\text{DMP}} & + & \text{PMA}^* & + & \underline{\text{WPOA}} & + & \text{MMA} = \underline{\text{Success}} \\ \text{Burning desire} & & & & \text{Expressed By} & & \\ & & & & \text{Continuous Action} & & \end{array}$$



- **PMA**
 - Common ingredient in _____ achievement
 - ✓ **This workshop kicks it up a BIG notch!**

Step 3

$$\begin{array}{ccccccc} \text{DMP} & + & \text{PMA}^* & + & \text{WPOA} & + & \text{MMA} = \text{Success} \\ \text{Burning desire} & & & & \text{Expressed By} & & \\ & & & & \text{Continuous Action} & & \end{array}$$

- **WPOA**

- Written plan of action
- Expressed in _____ action

Step 4

$$\begin{array}{ccccccc} \text{DMP} & + & \text{PMA}^* & + & \text{WPOA} & + & \text{MMA} = \text{Success} \\ \text{Burning desire} & & & & \text{Expressed By} & & \\ & & & & \text{Continuous Action} & & \end{array}$$

- **MMA**

- Master Mind Alliance
- Two or more people working in perfect harmony for a Definite Major Purpose

- ✓ **BAM! You'll have a Mastermind Partner in #MKE**

- Course comes once a year, cannot be bought

100%, 100%, 100%*

- Works 100% of the time for 100% of people
 - **IFF... the** _____
 - IFF?
- Why don't people know their heart's desire?
 - Why do they settle for so little
 - Fail to reach success
 - Live lives of quiet desperation?
 - Why are they... [you]... not **BOUNDING OUT OF BED**
- ***"Our difficulties are largely due to confused ideas and ignorance of our own true interest"***
 - **Charles Haanel, "The Master Key System"**

What Do You Want??

- This critical question **must be answered in order to move forward**
 - It's the “hinge” to activate the formula
- Let's get past our circumstances
 - Let's get “unstuck” today!
 - Get alignment of 3 things, then...
 - Let's go within and discover.... “That One Thing”



Worthy Goals

- Very few people actually write, read and commit to goals
 - Most people who actually set them, set very worthy ones
 - Unfortunately, it is NOT that “One Thing”
 - This is a result of conditioning
- The search for geniuses...
 - NASA study proves the conditioning is real
 - And our brilliant creativity gets locked up with conditioning



The NASA Study

- In the 1960s, NASA
 - Commissioned a study to find creative geniuses,
 - It turned out that...
 - **98% of the five-year-olds tested were creative geniuses**
- Later, they followed those same kids
 - And when they were adults
 - Only 2% of them ranked as creative geniuses...



If You Don't Think You've Been Conditioned

- If you don't think you've been conditioned....
 - The “machine” since the beginning of time...
 - Is the relentless quest for control
 - Scares people, demoralizes them
- Parents, doing their best but by-products of the same hidden agendas
 - Other people's ideas for your life
 - You can be anything you want but...
 - Comply or live in a box under a bridge

Geniuses

NASA Discovers How **% Vanish**

- There are two kinds of thinking:
 1. Divergent
 - Imagining new possibilities and ideas
 2. Convergent
 - For evaluating and decision-making

The Blockade TO CREATIVITY

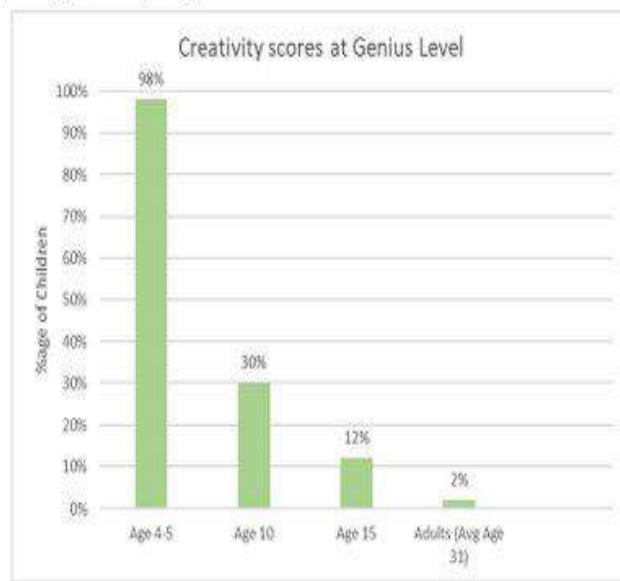
Conditioning Begins Early

- The blockade to your creativity? Conditioning
 - We either create our reality or copy others... ughh
 - Conditioning begins early
- School rewards convergent and punishes divergent
 - *“When we look inside the brain we find neurons are fighting each other and actually diminishing the power of the brain because we’re constantly judging, criticizing, and censoring”* - Land
- The real problem
 - _____ overrides divergent
 - Creativity gets diminished

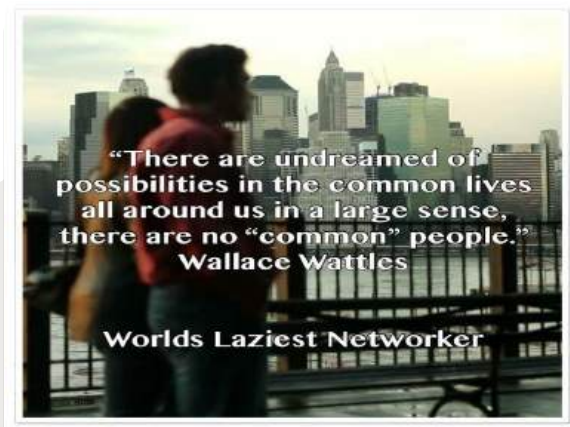
#Truth



Neuroscience explains: Curbing divergent thinking (idea generation, novelty etc.) creates cognitive conflict, thereby depleting brain capacity



Reference: Professor George Land, designer of NASA creativity test



**The Creative Genius
Let's Go Get It**

The Ancients Knew This

- The NASA Report concludes...
- *"We're born with the potential for creative genius but by the time you're an adult, that's been beaten out of 98% of us."* George Land [head of this 25-year study]
- So, can we re-wire our non-creative adult brains?
 - Yup. But it takes some work
 - And that work begins with courage
 - This is not new... the ancients knew this before NASA
 - Meaning? Your genius is real, greatness is within you
 - Both Science and The Illuminated Ones offer proof

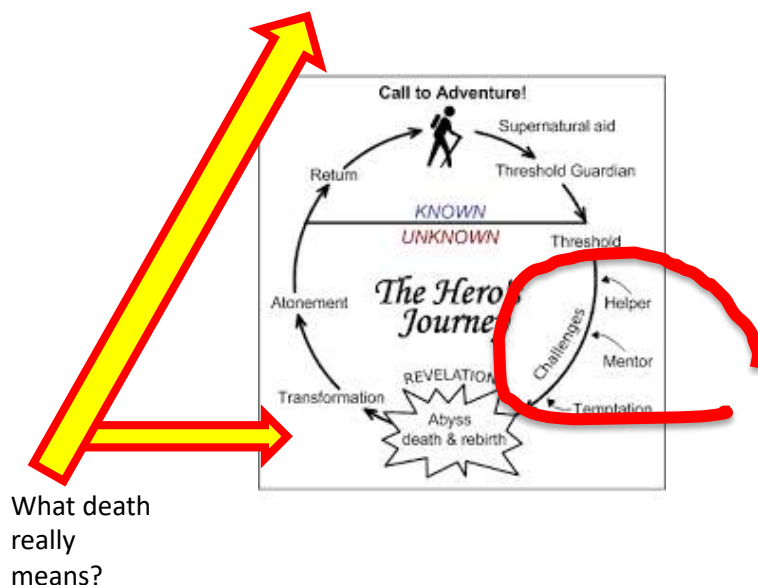
From Slide 1

- Does this make sense now?
 - Finding that "golden child"
 - Educing your "creative genius"
- Why is this here now?
 - Please release ego
 - Move "all in"
 - There are no common people
 - The pathway is not about "more"
 - It is about "letting go"

Taking The Real Hero's Adventure

The Reclaiming of Your Spirit

Letting Go of The Conditioned Sense of Self; Hear Your Heart



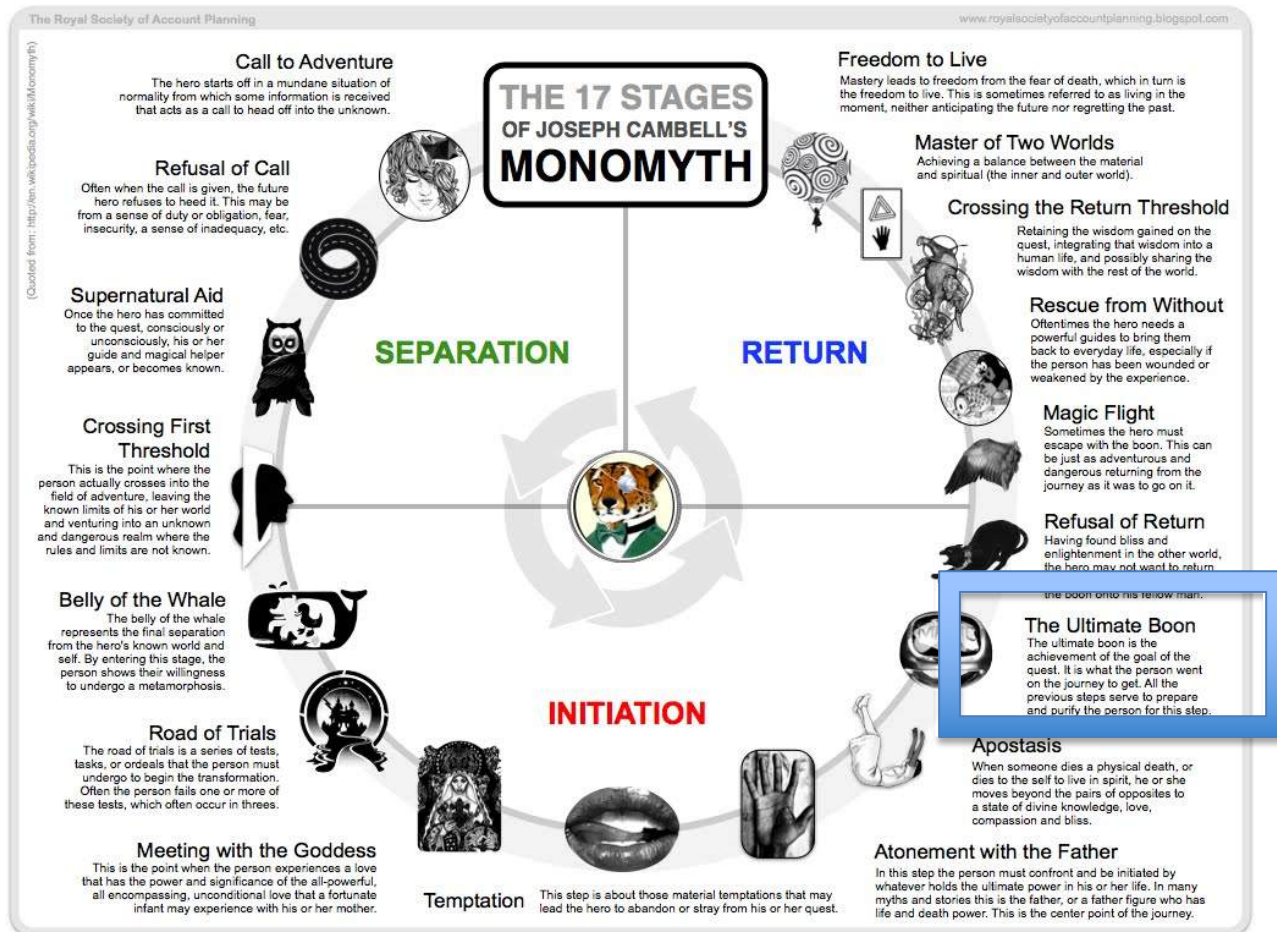
Taking The Real Hero's Adventure*

- The real Hero's Journey... priceless!
 - Letting go of the world's ideas of what makes you successful
 - Finding YOUR truth - the truth of your being
 - The Primal Power of Being
 - And living from "that spot"
 - ***A life of purpose and on purpose***
 - **KEY: Your actions match your truth**
 - Ut-oh, the "cement" blocks our ability to see our truth, hear our heart
 - **Huh? Golden Buddha**

Who is Joe?

Why Should You Care?

- Joseph Campbell
 - Coined the phrase, "The Hero's Journey"
 - Star Wars and The Matrix are documentaries
 - Every movie, book, play, metaphor in scripture
 - All have this story within
- Your presence here is answering the call
 - You're stepping into the unknown
 - We're helpers and mentors
 - Give you the tools, you do the work
 - This is NOT self-help, 12 billion with zero



That One Thing?

Definite Major Purpose

- Once you've got that "One Thing"
 - Other people's opinions?
 - Set-backs, disappointments, disadvantages, looking back?
 - Time, money, other excuses...
- Don't mean S*#%t
 - You move from "blame-storming" to masterminding
 - How do we find That One Thing?
 - Take the **REAL Hero's Journey**...
 - A unique exercise
 - Thank you for not looking ahead in your workbook

*The Little Hinge That Turns The Big Door

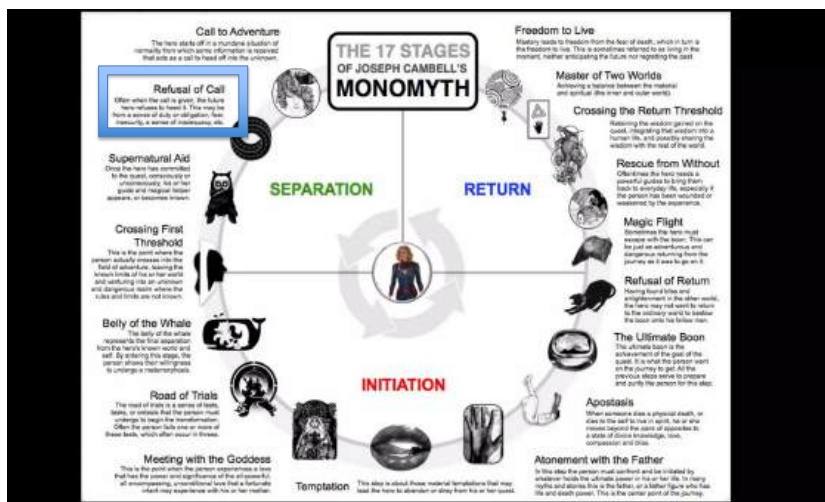


- Passion is a by-product of desire
 - “It all begins with desire...” Hill
 - “Did he have passion...” The Greeks
 - Dharma ... with purpose, on purpose and for purpose
 - “**Trudge** the road to happy destiny” ... dictionaries matter!
- If you’ll prepare your mind...
 - You’ll find the “trigger” that has you bounding to your daily “traction points”
 - Driving your goals – personal, health & business
 - In essence, you’ll discover that path to “that One Thing”

The Right Mind Set Another Adult Conversation?

- “There are no common people”
 - Honesty is the handmaiden to greatness
 - Let’s take the Real Hero’s Adventure
 - First, find that magnificent divinity within you 🍎
- Our 45+ years of experience
 - They have, [understand], the Master Key
 - Or Standing Tall
 - Or Think and Grow Rich... or all 3
 - They have a full toolbox
 - Yet still “stuck” at the threshold... refusal
 - Skywalker; common theme – refusal of the call
 - Purpose of this session?
 - Move from “stuck” to “**continuous action**” on your customized written plan

You’re Not Alone... Think Skywalker



Big Boy and Big Girl Pants Please

- Why did you come to this Vision Workshop?
 - Learn to manage my time better?
 - Learn how to deal with people – team, family members
 - Find the “secret” to get myself moving forward in my career or business... taking action on my goals?
 - I like Mark, Davene, Lori, etc...
- May we suggest, please, what others have shared?

Let's Pull Up Big Boy and Big Girl Pants

- We hear....[while claiming to **really** want “x”]
 - I’ve slipped on my daily habits...
 - I’m not getting on the phone for my business...
 - I’m still not following exercising regularly...
 - Thought I’d learn something that would motivate me to follow through on my daily plan
 - When asked, “*are you bounding out of bed in the morning, excited to tackle your ‘traction points’ with enthusiasm?*”
- A lot of words poured out ... for “I’m stuck”
 - This is _____ of the Call of your heart



Let's See It...

If You're Not Bounding

- If you're not bounding out of bed...
 - Eager to get on the phone... get to the gym... dive into to your work
 - You're not “bounding”
- Other stuff matters more than the traction point
 - It's not fear
 - It's not time we don't have
 - It's not all the other blamestorming things
 - Our desire right now for you?
 - You have the courage to “see it”
 - See what? You simply have not identified that _____
 - Your heart's desire... encased in Cement?
 - Let's bust it out!

He Never Stops Testing

- With private 1:1 clients
 - Mark gave additional time to test an idea
 - The breakthroughs have been remarkable
 - Unwilling to believe, “some will, some won’t”
- I experienced this myself
 - How did a **yellow** like me
 - End up organizing the entire company?
 - Alignment

Alignment Matters

- Why do people take courses
 - With the hope of improving their life
 - Do a good to great job
 - Yet stall? Not “bound” with vigor?
- Misalignment
 - Despite all the sharing about conditioning
 - Re: The Cement Buddha, River of Dreams
 - The birth of an astounding shortcut
 - He theorized there was a “**misalignment**” and that...
 - **Alignment** would shatter conditioning so all people could...
 - Hear their heart - ie, the “call” and bound with passion



What Do You Want?

- This question matters but...
 - Conditioning is powerful
 - Chipping helps but like experience, can take a long time
 - We unearthed the accelerator
- **Alignment**, no longer a theory
 - Is the path to The One Thing
 - Bounding and tackling tough stuff [me, organizing?]
 - I was the guinea pig; tested successfully on others

The Best Advice I Ever Got?

- Best advice I ever got
 - Philosophically; You don’t get what you want, you get what you are...
 - Practically; Work harder on yourself than your business
- The search began
 - Self-help books... [average person buys 1 → 7]
 - 12 billion \$, no quantification?
 - Tapes [yeah, I am old], CDs...
 - And nothing changed



The Quest Begins

- While it was great advice...
 - Where was the “how”?
 - How do I modify my behavior? Create new habits?
 - **More importantly, how can I help others grow personally?**
- A discovery and 17-year study has become my life’s work
 - Into the subconscious ... OMG
 - How do we influence it?
 - How do we replace self-sabotaging habits with...
 - Positive habits that bring success, manifestations?

Eureka

2 Simple Things

- **FIRST...** _____ making resolutions
 - That’s like self-help nonsense; sounds great, samo-samo
 - It’s just sitting in the conscious mind, [subby calls shots!]
 - **START** to influence the subconscious mind
 - Did you do your homework? Lipton video
- **SECOND...** _____ setting goals
 - Huh?
 - “**Blasphemy**” all the self-helper experts will shout
 - **START** getting loyal to your heart’s desire
 - When you find that “One Thing” no motivation is needed
 - **KEY:** If you are not working like your hair is on fire
 - You may have worthy goals BUT they are not really yours
 - They are probably wonderful #TRUTHS, but just not your truth

Discovery

Goals Do Not Work

- Certainty will destroy your future
 - Open up to this idea
 - Goals are the last thing added
 - Misalignment derails hopes and dreams
- **Alignment** matters because it boosts the volume of your heart
 - It’s not that winners do certain things... alignment
 1. Find your core motive [you got this!, CC]
 2. Who are you? Define yourself in 2 words
 3. Find your personal pivotal needs [double check]
 4. Determine your dharma
 5. Then add goals that are markers to purpose or rewards



✓ Let's Get Aligned

Step 1

1. Find your core motive

- Peace, Progress, Intimacy and Fun



- ✓ You have this already

- ✓ Did you fill out the cheat sheet to “know thyself”

- ✓ Keep using throughout for perfect alignment

2. KEY: The compounding affect is a game changer

- Meaning? Each of the 4 things we do need to be aligned
- This is you moving to your heart
- And impelling its desire to you
- In English? You hear the real herald, your heart's desire

COLORCODE
Personality science.

BLUES
Peace, Progress, Intimacy

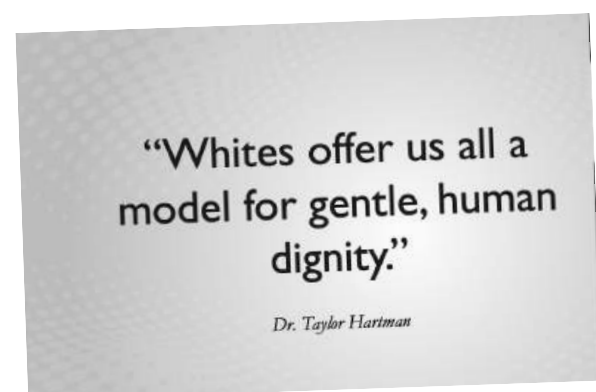
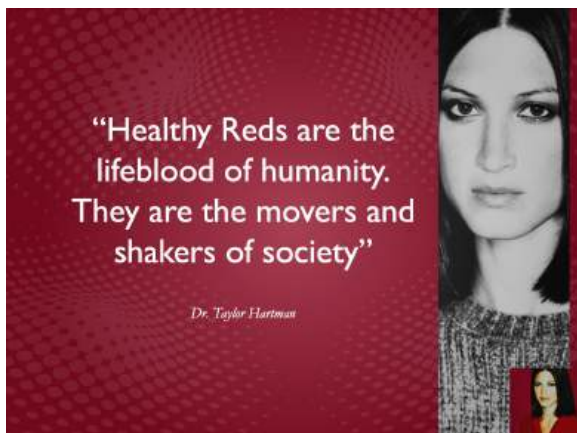
Core Motive	Core Talent	Core Desire	Core Fear
Peace	Quality Service	Clarity Tolerance	Enthusiasm Optimism
Progress	Leadership Vision	Power	Fun
Intimacy	Quality Service	Clarity Tolerance	Enthusiasm Optimism
Fun	Enthusiasm Optimism	Power	Leadership Vision

My Big Dream:

- Quick Bullet Points
 - Winners Prepare
 - Short review
 - View Concierge page tonight if you have not

Core Motives & Natural Talents

	Red	Blue	White	Yellow
Core Motive	Power	Intimacy	Peace	Fun
Natural Talents	Leadership Vision	Quality Service	Clarity Tolerance	Enthusiasm Optimism



"Happy is as happy does.
Yellow people love
themselves because they
know exactly what they
love to do and always find
the time to do it."

Dr. Taylor Hartman

Clear Is Kind

- As we stack one exercise on another
 - They must be in _____ with the previous exercises
 - We'll go through 2, 3, 4 & 5
 - These should "line-up" to even the untrained eye
- What are 2, 3, 4 and 5?
 2. Who are you? Define yourself in 2 words
 3. Find your personal pivotal needs
 4. **THEN** → Determine your dharma [that One Thing]
 5. Then add goals that are markers to purpose or reward

Step 2

- And Alice asked, "Which road should I take?"
- "Where are you going?" asked the Cheshire Cat [that One Thing 😊]
- "I don't know"
- "Then it doesn't matter"
- And so we "default" to the pack, the machine, others' agendas for us



On Purpose

- People often confuse _____ and _____
- A Goal is something tangible
 - Can be achieved
 - We can set and achieve many goals
 - Goals are chosen
- A Purpose is a direction
 - Is fulfilled in each moment
 - Remains constant for life
 - A purpose is discovered
 - *"Our purpose is something we've been doing all along, and will continue to do, regardless of circumstances, until the day we die"*
-- Peter McWilliams

On Purpose

- **Purpose** is “WEST” - from New York, **Goals** might include:
- **1st trip:**
 - Philadelphia, Chicago, LA, Hawaii, Philippines, Japan, Korea, China, Turkey, Spain, Portugal, Boston & New York
 - 25,000 miles traveled... still as much “WEST” to go (purpose to fulfill) as when we started
- **2nd trip**
 - Detroit, Salt Lake City, San Francisco, Midway Islands, Mongolia, Greece, Italy, France, Ireland, Newfoundland, Nova Scotia & New York
 - Infinite amount of movement (& goals) available while living “on purpose”
 - While in Italy- could travel many directions & places... as long as next stop was France
- **Purpose:** “I am a grateful giver”... **Goals** might include:
 - Nursing home attendant
 - School teacher
 - Physical therapist
 - Writer
 - Foundation president

The Big Dream... Step 1 → Color Code 

Step 2 → Alignment → Right Now

Finding Your Purpose → Greatness



Denouncement is Pathway to Greatness

- “*There are no common people*” Wallace Wattles
 - There is greatness within all people... uh-oh; conditioning
 - Denounce the “cement” & conditioning
 - Challenged to believe it’s true? And true about you?
 - Sounds wonderful but... really Mark?
- Social Proof
 - Grab an index card
 - Jot one name per card who you’ve declared great – **USE BLANK SIDE**
 - Friend, colleague, actor, ball player, brother, sister, it’s all good

What Makes Them Great?

- Read the name on the front
 - Turn the card over
 - What makes them great?
 - Jot down the reasons or feelings or observations [or combo] as to “why” you’ve made this assessment
- A time for sharing
 - Feel free to add, it’s a mastermind!
 - Yes, we’re building awareness & get
 - Providing proof of your greatness

Finding Your Purpose

- This is the game changer
 - A life defining moment for all who fully engage
 - A certain and simple path to “That One Thing”
 - Find that spot within that cannot be divided, your divinity (Take a few minutes... clear your mind)
- Grab 30-50 Index Cards
- Start listing all your **positive qualities**
 - BLANK SIDE – one quality/card
 - No time for false modesty or to be shy
 - No one is going to see it



Step 1: Positive Qualities

Are you... Triggers, Clues, Ideas

Ready, Set... Go!

Free association - 5 mins to write



Positive Qualities - *Only 1 Quality Per Card*

- I Am...
 - Kind?
 - Compassionate?
 - Empathetic?
 - Joyful...
 - Loving...
 - Loyal...
 - Thrifty?
 - Reverent?
 - Happy?
 - Caring?
 - Tender?
 - Inspirational?
 - Generous?
 - Thoughtful?
 - Supportive...
 - Attentive...
 - Etc...

RED Core Motive: Power/Progress Natural Strengths: Proactive Productive Decisive Assertive Action-oriented Determined Responsible Leader Focused Powerful Visionary Pragmatic Motivated Articulate Confident	BLUE Core Motive: Intimacy Natural Strengths: Nurturing Caring Loyal Intimate Analytical Thoughtful Compassionate Respectful Dependable Deliberate Detail-conscious Well-mannered Sincere Quality-oriented Intuitive
WHITE Core Motive: Peace Natural Strengths: Objective Kind Peaceful Non-discriminate Voice of reason Good listener Inventive Patient Even-tempered Balanced Clear perspective Accepting Diplomatic Centered Self-regulated	YELLOW Core Motive: Fun Natural Strengths: Carefree Charismatic Creative thinker Engaging of others Enthusiastic Flexible Forgiving Fun-loving Happy Insightful Persuasive Positive Sociable Spontaneous Inclusive

Mirrors Rock, Adding On?

- Remember 5 minutes ago??
 - The one person you declared great? [also you 😊]
 - **Effortlessly**... you wrote down multiple words to describe “why” you think they’re great
 - Mirror KEY: Qualities we admire in others are always within **US!** 😊
- So, add 5 to 15 more...
- A time for sharing
 - If you hear a quality and it’s in you, too
 - Write it down
 - Anyone care to share? Great, raise hand



The Next Stack: Actions You Find Fulfilling Positive Things You Like Doing Most

- Giver (giving)
 - Sharer (sharing)
 - Listener (listening)
 - Helper, helping others (helping)
 - Explorer (exploring)
 - Teacher (teaching)
 - Traveler (traveling)
 - Learner, student (learning)
 - Seller (selling)
 - Working out
 - Cook (cooking)
 - Reader (reading)
 - Creator (creating)
- **More?**
 - Singer...
 - Gardener
 - Cleaner
 - Preacher
 - Business builder
 - Networker
 - Etc... got an idea?
- Grab 30-50 cards, let's get busy!! This is YOUR moment...
 - **Separate pile – one per card**
 - **KEY Example, if 'listening' → Listener**
 - Write out actions that make you feel good, positive, happy ... any or all those feelings 😊😊😊



Ready, Set... Go!

Free association

Mirrors Rock, Let's Repeat

- Now let's add to the list...
 - Think of people you admire
 - What **ACTIONS** do they do you admire?
- Add a few more... may pull some triggers of things your forgot you like to do
- A time for sharing
 - If you hear an **ACTION** you like...
 - Write it down
 - Anyone care to share?

Next, We Find “The Spot”

- Before we find your purpose...
 - A little story to get you in “the spot”
 - That place that cannot be divided; sanctuary
 - Life defining moment for you, find your heart’s voice
 - Remember, the formula works 100% of the time
 - For 100% of the people who find **THAT ONE THING**
- Getting in the spot
 - 3-decade relationship, love him as life itself
 - From jail December 19th
 - Kids, Christmas, out now or January 8th when court reconvenes
 - What will really help?
 - Yeah, that spot where approval, ego etc., don’t matter
 - Doing the right thing is all that matters...
 - So get into your “sanctuary”
 - That place that cannot be divided

Finding Your Purpose

- On one card write:
 - “I am a”
 - Got it?
 - Stay in that spot! Listen to your heart
- OK... let’s play!

The rules:

1. Use this grammatical structure:
 - I am a [quality] [action]
 - Or...I am an [quality] [action]
 - One quality and one action
 2. Keep moving the cards from both piles
- If you stay in that spot [your sanctuary]
 - **Something will “click”**



A Few Examples

- Incorrect Examples (that keep people stuck):
 - I am a minstrel of God
 - I sing the song of life
 - Outstanding purposes that **DO NOT** fit the **I am a** _____ formula
- Correct Examples:
 - I am a cheerful giver
 - I am a compassionate friend
 - I am a productive salesperson
 - I am a spirited adventurer
 - I am an inspirational facilitator
- Again – this is the path to the **ONE THING**...we'll get there
 - *We are after "purpose" right now, who you are [Color Code] **AND** what action gives you fulfillment, happiness, joy, etc*
 - **This is your moment...** Let's do this... find the spot and play for 5 minutes
 - *Here's the key to alignment*



Key To Alignment

Remember these 5 steps must align

Ready, Set... Go!

- **The rules:**
 1. Use this grammatical structure:
 - I am a [quality] [action]
 - Or...I am an [quality] [action]
 - One quality and one action
 2. Keep moving the cards from both piles

Free Association

Honesty Double Check

- Look at your 2-word statement of purpose
 - Were you honest and loyal to yourself?
 - Does it match directly or indirectly with your primary core motive?
 - Your “Color” plus 2-word definition of who you are
 - Does it feel like your core motive will be served?
- Anyone care to share?

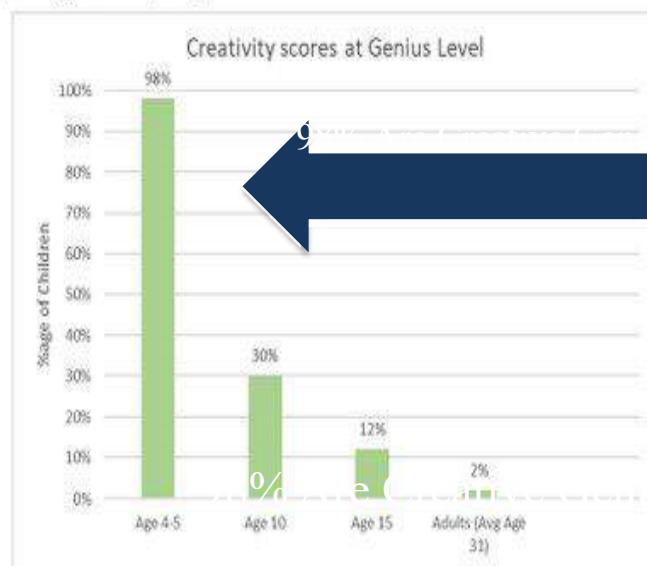
Individualism

- Congrats... the real you!
 - You’ve established an authentic foundation
 - You’ve coupled your core motive and 2-word identity – YEAH - alignment!
 - Building on that alignment will makes you happy & bounding!
 - Refining your purpose & then writing goals just got easy... “**sort of**”
- Now you can have a Purpose and goals that evoke passion
 - As soon as we take care of the ... “**sort of**”
 - A few more exercises and you’ll be “primed”
 - You’ll have figured out the **core** of **That One Thing**
 - Two of you could have same **statement of purpose** but it’s your individualization that matters most... **because it is yours**

Let’s Not Forget Your Real Self Is a Creative Genius



Neuroscience explains: Curbing divergent thinking (idea generation, novelty etc.) creates cognitive conflict, thereby depleting brain capacity



Reference: Professor George Land, designer of NASA creativity test

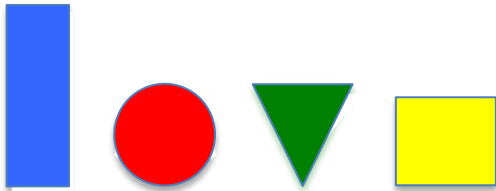
The Next Step

- The difficult part is over...
 - Couple more exercises
 - You'll find that one thing, Purpose
 - Then add "goals" that
 - Support the purpose and/or
 - Are cool rewards along the way
- Open Q & A
 - Masterminding
 - Keep playing with those cards if it hasn't "hit you"
 - That genius is in there!

Bullet Alignment Review

- **Alignment** matters
 - Why? It boosts the volume of your heart
 - When we're in alignment, we "answer the call"
 - It's not that winners do certain things... **alignment**
- What you've done, where we're going
 1. Find your core motive [you got this!, CC] ✓
 2. Who are you? Define yourself in 2 words ✓
 3. Find your personal pivotal needs
 4. Determine your dharma
 5. Then add goals that are markers to purpose or rewards

Masterminding and Q & A



You'll need the following:

- Love
- An open mind
- That "spot that cannot be divided"
- Honesty
- Most important... 125+ "wants", 1 per index card
- Keep mixing and matching; it will click if you detach
- HUGE – Keep adding to the Wants pile
 - Should have minimum 100, 125+ best

Vision Workshop - Session 2

Agenda

- The proven success formula
 - Mini-review
- Finding that **One Thing**
 - Refining is about making decisions
 - You get to make lots of them today
 - Are you bounding out of bed?
- Completing alignment
 - Picking your purpose
 - The missing ingredient for most people
 - Relax, we got your back



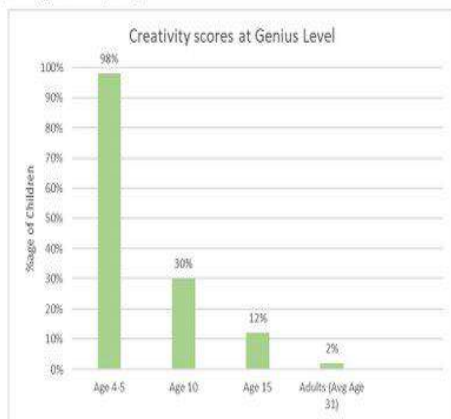
Ancient Wisdom

Verified By Science

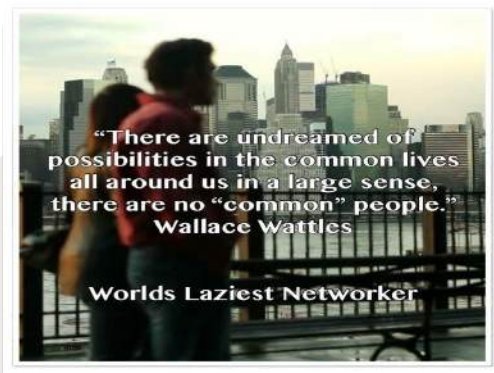
- Let's review
- The Golden Buddha
 - You are connected to all truth and wisdom when born
 - Verified by NASA; 98% of 5-year-olds are creative geniuses
 - By age 30, 2% tested as genius [conditioning]
- The subconscious mind is running the show
 - Lipton video
 - This is the conditioned mind, AKA, the Cement Buddha
- Most people never find that “one thing”
 - Get in alignment with your true self
 - And you will hear your heart, quickly identifying the one thing
 - Then, nothin' else don't mean S#!@T

#Truth

 Neuroscience explains: Curbing divergent thinking (idea generation, novelty etc.) creates cognitive conflict, thereby depleting brain capacity



Reference: Professor George Land, designer of NASA creativity test



The Creative Genius
Let's Go Get It

The Formula

Guarantees Success 100%

- **So... what is this formula?**
 - Consider the “formula” a big door
 - The passageway to your dreams manifested, guaranteed
- **What this workshop is about**
 - Think huge door, 100s of pounds
 - Grown man can't really move it...
 - What makes it possible to easily open?
 - Hinges...
 - A 5-year-old now moves what the grown man could not
 - This workshop is the “hinges”

Step 4 Formula

$$\begin{array}{ccccccc}
 \underline{\text{DMP}} & + & \text{PMA}^* & + & \underline{\text{WPOA}} & + & \text{MMA} = \underline{\text{Success}} \\
 \text{Burning desire} & & & & \text{Expressed By} & & \\
 & & & & \text{Continuous Action} & &
 \end{array}$$

- **MMA**
 - The missing link in 72% of the cases of disappointment?
 - Master Mind Alliance
 - Two or more people working in perfect harmony for a **Definite Major Purpose**
- ✓ **BAM! You'll have a Mastermind Partner in #MKE**
 - Course comes once a year, cannot be bought
 - Complete this workshop, you are in #406

Mark's Quandary

- If this formula works, working for him
 - 100% of the time [Hill, Stone, etc.]
 - For those who do these 4 things [a 10-year-old can do]
 - Why do so many people fail?
 - Even those who know this formula?
- This led to 17 years of research
 - Not “googled” it
 - Over 3300 people; same material, some did, most did not
 - It all revolved around the desire part

Alignment Matters

- Why do people take courses
 - With the hope of improving their life
 - Do a good to great job
 - Yet stall? Not “bound” with vigor?
- Misalignment
 - Despite all the sharing about conditioning
 - Re: The Cement Buddha, River of Dreams
 - The birth of an astounding shortcut
 - He theorized there was a “**misalignment**” and that...
 - **Alignment** would shatter conditioning so all people could...
 - Hear their heart - ie, the “call” and bound with passion



What Do You Want?

- This question matters but...
 - Conditioning is powerful
 - Chipping helps but like experience, can take a long time
 - We unearthed the accelerator
- **Alignment**, no longer a theory
 - Is the path to The One Thing
 - Bounding and tackling tough stuff [me, organizing?]
 - I was the guinea pig; tested successfully on others

Eureka

2 Simple Things

- **FIRST... STOP** making resolutions
 - That's like self-help nonsense; sounds great, samo-samo
 - It's just sitting in the conscious mind, [subby calls shots!]
 - **START** to influence the subconscious mind
 - Did you do your homework? Lipton video
- **SECOND... STOP** setting goals
 - Huh?
 - “**Blasphemy**” all the self-helper experts will shout
 - **START** getting loyal to your heart's desire
 - When you find that “One Thing” no motivation is needed
 - **KEY**: If you are not working like your hair is on fire
 - You may have worthy goals BUT they are not really yours
 - They are probably wonderful #TRUTHS, but just not your truth

Discovery

Goals Do Not Work

- Certainty will destroy your future
 - Open up to this idea
 - Goals are the last thing added
 - Misalignment derails hopes and dreams
- **Alignment** matters because it boosts the volume of your heart
 - It's not that winners do certain things... alignment
 1. Find your core motive [you got this!, CC]
 2. Who are you? Define yourself in 2 words
 3. Find your personal pivotal needs
 4. Determine your dharma
 5. Then add goals that are markers to purpose or rewards



Let's Go To Work

- We've covered steps 1 & 2
 - **ONE**: Determined your core motive → ❤️💙💛💜
 - **TWO**: Identified your purpose → 2-word description
 - **Inspirational Facilitator**, **Spirited Adventurer**
 - And you clearly see they are in “alignment”
 - Next 2 steps
 - **THREE**: Identify your “Personal Pivotal Needs” [aligned with 1 & 2]
 - Next? **FOUR**: Find that “one thing”

Step 3 PPNs

- Step 3 is to identify your PPNs
 - Personal Pivotal Needs
 - If you did the homework
 - Have the sheet you filled out helps

✓ Let's Get Aligned

Step 1

1. Found your core motive
 - Peace, Progress, Intimacy and Fun
 - 
 - ✓ You have this already
 - ✓ Did you fill-out the cheat sheet to “know thyself”?
 - ✓ **Keep using throughout for perfect alignment**
2. KEY: The compounding affect is a game changer
 - Meaning? Each step needs to be aligned
 - With the previous steps
 - This is you moving to your heart, cutting through cement
 - And impelling its desire to you
 - In English? You hear the real herald, your heart's desire

COLORCODED BY BLUES

Personal Pivotal Needs Cheat Sheet

Personal Pivotal Needs	Personal Pivotal Needs	Personal Pivotal Needs	Personal Pivotal Needs
Autonomy	Recognition	Intimacy	Fun
Liberty	Respect	Love	Play
Health	Security	Peace	Progress
Meaning	Stability	Connection	Discovery
Legacy	Comfort	Belonging	Expression
Recognition	Respect	Love	Play
Liberty	Security	Peace	Progress
Health	Stability	Connection	Discovery
Meaning	Comfort	Belonging	Expression
Legacy	Respect	Love	Play

My Big Dream:

Alignment

Step 3 – Your PPNs



Yup, Find That Spot; PPNs

- Into the spot that cannot be divided
 - Recalibration; confirmation or discovery
 - Quiet the mind, recall color & feel your core motive 
 - Bridge that core motive to “who you are” [those 2 words]
 - Close your eyes, relax into that connection
 - Example ...Mark had autonomy and liberty → autonomy & recognition/creative
 - He “recalibrated” to get in alignment
- Pick 2
 - Liberty
 - Autonomy
 - Helping others
 - True health
 - Spiritual growth
 - Recognition for creative expression
 - Legacy
 - Huh? What's a PPN?

PPNs

- Personal Pivotal Needs
 - Oxygen for your soul
 - Most unconscious internal conflict is denial of PPNs
 - Shows us as fear, discontent, restlessness, discouragement
- You'll pick the two most important to you
 - The other 5 will happen anyway
- The big 7, let's resign from the debating team; my story
 - Liberty
 - Autonomy
 - Helping others
 - True health
 - Spiritual growth
 - Recognition for creative expression
 - Legacy

Grab Your Cheat Sheet [Homework]

The image shows four COLORCODE personality cheat sheets for Yellow, White, Blue, and Red types. Each sheet is a grid with various sections including Strengths, Limitations, Needs, Wants, and Behaviors Under Stress. The Yellow sheet is highlighted in yellow, the White sheet in white, the Blue sheet in blue, and the Red sheet in red. Each sheet also includes a 'My Big Dream' section at the bottom.

My Cheat Sheet

My Cheat Sheet

This was your homework
Didn't do it? No worries

#DoltNow

Pick 2 needs & 2 wants...
Are they true for you?

e.g. My 2 needs and wants are...

Used that as a guide...

Now my PPNs are alignment with

- my core motive
- Needs and wants of a yellow
- Did you guess...
 - Liberty and Autonomy

The image shows a detailed 'My Cheat Sheet' for a Yellow personality type. The sheet is titled 'COLORCODE Personality Systems' and 'YELLOW'. It includes sections for Strengths, Limitations, Needs, Wants, Behaviors Under Stress, and a 'My Big Dream' section. The sheet is filled with handwritten notes and highlights.

Driving Core Motive: Fun
Natural Gifts/Talents: Enthusiasm, Optimism

Strengths (circle top 3): Carefree, Charismatic, Creative thinker, Engaging of others, Enthusiastic, Flexible, Forgiving, Fun-loving, Happy, Insightful, Persuasive, Positive, Sociable, Spontaneous, Inclusive.

Limitations (circle top 3): Afraid to face facts, Disorganized, Poor follow-through, Impulsive, Inconsistent, Unfocused, Interrupter, Irresponsible, Naïve, Obsessive, Self-centered, Uncommitted, Undisciplined, Unreliable, Vain, Forgetful.

Needs (circle top 3): To look good socially, To be noticed, To be praised, To receive approval from the masses.

Wants (circle top 3): To hide insecurities (lookify), To achieve happiness, To be free, To enjoy playful adventure.

When communicating w/ Yellows - DO (circle top 3): Take a positive upbeat approach, Offer praise and appreciation, Accept some playful teasing or joking, Maximize the opportunity for them to enjoy work, Recognize publicly the value of their participation, Encourage their verbal self-expression, Reinforce trust with appropriate physical gestures, Remember they are more sensitive than they appear, Value their social interaction skills and people connections, Promote creativity and fun activities with them.

When communicating w/ Yellows - DON'T (circle top 3): Be too serious or sober in criticism, Push them too intensely, Ignore them, Forget that they have "down" time also, Demand perfection, Expect them to dwell on problems, Give them too much rope or they might hang themselves, Classify them as just lightweight social butterflies, Attack their sensitivity of being unforgiving, Control their schedules or totally consume their time.

List 3 Behaviors of Yellow Operating Under Stress: 1. Disorganized, 2. Impulsive, 3. Unfocused.

My Big Dream: Travel - Month in Italy, Bocelli in Tuscany

Step 3 → Alignment

- Now it is your turn
 - Should be a connection between
 - Core motive; Color 🍷🍷🍷🍷
 - Purpose; 2-word description
 - PPNs, pick with your heart
 - PPNs? Personal Pivotal Needs
 - Let's remember, you're not eliminating 5
- Let's take 30 seconds, find that divinity within
- OK... giddy up
 - Liberty
 - Autonomy
 - Helping others
 - True health
 - Spiritual growth
 - Recognition for creative expression

Color → 2 Word Purpose → PPNs A Time For Sharing

Step 4

- It's not that winners do certain things... alignment
 - ✓ Found your core motive [you got this!, ColorCode™]
 - ✓ Who are you? Defined yourself in 2 words
 - ✓ Identified your personal pivotal needs [always double alignment]
 - 4. Determine your dharma... that ONE THING
 - 5. **Then** add goals that are markers to purpose or rewards
- Let's find that "One Thing"
 - Check alignment
 - Is there a clear connection between 1, 2 & 3?
 - Any more shares?

The BIG DREAM

First... A Word About Needs and Wants



The BIG DREAM

Needs vs Wants

- Your **Needs** are already _____
 - Air, water, food, shelter, clothing
 - When human needs are not fulfilled, we die.
 - Everything else we **think** we need is a **want**
- **Wants** are things we can live without
 - Maybe not happily or comfortably
 - But if you can **exist** without it... it's a want
 - What?? Love and romance???
 - Very nice...still a want
- Confusing these two words in your mind can lead to trouble

The BIG DREAM

Needs vs Wants Trouble

- The Trouble?
 - All the trouble comes from confusing needs with wants
 - When you think you "need love" you are expressing a personal deficiency... (ut-oh)
 - "I need to give my love to others" versus "I want to give love" is a small but crucial difference (it even feels different to say)
- Referring to our wants as "needs" is an ***affirmation of*** _____
 - Thinking you need it ruins the experience
 - Usually ends in failure because it's coming from lack
 - Even if obtained, it breeds insecurity - not joy, happiness
 - We worry about hanging on to it or not losing it

The BIG DREAM

Needs vs Wants

On the other hand...

- Wanting something badly is wonderful...
 - If it fits our purpose, we have PASSION
 - THEN [with action] we can move mountains!
 - Thinking you "need" it ruins the experience
- **KEY:** Remember _____ is the launchpad to **Increase!**
 - Grateful our **needs** will always be fulfilled
 - Grateful for everything we have now
 - Grateful for the increase that's constantly impelled toward us
- Next... let's pursue our "wants" from this foundation of passion and gratitude

The BIG DREAM

Begin Individualizing It

- You already came with 100+ ...
 - Let's up the ante!
 - How many more can you get?
 - Don't overthink (whites and blues)... don't judge
 - Large, small, trivial, life-changing... all good!
- Write down anything and everything [one item per card]
 - \$30,000 residual? Great
 - No GMOs on the planet? Great
 - Salted caramel blizzard? Great
 - Bucket list stuff? Put it ALL down, one per card please



Ready, Set... Go!

Free association

“Wants” [Add To Your Pile]

- Some of mine...
 - \$30K+/month
 - Learn to speak Italian
 - Lake (or ocean) cabin
 - Full set of dumbbells
 - Golden retriever puppy
 - Month in Italy (♪♪ Andrea Bocelli)
 - Alaskan cruise
 - Tesla
 - Deck furniture
 - 1,500 completers in MKE 2026
 - ETH and BTC to hit \$100,000
 - Affogato
 - Eat fresh, ripe mango in Kauai
 - Swim with dolphins in Kauai
 - \$100K education fund for George
 - Disney World with family
 - Orioles to visit my feeder
- Sharing anyone?
 - Hear anything you like? Jot it down.

The Big Dream

Next? → Choosing (Decision Time)

Good News, Bad News...



Unless you have a tiny list like A
DIET Coke and Twinkies

Ready, Set... Go!

Free association - 5 mins to write

The Price? Choice and Attention

The Fairy Tale of Balance And Other Excuses

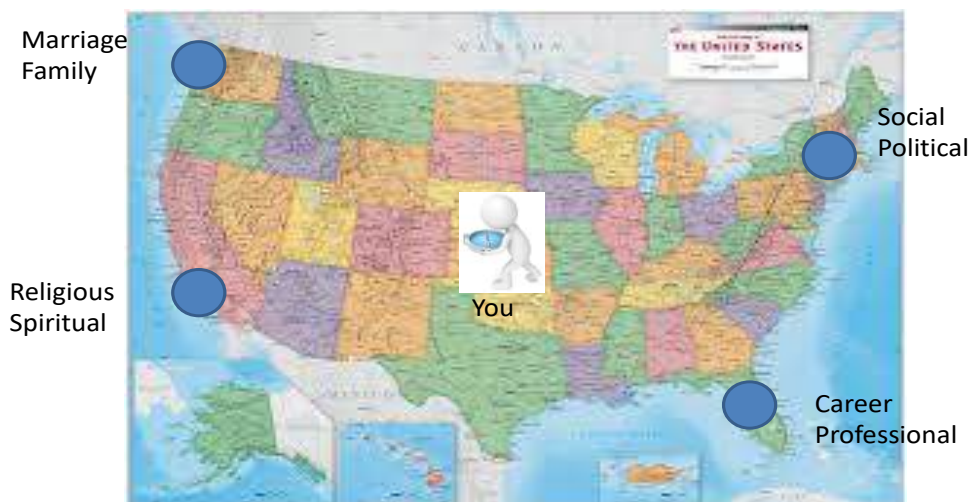
- The _____, your heart's desire
 - Is individualizing your core purpose statement [2 words]
 - And understanding unless you have a tiny, tiny list
 - You can have anything you want, you just can't have everything NOW
 - Great achievement requires excellence
 - **The Price**; Choice of which category the **Big Dream** is for you
 - The vast majority of your time focused in 1 of 4 areas go "get" **Big Dream**
- The myth of balance
 - Trying to balance the four areas yields no greatness, **NO Big Dream**
 - Which is fine... except the **Big Dream** never materializes
 - It's a sophisticated way to **NOT** commit to the **Big Dream**
 - ***What it really means is sacrificing your truth for the approval of others...***
 - ***Most of whom you don't even know [cement], the machine***

The Big Dream? Anything.

Bad News? ☹ Not Everything at Once

The Really Bad News? ☹ ☹ Choice

The Good News? 😊 You Choose



Selfish or _____?

- Selfish
 - The petty, endlessly greedy gathering of “stuff”
 - Relentless pursuit of glamour at all costs
 - Worshiping the god of other peoples’ opinion
- Selfing
 - Fulfilling your inherent dreams, goals, aspirations
 - “To thine own self be true”)
 - Living your life “on purpose”
 - Knowing what you want...and moving toward it
 - vs. what you think you **should** want
- Pursuing your goal may require all your resources for awhile
 - People may call you selfish
 - What’s more important... your goal, or other people’s opinion of your goal (& you)?

Selfish or Selfing?

- Debbie decides to be a doctor [Career/Professional]
 - She does nothing but study, eat, sleep, attend classes for 11 years
 - Must blow off lots of family, social issues, etc.. (stuff)
 - Becomes a doctor...was she being selfish or selfing?
- **“I am a compassionate doctor”** - her core Purpose Statement
 - Now she gets to spend the rest of her life
 - Helping others, contributing to healing
 - Fiscally strong to support family
 - Loves what she does
 - Fulfilled – compassionate doctor, core purpose
- Where are we heading?
 - Debbie’s final one sentence individualized DMP
 - Ex: ***“I am a compassionate doctor earning \$250,000 a year”***

The Bad, Good and Great News

- It’s not really **bad news**, it’s just the truth
 - You can’t do nothin’ [stay in Kansas]
 - And put marriage/family first [Washington] AND
 - Be Socially/Politically active [GMO elimination]
 - All at the same time... The truth? You’ve got to choose
- The **good news**?
 - You have already trained your mind
 - Seeds for new habits planted, massive toolbox at your command #MKE
 - Not just tools – power tools for change!

The Great News?

- The **great news**?
 - While choosing is hard, it does not mean, like Dr. Debbie, it is permanent...
 - It requires sacrifice and if we don't sacrifice for the life we want... the life we want is ... ut-oh
 - You just can't be GREAT at all four at once [ego, conditioning, guilt]
- The BIG DREAM requires your best...
 - I learn the "secret" from Grantland Rice
 - Gone from 4AM to 10PM
 - University in my truck
 - So other areas, like Dr. Debbie, are going to be put on hold to some extent, GUILTLESSLY

Any Business or Occupation...

Important Question To Answer First

- Is work your profession or meant to an end? [e.g. NWM]
- **Tom Holden [Yellow]**
 - Loves MLM
 - 20+ years same company
 - Gives him new adventures every year
 - Travel, seminars
 - New people monthly joining
 - ***I am a joyful adventurer making \$25,000 a month in MLM***
- **Mark j [Red]**
 - Loves teaching
 - Utilized MLM to learn how to teach better
 - Made lots of money to fund his dream
 - ***I am an inspirational facilitator making \$500,000 a year***

Network Marketing... is it a career, like it is for Tom? Or a means to an end like Mark. BOTH are Great!! Decide NOW!

The Truth About Choosing The Four Options and Consequences

1. When we choose, we must let other options go
 - *You can have anything you want, just not everything right now*
 2. When we choose, we risk losing
 - Not only does losing suck, but EVERYONE will know!
 3. When we choose, we risk winning
 - With success, comes even more change and responsibility
 4. If we refuse to choose, we deny our purpose
 - This mandates a life of regret and quiet desperation
- While the next choice is tough, option 4 really means we've quit and are just taking up space until we die...

So make a choice... ready?

You've Got A Big Decision Coming Now Emerson Weighs In... To Help

There are many who are living far below their possibilities because they are continually handing over their individualities to others

Do you want to be a power in the world?

Then be yourself

“Be true to the highest within your soul and then allow yourself to be governed by no customs or conventionalities or arbitrary man-made rules that are not founded on principle.”

And Let's Get Back In That Undividable Spot [Your Divinity] It's Your Moment, Choose



Listen to Your Heart
Ready, Set... Go!
Choose Your Category – 2 mins!



Pick Up That Pile

- You Made A Choice!!
 - Take the pile you chose
 - Look through that pile
 - **Find the BIG DREAM in there**
- Grab Your Statement of Purpose
 - “I am a compassionate friend”
 - “I am a focused singer”
 - “I am an inspirational teacher facilitator”
 - **And couple it up with the BIG DREAM**
- “I am a compassionate friend helping single parents and couples be home with their kids”
- Any shares?

Remember This?

- **SECOND... STOP** setting goals
 - Huh?
 - Blasphemy all the self-helper experts will shout
 - **START** getting loyal to your heart’s desire
 - When you find that “one thing” no motivation is needed
 - **KEY:** If you are not working like your hair is on fire
 - You may have worthy goals BUT they are not really yours
- Now that we have aligned 1-4, discovered heart’s desire
 - We add initial goals
 - Can be resources, and the vehicle

Making It Real

- It then morphs from this...
 - “I am a compassionate friend helping single parents and couples be home with their kids”
 - To this:
- “I am a compassionate friend earning 30,000 a month in MLM helping single parents and couples be home with their kids”
 - Take 5... expand it ☺
- Any shares?



Recrafting DMP

Final Considerations...

- Now it gets easy and fun
- Now that you've chosen alignment
- Let's address the traps and stay in our heart's direction
 1. The money thing
 2. The time thing
 3. And what about all those other wants?

Why Quantify?

- Put something countable or quantifiable in your goal
 - Why?
 - So you'll know when you've achieved it!
- People like to keep their dreams _____
 - "I want a family" is easier to say than "I want a spouse, 2 children and a rottweiler" [one is attainable...one is not]
 - "I want a family" does not define what a family is
 - Family of mice in your kitchen? [goal fulfilled!]
 - You could have 18 children and still not reach your goal [because some families have 19]
 - "That's not what I mean!"
 - Then what **DO** you mean? (Recall... Subby → dumb as a brick)

The Money Thing

- Although money is not a great goal *by itself*...
 - It can be an excellent indicator of whether or not you've obtained a goal
 - Make the goal big enough to be a dream
 - But small enough to at least be *partially* believable
 - "I am a singer" versus "I am a ***focused singer*** earning \$50,000/year singing"
- Some goals are quantifiable by...
 - Time: "I spend 6 months every year traveling the US"
 - Amount: "I weigh 150 lbs"
 - Credential: "I have my medical license"

The Time Thing

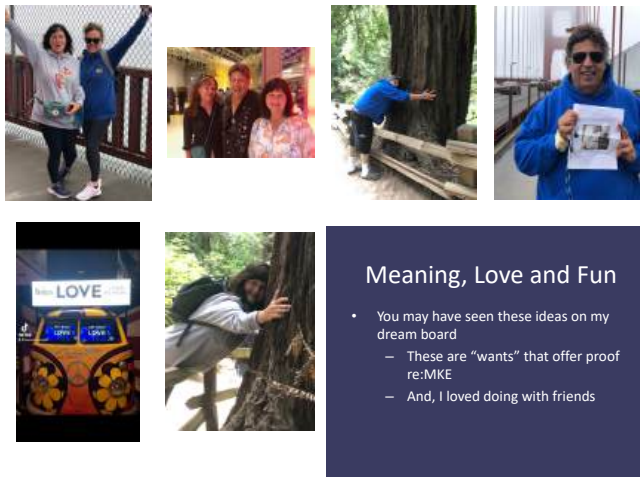
- Allocating the time to dedicate to your **Big Dream**
 - 168 hours/week [Week 1 MKE]
 - Be honest...how many hours are required to maintain necessities in life?
 - Determine **realistically** how many hours you will spend working on the “traction points” to achieve your **Big Dream**
- There’s only so much time to go around
 - Easy to accept the concept
 - Facing the reality of this limitation is uncomfortable but...
 - Not as uncomfortable as looking back in a year and saying, *“I really meant to do that. Where did the time go?”*
- How many hours are left?
 - Enough to fulfill your **Big Dream**?
 - Ideally, at least 14 hrs (2 hrs/day)

What About Those Other Wants?

- Many other wants may be fulfilled by achieving the big dream
 - Ex, Big Dream: Become a movie star
 - Smaller WANTS in your pile might be fulfilled in the process:
 - Live in LA...Make \$1,000,000...Be Famous...Meet Brad Pitt...etc
- Pull out smaller dreams that fit within the **Big Dream**
 - Can pull from any pile
 - Be honest...don’t justify
 - “I want to write a novel about being rich, so I think I’ll take all my money and buy a Rolls Royce so I can get in the mood” [NO]
- Eliminate all wants that are in opposition to your **Big Dream**
 - Be ruthless
 - Stay in Kansas Toto & become a movie star? Not likely.

All Work and No Play

- All work and no play makes Jack a dull boy
 - These other “wants” be can also be encouraging rewards
 - Just make sure they are
 1. Markers toward your purpose
 2. Enjoyable rewards for milestones
- Example
 - We hit a marker health wise [Lori/Lucinda/Mark]
 - Vegas, Love, Hug a Redwood, Peking Duck, Walking Golden Gate, Honoring my Dad; nothing to do w/big dream
 - Enjoyable/sentimental things as rewards
 - A blend of goals that are both markers and/or rewards



Meaning, Love and Fun

- You may have seen these ideas on my dream board
 - These are “wants” that offer proof re:MKE
 - And, I loved doing with friends

Completion

- You’ve discovered & chosen your **Big Dream**, (heart’s desire)
 - No cheering?
 - Lying in the ruins are all those deserted index cards!
 - Reminders of the dreams that won’t immediately (or ever) come true [sigh...]
- Welcome to Success!
- “Complete” Each WANT
 - Declare your involvement with it, for now...DONE
 - Why? You are in alignment
- The next set of steps brings us back to the “Formula”

Step 4 Formula

$$\begin{array}{ccccccc}
 \text{DMP} & + & \text{PMA}^* & + & \text{WPOA} & + & \text{MMA} = \text{Success} \\
 \text{Burning desire} & & & & \text{Expressed By} & & \\
 & & & & \text{Continuous Action} & &
 \end{array}$$

- We’ve proven that without a DMP that is authentic it does not work
 - Alignment led to discovery of your authentic purpose
 - And by extension that “one thing”
 - The next step?
 - Statement of purpose in a “Certain Way”

Writing The Purpose Statement

- Now that you have alignment with all 5 factors
 1. Core motive – color
 2. Two-word definition
 3. PPNs
 4. Dharma
 5. Goals
- Pick feeling words that are also in alignment
 - Awesome, marvelous, incredible, outstanding – not feelings
 - Tranquility, Peace of mind, joy, etc. ...
 - Read multiple times a day and “experience” the whole
 - The whole is always greater than the sum of the parts
 - Should feel righteous...
 - And create a remarkable connection w/ future you
 - It begins with mastering the once sentence version

We Know It's Fast

Homework That Rocks Your World

- Homework That Rocks Your World
 - We know it's fast...but that is how it works best
 - This “speed” shortcut cuts through the cement, trust your choices
 - You may want to take time this week to refine that final statement
 - *“I AM AN INSPIRATIONAL FACILITATOR and have 30,000 members by 2029 in the MKE who become self-directed thinkers while earning \$2MM for our partners, guides and ourselves” - Mark*
 - *“I AM A SPIRITED ADVENTURER rendering world class service to 3,000 MKE members by 2025, as over \$200K flows to me annually through multiple streams, funding magnificent travels with people I love”. – Lori*

Expanding & Influencing “Subby”

- Writing a DMP properly so it influences subby is crucial
 - DMP = Definite Major Purpose [the big dream meets PPNs]
 - This leads to fulfillment within
 - This would be taking that once sentence and expanding it
 - 250 words or less, clear and carefully chosen
- Most people [95% according to Hill] don't have a DMP
 - 95% fail ... we call this a clue
 - You have a massive advantage [You're aligned with your #Truth]
 - Writing it properly matters

Words Matter

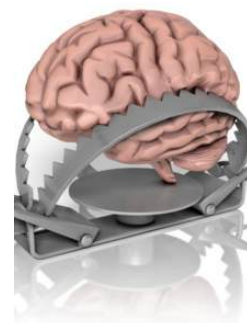
- 20. We know that the Universal Thought has for its goal the creation of form, and we know that the individual thought is likewise forever attempting to express itself in form, and we know that the word is a thought form, and a sentence is a combination of thought forms, therefore, if we wish our ideal to be beautiful or strong....
- we must see that the words out of which this temple will eventually be created are exact, that they are put together carefully, because accuracy in building words and sentences is the highest form of architecture in civilization and is a passport to success.

It's Not Hand Grenades or Horseshoes

- The writing of a purpose statement
 - Needs to be precise
 - Subconscious does not work on fuzzy
- You've been through something that most will never know
 - Take advantage of it
 - It is about you creating a new reality
 - Directing it to "Subby" in multiple ways

Use Our Experience

- Most people that have the formula fail
 - It is a science and precision matters
 - You've taken the biggest step in this workshop
- So why do people fail despite the knowledge?
 - Subby still calling the shots
 - Filling in the formula with current consciousness
 - Here are the traps, relax, we got your back
 - Enroll in the MasterKeyExperience
 - Your tuition is covered already

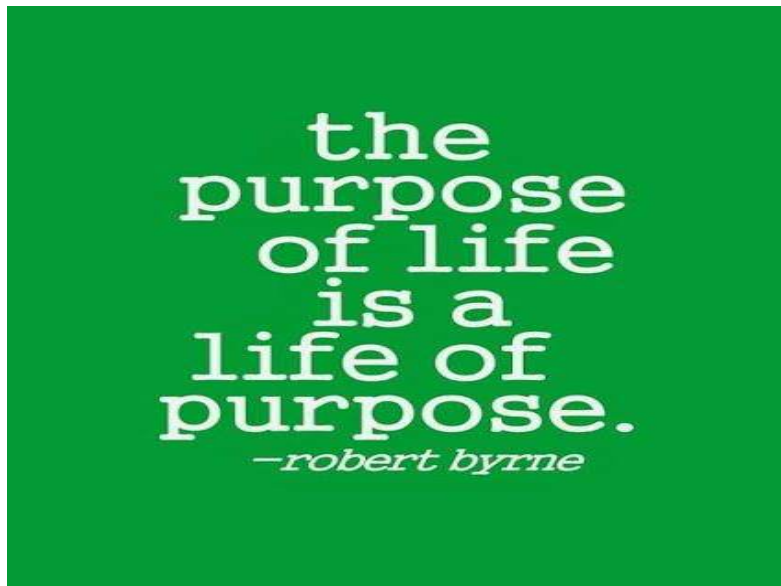


Step 4 Formula

$$\begin{array}{ccccccc} \underline{\text{DMP}} & + & \text{PMA}^* & + & \underline{\text{WPOA}} & + & \text{MMA} = \underline{\text{Success}} \\ \text{Burning desire} & & & & \text{Expressed By} & & \\ & & & & \text{Continuous Action} & & \end{array}$$

- **The BLOCKS**

1. **Subby** – Still calling the shots, until we learn to influence the subconscious, nada
2. DMP Statement improperly written
3. Think PMA is slogans & trying to be positive
4. No written plan
5. **Biggest trap?** No true mastermind alliance with a guide who has mastered this to keep you on track



(Quoted from: <http://en.wikipedia.org/wiki/Monomyth>)

THE 17 STAGES OF JOSEPH CAMPBELL'S MONOMYTH

Call to Adventure

The hero starts off in a mundane situation of normality from which some information is received that acts as a call to head off into the unknown.

Refusal of Call

Often when the call is given, the future hero refuses to heed it. This may be from a sense of duty or obligation, fear, insecurity, a sense of inadequacy, etc.

Supernatural Aid

Once the hero has committed to the quest, consciously or unconsciously, his or her guide and magical helper appears, or becomes known.

Crossing First Threshold

This is the point where the person actually crosses into the field of adventure, leaving the known limits of his or her world and venturing into an unknown and dangerous realm where the rules and limits are not known.

Belly of the Whale

The belly of the whale represents the final separation from the hero's known world and self. By entering this stage, the person shows their willingness to undergo a metamorphosis.

Road of Trials

The road of trials is a series of tests, tasks, or ordeals that the person must undergo to begin the transformation. Often the person fails one or more of these tests, which often occur in threes.

Meeting with the Goddess

This is the point when the person experiences a love that has the power and significance of the all-powerful, all-encompassing, unconditional love that a fortunate infant may experience with his or her mother.

SEPARATION

RETURN

INITIATION

Temptation

This step is about those material temptations that may lead the hero to abandon or stray from his or her quest.

Freedom to Live

Mastery leads to freedom from the fear of death, which in turn is the freedom to live. This is sometimes referred to as living in the moment, neither anticipating the future nor regretting the past.

Master of Two Worlds

Achieving a balance between the material and spiritual (the inner and outer world).

Crossing the Return Threshold

Relating the wisdom gained on the quest, integrating that wisdom into a human life, and possibly sharing the wisdom with the rest of the world.

Rescue from Without

Oftentimes the hero needs a powerful guides to bring them back to everyday life, especially if the person has been wounded or weakened by the experience.

Magic Flight

Sometimes the hero must escape with the boon. This can be just as adventurous and dangerous returning from the journey as it was to go on it.

Refusal of Return

Having found bliss and enlightenment in the other world, the hero may not want to return to the ordinary world to bestow the boon onto his fellow man.

The Ultimate Boon

The ultimate boon is the achievement of the goal of the quest. It is what the person went on the journey to get. All the previous steps serve to prepare and purify the person for this step.

Apostasy

When someone dies a physical death, or dies to the self to live in spirit, he or she moves beyond the pairs of opposites to a state of divine knowledge, love, compassion and bliss.

Atonement with the Father

In this step the person must confront and be initiated by whatever holds the ultimate power in his or her life. In many myths and stories this is the father, or a father figure who has life and death power. This is the center point of the journey.