

FROM

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ADVERSITY

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TO

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SUCCESS

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*Change your Thinking  
Change your Life*

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From Adversity to Success  
Change Your Thinking, Change Your Life  
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## INTRODUCTION

Being a 19-year-old young boy, working as a janitor and raising two small boys, does not seem to be the best position from which to start off one's path to success and riches. However, back in 1979, that is the exact position I found myself in, ready to launch into my success journey. To fully comprehend what is possible and to understand the message of this book, *Adversity to Success—Change Your Thinking, Change Your Life*, as well as the insights of each author, it's important that I share with you some of the accomplishments I was able to achieve in the last 16 years with my wife, Melinda Boyer. I write these things not to try and impress you, but to impress upon you that you can achieve your dreams, too.

Melinda and I have had the good fortune to publish over 40 books, with over 300,000 printed copies worldwide. We have produced 9 successful documentaries that have featured some of the top international leaders like Bob Proctor, Brian Tracy, Les Brown, Ed Foreman, Marie Diamond, and Earlene Vining, just to name a few. We have spoken

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on major conference platforms with the top trainers of the world and were the leading founders of the Carnegie Principle Mastermind Group, with members throughout the United States, Canada, and Hungary.

We have been able to create financial freedom for ourselves, living the exact lifestyle most only dream about, enjoying both time freedom and money freedom. But success is far more than material wealth; success includes dynamic relationships, both personally and professionally, as well as good health. Although there is no such thing as a permanent perfect life, because life is a growing process and a mixture of adversity and success, achieving your dreams is absolutely possible.

As I look back over these many years and reflect on how thankful I am for our current life and accomplishments, the one thing I can share with you is that the key to going from a lifetime of adversity to a lifetime of success is your method of thinking. Think about that—you can change the results in your life by simply changing the way you think. This method is what took a 19-year-old, uneducated young father of two from “Janitor to Millionaire.” However, this is not true only for me; this method of changing your thinking to change your life is the exact same method each of the authors in this book have used and continue to use. As you read each chapter, allow the message to not only inspire you,

Introduction, Don and Melinda Boyer

motivate you, and excite you, but more important, allow the wisdom of each author to “Transform You.”

We cheer you on as you move from “Adversity to Success.”

Don and Melinda Boyer  
Publishers



**Don and Melinda Boyer** are national speakers and creators of the mega selling book series, *The Power of Mentorship*. To learn more about their live training and mentorship programs, email [Don@Donboyer.org](mailto:Don@Donboyer.org)

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

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

## QUANTUM HEALING

Dr. David Cifra

**D**orland's medical dictionary defines health as a state of optimum physical, mental, and social well-being, not merely the absence of disease and infirmity. I personally like to expand the definition to include spiritual, as well as financial well-being, as it rounds out how I see the real definition of health to be understood. In this chapter, I will spend a considerable amount of time on Quantum Physics and the psychosomatic aspect of healing. I like to refer to this healing process as Quantum Healing, which is thinking outside the box of mainstream medicine, but when understood and applied, can have a huge impact on the longevity and vitality of life that we get to create for ourselves. When we understand the power that God, Universal intelligence, the force, quantum field, or whatever it is that you want to define it by, is assisting us, we begin to see how vast our options for health and healing become. We begin to understand that we are in the driver's seat and that we can manifest and assist the body to reach its optimum potential,



without many of the outside influences that we have been programmed to rely upon.

My name is Dr. David Cifra, DC, and I have been on a quest over the last 26 years to help patients unlock the combination code of health by integrating mind, body, and spirit, the three necessary ingredients in manifesting optimum health and wellness. I incorporate many specialties in helping people achieve the vibrant health they were born to live. I incorporate Chiropractic, Nutrition, Medical Science, Functional Medicine, Quantum Physics, Spirituality, Meditation, Eastern and Western medicine, and modern technology such as Non-Surgical Spinal Decompression, Lasers, Therapeutic Modalities, Brain Re-patterning, and a host of other viable options to help people achieve the quality of health they were meant to enjoy.

The problem that I see in the world today is that the masses have been programmed to accept ill health as a normal way of life, or as a normal progression of aging. While death is inevitable, there are many things we can do to slow the deterioration process down. The majority have been brainwashed by Western medicine dogma, pharmaceutical companies, and radio and TV advertising that defines disease as something we need to accept and believe is part of our very existence. What I want people to understand and realize is that there is another way—a way to fight the aging process and live a life filled

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with energy, abundance, harmony, peace, happiness, and vitality.

I believe that if people took more time to understand how their thinking and thoughts were creating their reality, a healthier and more vibrant culture would exist for many of us to enjoy. This process of improved health needs to start with understanding the ancient knowledge of how powerful the mind is and how our thoughts and thinking can shape our reality and our destiny. The mind is powerful, and the placebo affect has been studied and documented over the years, validating the power of our mind to stimulate healing on many levels without drugs and surgery. I have termed this innate power of manifesting health "Quantum Healing," because it requires us to look beyond just medicine and science for us to improve our health. It requires us to look at the ancient wisdom of the early pioneers in health and understand that there is something more powerful than a pill in a bottle to create a happy, vibrant, and healthy existence.

My training has allowed me to view health with a broader scope and has set the stage for me to look at health from an inside-out perspective, as opposed to outside-in that formal medicine teaches. My training has allowed me to experience how we create our reality and our health from the inside. All the powers for healing exist within each one of us. We have our own built-in pharmacy, that when allowed to express

itself and flow uninterrupted, can restore us to miraculous health. In other words, vibrant health is truly an inside job.

We also need to understand that health starts at a cellular level, and that in order for the body to heal or in fact stay healthy, it requires our cells to be healthy. Cellular health is the starting point for all that happens to us, good or bad. It's important to understand that without cellular health, which is the major building block of life, nothing can grow and prosper. The concept of looking at life at a cellular level helps us to understand the enormous potential that exists from the quantum field in changing our health. We begin to understand the enormous powers the universe plays in shifting and shaping our existence. So what I see are two powerful aspects that must align for the body to be in a state of wellness. The cells need proper nutrition and detoxification for the body to heal, and the mind must be in a state of allowing and receiving in order to grow and prosper.

If you watch the movie, *What the Bleep Do We Know*, you can gain some insight on the inside forces that shape how we live and how healthy we become. A major premise in the movie is the example of how water and the words spoken over its surface respond to positive and negative word associations. When frozen, the water that is exposed to positive words and affirmations crystalized into beautiful

magnificent shapes, while the water exposed to negative hateful words, when crystalized, appear toxic and malformed! When you understand what is happening here, you realize how powerful our words and our mind really is, and how it plays into our health and wellbeing. We get a glimpse at how the mind can have a huge impact on how our bodies become healthy or deteriorate.

We begin to understand that health is something bigger than what comes out of a bottle. We begin to realize how outside influences can shape our inner reality and impact the quality of health we manifest in our lives. We begin to see the capabilities of the mind and how different programming can affect the outcome of our lives, in a positive healthy way, or how it can drive us into a negative state of distress and dis-ease. Research has documented the effects of stress in our lives as the root cause of all disease. What we need to realize is that our perception to this stress determines how healthy or sick we become. The saying we become what we think about most of the time is a good reminder to change our thoughts and our thinking if we want to strive and thrive.

What I have learned over the years and have been able to witness every day in practice is the body's ability to heal in the right environment. Those who are negative, and take on the world from a defensive point of view, lack the healing potential that someone who is positive and open to receiving undergoes.

Those who are open and receptive to the healing potential that exists inside of each one of us understand the fundamental building blocks necessary for a healthy life. I have been blessed with the insight to see firsthand the powers that we possess inside of us that are required to ignite healing and stimulate the potential for change. When we begin to understand that we get to choose our health and that we are not just victims of circumstance, the chance to begin the journey to health and wellness will begin.

I have witnessed throughout my career the power of our mind in restoring and reclaiming our health. I have gained insight to see what needs to be done to restore health and healing at the chronic end stages of disease. With this insight and understanding of the powers inside of us to heal, I am able to take people who would otherwise be forced into a dangerous, unsuccessful, high-risk medical or surgical situation, and transition them into a state of health that is low risk, very conservative, and has a very high success rate.

I practice from the standpoint of looking at the person as a whole and not as separate body systems. I do not approach their healing process from the standpoint of what label they have been given, but where they are on the thought process of what they can become. I look at the patient from the standpoint of what is out of balance in their physical, mental,

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spiritual, social, and financial network. I help them clear the blockages, not only in their body but in their thinking, that creates the disease, discord, and harmonic imbalance that is creating their pain and suffering. I look at the patient a whole and help them to see the potential of healing that exists when we open ourselves to the life force that exists in each of us. I help patients understand that without spirit flowing, healing cannot take place. Until we take our foot off the garden hose, water cannot flow to the garden, and without this life force of innate flowing, nothing can grow or exist. You can fertilize and tend to the soil, but without the life force that exists within each one of us, nothing can flourish.

My approach to healing is unique, and I customize programs for healing that allow each person to grow and prosper in their own way. I teach patients to realize the potential for healing that exists inside each one of us and how powerful our own mind and bodies can be in the healing process. I teach patients to see that it's not about what they can add to the body from the outside, but what exists on the inside, when activated, that can lead to major improvements in health. The challenge is learning that sometimes it's not about putting in something new but in unlearning something old—the concept again of mind, body, and spirit in harmony and balance that is connecting and flowing through each of us.

Yes, we need to eat right, detoxify the body, and exercise, which are outside factors, but we also need to change our thoughts and our thinking and work on mindful acts, such as meditating and feeding the body with positive affirmations and visualizations. When we add in this extra step, amazing healing properties can be activated, and we can change many outcomes in our health that would otherwise look impossible to achieve. Our energy patterns and vibrations have a huge impact on our ability to thrive and experience amazing health in our lifetimes. We change our energy and our vibration by the way we view life, our perceptions, and what we consider to be our realities. Changing our thinking is the most powerful way to repair the building blocks that all of health is built upon.

In my practice, I understand the importance of getting the energy in the body to flow uninterrupted. If you activate healing from within, many invasive procedures can be eliminated. This is accomplished by restoring proper energy flow to the body; opening up the meridians for the body to repair and heal; eating a diet rich in nutrients that allow the cells to remain healthy and not in a state of toxic distress; exercising in a way that stimulates blood flow to channel through the body without stasis and restriction; meditate and allow the body's internal innate powers to become activated; get the proper rest to allow the body to function at it's optimum; stay positive and happy and look at the good that

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exists all around you; have an attitude of gratitude for all that is good in your life; follow your heart and the wisdom of the ages and connect with your inner self in ways that you may not understand logically; become centered; give and share your experiences with others in a way that allows for higher, more positive energy to connect with you. These are just a few ideas to help activate the body's ability to stay congruent and healthy. It's never too late to understand that when we change our thinking and believe in the body's internal restorative powers, good things will begin to happen, and the transformations that you will experience, not just in your health but in all areas of your life, will be truly amazing!

If you take the time each day to see the good in life, good things will happen, energy will improve, and when your outlook on life improves, so will your body's ability to heal. It is not easy to stay focused on keeping your thoughts positive in such a negative world, but this is where a doctor/mentor/coach comes in to help you stay on track and help you tip the scales in your favor, by surrounding yourself with like-minded people who can help you grow and prosper. There are many ways to keep the flow of "water" moving from the garden hose to the garden. When you take your foot off the hose, the water will flow and goodness will come to you on all levels.



So if you're interested in how I can help you create the momentum of healing in your life, start by examining yourself to determine if you're committed to become the person you need to become. When the student is ready, the teacher will appear. My life has been blessed, and I am grateful that I have been given the gift of assisting those with poor health, along with those with complicated neck and low back issues, to heal without drugs and surgery. If you're interested in finding out how I can help, go to my website, [SyracuseDiscCenter.com](http://SyracuseDiscCenter.com), and see what I am doing and how I am taking patients with complicated health issues and helping them heal without drugs, invasive procedures, or surgery. This journey of helping the worst of the worst with poor health, along with those suffering complicated neck and low back problems, has evolved over 26 years of training and studying. A lot of time has been invested on my end to help patients figure out how to stay healthy and focused on obtaining optimum function. What I have learned over the years of studying and training, I share with my patients to help them become the best versions of themselves that they can become.

It has been my honor and privilege over the years to become the doctor that has changed the lives of so many. I will continue to pursue the quest of being the best version of myself and passing this wisdom on, not only to my daughters to carry on the legacy, but future generation to come. It's important to

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understand that the power to heal begins in the mind, and our thoughts will change the course of our lives, either positive or negative. My training over the years has helped me to understand that healing takes place from above, below, and inside out. The good news is we get to choose. Start with a positive attitude and healthy thoughts and watch the garden grow!



**Dr. David Cifra, DC** has been assisting Upstate New York residents over the past 25 years to achieve their wellness goals through professional Chiropractic care, cutting-edge healing techniques, and unique therapeutic processes to assist in the healing process. He received the Excellence in Healthcare Award for Innovations in Healthcare in 2015 and was recognized as one of the best Spinal Decompression Doctors in America in 2016. He believes that while most healthcare focuses on treating symptoms, he instead focuses on the cause of those problems. He understands the need to focus on a whole body approach to healthcare. When you look at the body as a whole, mind, body and spirit, a more accurate diagnosis can be made and better treatment outcomes can be obtained, for the host of problems people suffer from today. He believes that

Quantum Healing, Dr. David Cifra

treating the cause is paramount, rather than just treating the symptoms. His goal and motto has been the same from day one ... "Helping you to a healthier tomorrow." Dr. Cifra is the Director of Disc Centers of America/Syracuse; he is also an author, a realtor, and an investor.

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## THE GRAY ZONE

Sylvaine Langlois

**A**s far as I can remember, I have always been fascinated by the power of the brain. When I was about 15 years old, I read that people utilize only 10% of their brain, and I thought to myself ... NOT ME! I WILL USE MORE OF MY BRAIN!

Then the years went by, and now that I think about it and go back in the past, without knowing anything about the laws of the Universe at that time, I was using them! All that I had planned, happened!

I wanted to become a nurse, so I became one. I wanted to be a military; I married one. I wanted to speak many languages, and I am on my third. I wanted to have children in my young twenties, and I had my two daughters at 22 and 25 years of age. I wanted to travel, etc., then things started to stagnate, and I became unhappy, sad, and alone!

I was feeling so empty, feeling such a huge void in my heart. My body started to speak to me, and I developed very severe fibromyalgia after a work injury. But just before that, I had started reading

positive books and saying affirmations every day. Then again, I had manifestations happening.

By persisting in studying and applying the laws of the Universe, my life completely changed again.

I was a level 6 member of the GIN group for 6-1/2 years, and I really thought at the time that two of my biggest desires and dreams would become true with them. There was an affirmation that I said hundreds of times and always finished it with ... or even better! The Universe, of course, knew better and brought me on a completely new journey for their realisations.

There was a powerful leader in GIN who I admired so much that I secretly sent a command to have her very close to me and in my life. Her name is Earlene Vining, and I had decided to go to her last 3-day live event of the Successful Life Class in Indiana in November, 2015. I was a very shy person and doing Ed Foreman and Earlene Vining's class was a very big challenge for me, but I had to go. It was stronger than me.

At the very end of the class, Earlene said something that really got deep into my unconscious mind. I understood consciously what she said, but I knew that something had went very deep into my unconscious mind and impacted something ... sincerely, I felt knocked out! I stayed in that feeling for about three months until one morning I got the download!

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I understood that, unconsciously, some memories of my past HAD STOLEN MY DREAMS AND MY DESIRES. I understood WHY my dreams and desires had not happened yet. They could not happen! It was impossible because my shyness and fears manifested more shyness and more fears. My thoughts did not match my dreams and desires. I discovered that every time I felt sorry or felt sad for what happened to me or even just gave some type of thoughts or attention to that past, it was FOOD and WATER for my bad past, NOT for my dreams and desires. So of course, it always grew bigger and kept me away from everything that I always wanted.

I discovered that there is a gray zone into the subconscious mind that no matter how hard and smart you work at bringing all memories to the conscious mind, some will never come out. But you will always manifest physically from them. So it is very important that you become aware of it and address it to protect yourself from those karmic bad manifestations.

I personally say an affirmation many times a day to protect myself from this zone, and I really FEEL its protection every single time I say it. Let me share it with you.

I am calling onto the Law of Forgiveness.

I free myself from error and all  
consequences of errors.

I am under the influence of Grace

And not under the Karmic Law.

I feel so strong and protected when I say this affirmation, and that is what you absolutely need to feel because you manifest through feelings.

Right away, when I discovered and got that consciousness, things started to transform all around me. I mean EVERYTHING!

It started with an email that I got from someone I knew to be in a documentary film about the power of mentorship by Don and Melinda Boyer, who I also knew from GIN. Of course, they did not know me ... but this email wasn't supposed to be for me! See how the universe uses people, situations, and events?

But the universe knew my dreams and desires, and because of my new comprehensions and realignments of my thoughts and actions, it had to bring me the equivalent attractions.

Then I got an invitation to become a member of the Carnegie Principle Family from Don Boyer, which is when everything shifted to such a higher level.

Discovering the curriculum of the Master Key with the Carnegie Principle Master Mind Group has been life changing for me. After 25 years of self-educating, I finally found what was missing in all my studies. And guess who was one of the leaders? Earlene Vining!!!

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I am getting closer and closer to her and love her so very much. Because of what she has accomplished as a woman, she is such an inspiration for me.

Studying, learning, and applying how the laws of the universe work in specific new ways filled exactly what was missing all along. It transformed everything in me, inside out. Knowing how it works brought peace, confidence, and power over every situation that arises.

All of that brought me to want to share and teach about learning how to restore your health—physically, mentally, financially, and so much more. Being a registered nurse for over 35 years, I am now teaching and mentoring people to reach their goals, desires, and dreams, and I am speaking at conferences to inspire people into developing back their happiness and power using the laws of the universe.

Besides doing business, I am now helping people in different ways, and it became a huge passion for me. I reside as an Influence Council Leader for the Carnegie Principle Master Mind Group USA and am now the very proud owner of the Carnegie Principle French Division.

Knowing that we have all power inside of us and putting in application all the knowledge that we learn is extremely powerful. Knowing that beliefs lead to thoughts, that thoughts lead to actions, and



that actions lead to results is extraordinary to me, because then you can change and reverse every result that you do not want anymore. WOWWWW!

Results are indicators of your beliefs. When you understand that, you work on re-implanting new beliefs. We have that power!! Isn't it wonderful??

I remember, when I was affected with severe fibromyalgia, getting up every morning and having to walk very quickly on my tippy toes because I wasn't able to press my heels on the floor. It took many minutes of very strong pain before being able to walk the right way. I can also tell you that I had a dream of wearing high heels again because I couldn't anymore. I would sit on the sofa with my high heel shoes on, and it felt so good just looking at my feet and imagining myself walking with them perfectly. I DO NOW WALK IN HIGH HEEL SHOES. I had to have my hair washed and let it dry on its own because I wasn't able to hold my arms up high. If bending, I needed help from someone to get back up. I had to calculate any movement BEFORE doing the move so it would cause less pain. Having to give up all sports and my work, I felt so alone and isolated because I couldn't follow anyone. That is all OVER!

I was then taking 11 painkillers a day and couldn't take more, so I had to switch and take a brain medication to be able to function again. I stared at that pill for three days before taking the first one because I was so scared of becoming a robot and

dependant on that pill. I remember my doctor told me to never stop that pill, and I responded back ... One day, I will! AND I WAS CONVINCED THAT I WOULD!

Well, finally taking that pill really helped me, after all! I noticed the change very quickly. In three days, I felt like a flower in need of water, getting back to life. It is absolutely the best image to describe how I felt. You see, I now believe I was resisting the help that my body needed to be able to restore my body, my mind, and my soul. I was on the path of learning new knowledge and applying it into my daily life, but, you know, being in constant pain gets someone crazy. As time goes on, when not being able to get relief, you completely lose power over your brain. So in accepting that pill, I was able to get and feel the relief and then work on restoring my health. But, never did I doubt that I would stop that pill one day.

It took three attempts for me to be completely free of medication. I stayed on the lower dose for a while, and each time I would try to get off, it didn't work. Until the last time, 5 years ago, something in me said ... IT IS NOW! I looked at the bottle and told myself I will finish it and stop. Again, I had that voice inside saying ... NO, IT IS NOW! And so I did.

Now, my life is absolutely, positively transformed. I sincerely have a hard time acknowledging that I lived that life and that way for years. When we understand how the brain and the laws of the

universe work, everything becomes possible. The laws of the universe are laws; it must happen!

I once read or heard that when someone is feeling pain, it is an indicator that you have dreams and desires that want to come out, but you are being resistant and not acting on them. You know what? I really do believe that is true. It spoke to me very strongly.

I do now know that I need to help people in another way than nursing. I feel grateful and appreciative for everything that I have and do. I teach others how they can become whatever they decide to be, do, or have and lead them to understand what they need to change to get the results they wish. I am discovering how much I love doing that, and I am becoming and living the time of my life. SO CAN YOU!

I am now a very proud IC Carnegie Principle member, and adding this kind of knowledge to my life has been the most complete transformation I could ever imagine. Now I help and give the opportunity to people around the planet to move their lives from where they are to where they were designed to be. May you find your way!

If I can help you, don't hesitate to contact me.

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**Sylvaine Langlois** is a French Canadian from Québec City, Canada. She has been a Registered Nurse in Québec City and Vancouver for 35 years. She started her career in neonatology and then moved to different areas of expertise, including Insurance medical inspections. As an employee, she focused on infertility, as well as being an entrepreneur for her own private health clinics of consultations. In addition, she did multiple types of medical prescriptions for people in different government facilities in the last 10 years of her career. She retired as a nurse on March 31, 2017.

She was always interested in business and is now leading a great business with her husband, André, in the forestry industry for the past 11 years. She is also a major investor in many different projects in other countries. Sylvaine is a published author, Certified Mentor, and was a featured expert in the hit film *The Magic of Membership*, a powerful documentary of some of the most successful people in the self-help industry.

She has been a member of GIN (Global Information Network) from 2011 to 2017, attaining the highest level of education available at that time, which was a level 6 status. Sylvaine now resides as an Influence Council Leader for the Carnegie Principle Master

Mind Group and is the owner of the Carnegie Principle French Canadian Division.

She is the Chairman of the Board of Global Immune Technology, a public company at the OTC market.

She is passionate about sharing and teaching her knowledge of the Universal laws in business and helping people live a successful life. Fluent in French and English, she is now learning Spanish. Recently she was accepted to be in the council of the Alliance Foundation.

**FINDING YOUR AUTHENTIC SELF:  
EMPOWERING OTHER WOMEN TO STEP UP  
AND STEP OUT**

Theresa Cangemi, CSA, CLTC

**W**hen I was a little girl, I used to sit at my Italian maternal grandparents' kitchen table and pretend I owned my own business. I pretended I was an important person and in control. In my grandmother's bedroom, she had a desk with envelopes, notebooks, stamps, a stapler, tax folders, and other "good stuff." When my sisters and I visited their house, I would go into her bedroom, collect some of her office stuff, and sit at their kitchen table and write. I would sit at their kitchen table instead of her desk because she didn't want anything misplaced or rearranged. I wrote, organized my piles, drew, and pretended I had my own business.

As my sisters and I were growing up, my grandparents said to us, "You girls are going to attend college." They wanted to make sure that by having our college education, if something happened in our lives, like a divorce situation, we would be able

to take care of ourselves and our children. Well, we heard this loud and clear. I did attend college, Lemoyne College in Syracuse, NY and graduated with a degree in Business Administration and Marketing. When it was time to find work, my thought was to work for someone else (find a job/career) and figure out what this corporate world was all about first, then “do my own thing.” At this point, I did not know what “my own thing” was or what I would be talented at. So finding a job in corporate America is where I started.

*The joke in the insurance world among agents is that no one goes to college and says, “I’m going to be an insurance agent when I graduate.”*

I did find work, actually working with four different insurance companies and one payroll company where I learned to sell health insurance to groups (companies). I never thought this would be my path, and I’ll tell you I didn’t know where this path would lead me, either. It seemed like I was jumping from job to job, either just stay employed or after a layoff, changing jobs to earn more money, or finding other employment to just “fit in.”

Building up to this point in my life, it was becoming pretty evident that I do not work well in teams. My entrepreneurial ideas or advice I shared in team meetings was not well received, and I was initially oblivious of this. It became clear, eventually, that when you stand out in a crowd, or if your ideas

“make sense,” or if you had the idea and not your boss or the team collectively, then you make a name for yourself. You’re different. Other women look at you as a threat, and men don’t know what to do with you.

After working for five to six different companies, getting laid off several times, and not being able to find work, I had an epiphany. “I’m not going back to work for someone else.”

Here is where I tell you to follow your gut, follow your dreams, “It’s time to step out.”

“What’s my next move?” I will tell you I put this out in the universe and pontificated about what my next move was day in and day out and prayed about it. I had a mortgage, two kids, and was on unemployment.

That’s the challenging news. The positive was that I had rental income and child support. So what was I worried about? It wasn’t a lot of money, but it was a monthly income. I had some money coming in.

The universe started talking to me. I was invited to every multi-level marketing meeting out there. While attending these meetings, my creative side began to talk to me and wrote a business plan for an idea I had. The idea was to create a company to carry signage on top of cars. I developed a roof-top signage carrier and had it built. I would later use this roof-top carrier to



advertise my second business, selling Medicare insurance plans.

One day, I was sitting in my home office and looked down on the floor at a pile of mail. (I dislike getting and opening my mail. It's all just solicitations.) On top of the pile was a postcard that read, "Sell Medicare plans" ... a solicitation. After doing a double-take, I picked up the postcard and decided to call the 800#. I was told that I could become appointed to sell insurance plans. This position was total commission based, no salary, but I would get support with leads, company-branded marketing material, work from my home, and when I sold an insurance plan, I would get paid.

This sounded good and all, but no weekly paycheck? YIKES! When working for someone else, we become dependent on the "crutch" of a weekly paycheck and paid health insurance. "Now what," I thought?

After mulling this new opportunity over for a couple of weeks and thinking, "How am I going to pull this one off?" I had another epiphany. I did have rental income and child support coming in. It wasn't much, but it was income. So, I had to make another decision. All these multi-level marketing meetings I was attending were clouding my brainwaves, AND the business plan I wrote was a great idea, but there were so many components getting my idea to market and growing or franchising my plan. I decided to step outside of my box and give this Medicare insurance

a try. I quit all the multi-level marketing meetings and said “no” to any further invites and put my roof-top signage carrier business plan on the shelf. My unemployment was ending, and I had to get serious. There is nothing that helps you clear the air and forces a decision faster than fear.

*My Italian maternal grandmother (Nona) said that once you have your education, it doesn't matter what you do in life, no one can take that away from you.*

I decided I would jump in with both feet, give this insurance 100% of my efforts and build my own business. I ate, drank, and slept learning Medicare. I printed my self-study courses and created a 3-ring binder so if someone asked me a question, I could reference the binder and give the right answer.

If I was asked a Medicare question and didn't know the answer, I called the agent/broker dedicated line to get the right answer. I attended community health fairs as a vendor. I told everyone I knew and ran into about my new business. I hung my business cards up on community bulletin boards. I asked my clients for referrals to their friends and family. I found my local Chambers and attended their meetings. I joined women's organizations and attended their monthly meeting like: WBOC, WomenTies, WISE Conferences. I enrolled in a local Toastmasters group where they teach you how to public speak. I then started my own Medicare seminars where I was the

speaker and held my seminars at senior centers and libraries.

As I conducted my seminars and listened to my audience and even own my clients, they were teaching me what was important to this generation. Initially, I heard but did not listen and lost business to my competitors. My competitors were other agents, and other insurance companies I was not yet contracted with to sell their Medicare insurance plans. So when I finally started listening and heard what my clients wanted and what mattered most to them, my business started to take off! I listened to the fears of my clients, how confusing Medicare is, and how important it is for them to choose the right healthcare plan. My clients even shared their experiences and lives with me. I connect with my clients because I love their stories. We can all learn from each other, especially when you ask questions and CARE. I call this “kitchen table talk.” My clients’ stories remind me of the stories my grandparents would share with me and my sisters around their kitchen table, stories about their life experiences growing up, the Great Depression, jobs they held, family issues, life, death, business, etc.

What my clients have taught me is that if I listen carefully, answer their questions honestly, make the effort to find correct answers if I don’t know, return their calls within a reasonable time frame (24 hours), offer choices like different plan options (and not just

one insurance carrier), be up front with who I am and what they can expect when working with me, and let them know that I am available for questions or any issue with their enrollment, they let go of any initial fears and trust is built. My clients will express their gratitude immediately for helping them and taking this huge stress off their shoulders. In return, I say, "Any referrals are appreciated." This is how I have built my business since 2008. The "old fashioned way" of doing business ... with a social media marketing twist.

I am now 98% referral based. The rest is vendor events, teaching "Medicare Demystified" in a classroom setting or as a keynote speaker, and print ads for continued branding.

My clients call me "The Medicare Lady," which I have adopted and now use as my tagline. The name I chose for my Medicare insurance business is called "Medicare Made Simple, LLC." I chose this name because it defines what I do and what my business is about. It is *clear* who I am and the service I provide. The name of your business says everything about who you are and the service you provide. The taglines help, too. I have learned how to simplify the complicated subject of Medicare to an easy and understandable format. I have found what I love to do for my career, and I never work a day in my life.

I love empowering people with information so they can make educated decisions about their healthcare,

AND this is my own business where I can create and implement my own ideas. I don't have to worry about "fitting in" in a team meeting or if my ideas threaten other women or men. When you own your own business, YOU are the boss creating new programs and service. Your customers expect that! They expect excellent service and innovative programs that solve their problem(s). Your customers expect options. If you don't deliver, they will go someplace else to find those options. If you can't answer their question(s) or offer a solution that fits their needs, NOT yours, you will lose that business. That potential customer will find someone else who will. No one wants to be sold or told what they should buy. With my own business, I can be my own authentic self!

*My mother would tell my sisters and me, "Just show up."*

When you do show up, ask a lot of questions. You never know what opportunities will present themselves to you or who you will meet. I have followed her advice. There were many times when I didn't want to attend a networking meeting because I was too tired or too busy. I went anyway. Then the "Wow!" When I **attend anyway**, I always meet a new person, come away with a new pathway to follow, or a new business connection or idea. IT WORKS! By showing up, new opportunities present themselves. The universe opens up (singing: AAHHHHHAA!!). Every new person you meet gets to know who you

are and your business. The more people you meet and connect with, the more your business grows.

BUT FIRST, in networking and meeting new people, you have to add value to who they are. It's called building the trust and adding value. Don't expect others to add value and refer to you if you don't first GIVE to them. Giving could be an idea to solve their current problem: hiring, technology, social media, charitable, etc. Try to offer information or "giving" that has nothing to do with what you are selling. This "giving" could also be a lead to a business they need services from that they never knew existed. This is the same principle with building your client base. Offer solutions and options. Build the trust, and the referrals and clients will follow.

### *Empowerment runs in the family*

My sister, Samantha, started her own business many years ago and makes a difference with her clients by unlocking their potential and power for self-reflection and self-leadership; therefore, increasing their leadership capacity. She launched GrowthFuel ([www.igrowthfuel.com/about](http://www.igrowthfuel.com/about)) to focus on working with women leaders who stand in their power position, and provides women structure to overcome their personal leadership blind spots.

As a Performance Coach, Samantha's clients understand and learn the structure to stay empowered and not compromise self-confidence.

We all have performance blind spots and relationship roadblocks, which prevent us from performing and additionally can hold us back from personal success.

My hope is that I empower others through my journey and sharing my own story of adversity and what I have learned. With adversity, there is a lesson to be learned when you survive and come out the other side. Look for the message to be learned when life takes a challenging turn. Look for the growth opportunity.

The trick is to stay open and positive to realize that there is a lesson. The hard work is to figure out what the universe or GOD is trying to teach us. I have learned that you must “show up.” Have a plan. Implement your thoughts and dreams and plans. Take action! The path might not always be what you initially thought. Once you set yourself in motion, ask a lot of questions to those who can help you get where you need to be. Seek out a mentor! Just keep moving. New doors and opportunities will present themselves to you. Explore those other opportunities or potential pathways.

The “glass ceiling” is coming down, ladies! You are in control of your own destiny. Clear the cobwebs and self-defeating “self-talk.” Find out who you are: Your Authentic Self. Stay true to your values, beliefs, and goals. Don’t let anyone tell you “NO!” I don’t!

## From Adversity to Success

I will end with what I read on a bumper sticker once: "Good girls get left behind." I wasn't sure how I was supposed to interpret this when I first read it. I don't think the saying was meant sexually. I will interpret the saying as "NO" doesn't always mean "NO," but what other options do I have, and how can I make this work for me? Ponder that! God Bless.



**Theresa Cangemi**, CSA, CLTC, is a highly sought after Medicare Specialist and independent agent. As the President and owner of Medicare Made Simple, LLC, Theresa is licensed to offer Medicare insurance plans in NY state and travels throughout to meet clients. She is appointed with 10 Medicare carriers and offers Medicare Advantage plans, Medicare Supplement plans, and Prescription Drug plans.

Theresa was recognized as a unique small business; minority/woman-owned at the annual SOHO (Small Office Home Office) business show on October 2011. She was also recognized as a Community Partner/Advocate of the year in 2012 by BizEventz (Business Journal) and received an award for Excellence in Healthcare. She served on the planning committee for the 2012 WISE (Women Igniting the Spirit of Entrepreneurship) Symposium and in 2011



## Finding Your Authentic Self, Theresa Cangemi

was a contributing writer for the annual WISE magazine. She was a guest speaker on two morning radio shows discussing Medicare in 2010 and 2011 and has been invited as a guest speaker at a number of seminars hosted by financial and estate planners since 2012. Theresa also teaches a class at OCM BOCES called "Medicare Principles" and hosts seminars at NaturTyme called "Medicare Demystified." Most recently, she was nominated as a finalist for the 2018 CenterState CEO Business of the Year Awards, held April 2018.

As a keynote speaker, Theresa has gained popularity for being the "go-to" person and influencer educating about Medicare and insurance topics. She also enjoys speaking "off topic" and has been a keynote for Career Day, encouraging young high school minds to "think, create, and take action." "Don't waste opportunities." "You can become whatever and whomever you want to be." Theresa can be hired as a keynote speaker for your next event.

Theresa earned her degree from LeMoyne College in Business Administration/Marketing. Her clients affectionately call her "The Medicare Lady."

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## I MET THE MAN

Bryan Dubord

**I**n 2007, I met this man, the greatest man and the most incredible leader I had ever met. He would be the man who unleashed my potential. Today, as I am sharing this story with you, I want to personally pay a tribute to him and to the people who live with him. I call him The Man, because he would never allow me to reveal his identity under any circumstance. Therefore, it is my duty to share with you the fact that a leader like him actually exists. Because I was by his side, I was able to transcend what most human beings consider impossible. I am both humbled and grateful to honour the man I call my mentor in this chapter. As you most certainly know, leadership is the ability to influence people because of who we are as a person, through our own life experience. In my opinion, this is one of the most beautiful true stories on leadership I have ever heard in my life. I will probably be able to tell you more about him in a conference.

First, I would like to recognize my father, my mother, and my sisters who trusted me on blind faith on the path I was following. My strength and sensitiveness

come from an extraordinary mix between my parents' and sisters' colors. It is a privilege to have them with me.

I was born in St-Georges, a small town south of Quebec City. I am the youngest in a family with three children. Very early, I suffered from acute angst. I wasn't even conscious of that. I simply thought we were an ordinary family like any other. However, one day, a particular event shook me up much more than it influenced my sisters. As you know, we all go through shocking events in our lives. At that time, though, I unconsciously made the decision that I would never ever suffer like that again. My father was a sensitive man who was managing a company where people were ruthless. He had built for himself a thick skin, which would protect him from destruction at work. He knew that if he failed, the family wallet would suffer. He was a hard-working man, always coming home late at night. He was unable to let go of his armour. This situation was the source of my childhood insecurities.

The first objective of a young boy is to fill a void, a gap in his life. So, I would run to mummy to find security, as many other young insecure boys do. I had conceived such a general fear of life that I never wanted to leave my mother. Later in my life, I realized that this unconscious psychological merger I had created would eventually almost kill me. My mother's father was an entrepreneur from the Beauce

area. Unfortunately, he died very young. Therefore, my mother is also a great leader, but she couldn't manage to spread her own wings as the mother of three children. These twisted connections that are woven between parents and children are common. At this time, our humanity realizes where it is coming from and where it is going.

Setbacks were adding up, and I could take the hits on my chin, until I turned 15 years old. Then, at this age, for about 5 months, I started drinking heavily 6 times a week. I wanted to violently alter my own consciousness. This practice became a habit, and by the age of 18. I was actively drinking. Eventually, I started using hard drugs, like cocaine, methamphetamine, ecstasy, and almost all of the other drugs, except heroin. When my best friend committed suicide at 19, I felt it was linked to my setbacks, though nobody could ever see how vulnerable I was. It was too risky. In fact, I had put on my father's armour, just like we often say, like father, like son.

In my 20s, I was hired by a global company as a business developer, and I was determined to be the best in the world. I didn't want anybody to catch me out. I couldn't afford for my armour to crack. I was becoming a ruthless dictator. People who were following me would break down at my side. Nobody would dare challenge me or tell me the truth about what was going wrong. I had no clue who or what I

was destroying around me. When I was 27, I was a man, though my child's soul was almost dying while trying to protect himself against the world. I deeply suppressed all these painful experiences as they came along.

Then one day, I met Security himself. I met The Man. The best way to describe him is to compare him to Anthony Robbins. To me, they are almost identical. As Robbins knows, the Man also knew, "Heal the boy, and you will find the man."

In 2007, I was still working for the global company, and somebody told me I was going to be transferred to another department. A change like this was devastating because I had so many things to manage. I requested a meeting with the department manager. I was told that he was extremely selective. I had to go on playing the invincible.

On the morning I went to his office, I didn't know my life would be completely shaken up. He greeted me and showed me to a chair. He was both impressive and relaxed. He clicked on his computer's mouse with such gentleness that, in a flash, my inner child came back to me. For the first time, he raised his eyes and looked at me. He said, "I don't trust you." This simple sentence changed my life forever. This little sentence was soaked with so much love and tenderness. It was the first time that another man would challenge me that way. At that time, I realized that this meeting had been a triggering event that

would make my past come back to the surface. You must know that at that time, I had no idea how my past was impacting my life. I had been suppressing it all my life. I only remember that sentence, "I don't trust you." I was feeling secure ... and not secure at the same time. A few weeks later, he told me he was taking a sabbatical year and that he would reappraise my case when he returned, one year later.

A year went by, and he returned. During that time, I had proved myself in the team. I had invested all of my energy. I wanted so much to be part of the "family." Therefore, the team made the decision to hire me. This is odd, isn't it? Normally, the manager decides who he is going to hire. Not in my case, though ... the team was welded together. Everybody was considered an equal, and all opinions were welcomed. Everybody somehow influenced the decision-making process. Hence, team and leader were equal. It is also important to note that during the man's sabbatical year, I had decided to begin therapy, because of this now famous sentence. I wanted to stop doing drugs. For the first time, I needed people to trust me. I wanted to be part of the "family." His loving energy was so powerful and soothing that my heart was beginning to receive!

However, my heart had its limits. It happened one morning, after I had not been able to sleep for two consecutive nights. You know, when someone does drugs as a habit, there is most certainly a mental

problem. This problem was about to surface. At 6 am, I called the man for an appointment. I was telling myself that he was my boss and he wasn't obliged to, but he accepted without hesitation. I came to his office and said, "I can't fight anymore." He answered, "Give me your things! Go away and rest. I don't want to see you here anymore. This isn't your place." Although it looked as if I had been fired, it wasn't the case. He was strongly suggesting that I would once and for all take the path to happiness. Well, this is strong leadership. You want so much for your guys to be happy that you make decisions for them! I realized then and there who he really was. Because of the way he had treated me, I also understood that I was someone special to him. He had seen in me something that reminded him of his own path.

After what happened, I went through periods where I was extremely vulnerable. I even spent three days in a fetal position. I lost everything when I had to file for personal bankruptcy. I had to start from scratch in almost all areas of my life. During this time, the man was always present to me in my thoughts. Some women also helped me on my leadership path.

This is what I was able to accomplish with him. I was able to cure myself from a generalized anxiety disorder. I had never been diagnosed by a psychiatrist, but because I studied mental illnesses, I know that I was the perfect candidate for a GAD. I

had to learn how to deal with alcohol. It seems that only 2% of the people who suffer from alcoholism can develop a healthy relationship with alcohol. Today, applied neuroscientific studies have shown that it is possible. The greatest benefit I got from all this is that I became a positive leader. I can assist people in their leadership development. Supporting them in their ambition, their pain, in their company or their family, I can give them back the teachings the man first gave to me. When I give back his precious teachings, I honour him.

Here are the 12 points he taught me:

- You become a leader when you are elected by the people you influence. Otherwise, you are a manager.
- Nobody's life is more important than another.
- Live with your team before educating.
- Slowing down accelerates processes.
- Smartest leaders are good students.
- You don't know what you don't know.
- You can go beyond everything, if you believe it.
- A competent leader finds a leader who manages better than he does.
- Share and be vulnerable.
- Be accountable for everything that happens. You asked for it.
- Go back to basics until you control it.



## I Met the Man, Bryan Dubord

- Take risks: love and be loved.

The Man is still in my life today, and he is still the greatest leader I have ever met. He guided me, and I guided him sometimes. We became friends!



In his early childhood, **Bryan Dubord** had to deal with a severe psychological distress and despair that nothing could soothe. After he had been doing drugs several years, he understood that the only way to alleviate his pain was to face it.

He feels more than grateful for the people who dared to challenge him with love. He now helps and supports people in companies and organizations.

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## ME OR MY FAMILY

Patricia Dubé

All my life, I thought I knew what excellence was. To me, it was about what I was achieving every day. At the end of my life, the sum of my realizations would make me proud. At least, that's what I thought. As a matter of fact, I was totally wrong!

It would be an understatement to say that I am currently going through a period of major transformation. I feel like I clean every nook and cranny that I never had the courage to dust up. You might ask yourself right now why someone successful and fairly happy would want to undertake this big household. Excellent question! And the answer is quite strong and probably counter intuitive.

In recent years, whenever I had to list the main values in my life, the word *impact* was always among the first on the arrival line. Really, I cannot explain why. What I know is that the call is getting stronger, and I do not see any possibilities to ignore it anymore!

What I found out for myself is that the best way to have an impact around me is to be that impact. In practical terms, it means being courageous and doing what is necessary in order to change what is not up to a certain standard of excellence for me. After that, and only after that, can I expect to have a sort of impact on others.

The beauty in this is the more I share my experiences, the more I realize that many people live the same human situations and, at the end, are inspired by my awareness and my personal transformations. It then creates movement for me and my clientele, friends, and family.

Contrary to my certitudes, the impact does not act through what I teach or transmit around me. In fact, it is highly effective when linked to my experience. What I live and transcend in my life becomes the source of that value I call Impact. This is a concept that is very new to me, and I am still surprised by the result of authentically sharing my experiences.

I spent most of my life in my head. Having graduated as a pharmacist, you will surely agree that this is a profession demanding a vision considered as Cartesian. So I was really far from suspecting that excellence in my life would not go through logic. While writing this text, my first reflex is again to go back to my head to explain concepts. It's such a natural reflex for me! I, therefore, commit to getting

out of my head for you and for the impact that I will be able to have in your life by doing so.

Please, let's go back to my actual reality check for a moment.

I am questioning many areas of my life. It allows me to discover many major aspects about myself and my environment. I realized, among other things, that the fear of judgment has made me spend most of my life on autopilot, and I decided to give this pilot a break. It is only by freeing myself from this paralyzing fear that I will be able to achieve my excellence.

The biggest chunk of my life that hit my awareness right now is related to my family. I clearly see that I have limiting beliefs that made me completely captive in my own life, both personally and professionally.

I always wanted to be the best mom possible for my four children. When they were little, I was very present with them. In my childhood, my mother was always present and very loving with my sisters and me. I had a beautiful model to follow, and I followed it to the letter.

Indeed, when I became a mother, I was a pharmacist and the owner of my pharmacy. I loved my job without being passionate about it. It was, therefore, easy for me to devote myself fully to my family.

Things started to change when I discovered, I would say by chance, my passion! I was reading a book

about personal development, and it hit me like a lightning! So I started devouring these books one after the other. A new world opened up to me, and after several years of reading and training on the subject, I began to glimpse my professional future in a different way. After all, why pursue a career that left me cold? So I quit my job as a pharmacist to reorient myself and create my own dream career.

So far, all was well ...

And then, I started working a lot more than before for my new company, sometimes away from home. It was at this particular moment that I began to feel a growing struggle inside of me. On one hand, I put pressure on myself to be a super mother for my children, but on the other side, I wanted to develop my new hyper-exciting company, in which I finally find myself professionally.

This internal battle led me to experience a lot of guilt. And here, I take a moment to explain where I come from and why this guilt is so strong. In my family, mothers have long neglected their careers in order to stay home with their children. This was the case, among other things, with my mother and also my sister, whom I was very close to, when I was fully present at home with my children. According to my belief, a mother had to be fully available, even by sacrificing herself for her children.

## From Adversity to Success

In addition to the guilt of being less present for my children, I also moved away from my close family, my sister and my parents. Their judgment was the one that affected me the most. I realize today that my protection mechanism was to create a distance in my relationship with them.

On the other hand, I was having so much satisfaction in my new career that I always wanted to work, learn, and share my new passion. My core values were becoming clearer, and staying home with my children was against these values.

It was a dead end; whatever I did, I was feeling guilty on one side or the other.

Unconsciously, it is clear that my belief was that I had to choose between my personal fulfillment as a woman or the well-being of my children. These two possibilities did not appear to be designed to coexist together; and as long as the overall portrait was not brought up to my consciousness, I was not able to do anything to get myself out of the trap I was in.

Fortunately, I am lucky enough to have people around me who know how to confront me and allow me to discover my limiting beliefs. Thanks to them for helping me see the inner incompatibility that was taking place in me!

And once our beliefs are conscious, what direction should we take?

It is exactly here that my natural tendency to turn into my head to solve my problems is absolutely useless. Even if I am aware of my limiting beliefs, it does not necessarily make them disappear like magic in a hat!

Through the personal journey I had in the last years, I discovered two super powerful tools that allowed me to transform my beliefs. These tools are vulnerability and authenticity. It looks very simple, and, at the same time, it takes a lot of courage to use these two ways of being.

Authenticity and vulnerability require me to go out of my head to see in my heart what is really present to me. Is it a surprise if I tell you that I realized that for most of my life I buried my emotions under the rug by doing everything to avoid them? This way of behaving kept me away from my excellence and my fulfillment.

This time, by facing my feeling of guilt, rather than trying to hide or avoid it (which did not work anyway), I finally have the choice to let it go.

The next step is to meet the people in my life who are concerned, to share with them my thoughts, and to create with them the new possibility in which I wish to live. I am always stressed and uncomfortable when I feel the need to have these conversations, but I know how liberating they are, which makes it a must in my lifestyle.

## From Adversity to Success

I had authentic and vulnerable conversations with my family a few times, and each time I release a layer of limiting beliefs. I know that I will soon get to a neutral state in my relationship with them because lately I have discovered something very important to me.

I always wanted to convince them that my way of doing things was the right way, expecting to have their approval before continuing. Lately, what I realized is that I am perfectly correct, even if they do not agree with me. Their values and mine are different; and when I try to match my values to theirs, I feel an inauthenticity and am no longer in my excellence. Because I stopped wanting them to agree with my choices at all costs, I freed myself from the hold that their judgment had on me and I finally find my freedom.

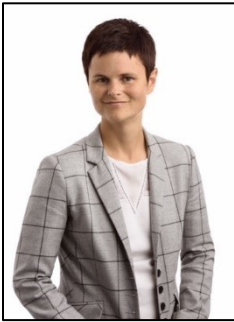
I also realized that every mother could be herself and still be a good mother. The right way to be 100% the mother I want for my children is by being the one my heart teaches me to be; the path is traced by my values and not those that come from the outside or my limiting beliefs. It's clear now that I do not have to sacrifice myself or sacrifice my children in all of this. I finally realized that it is quite possible to flourish while being an excellent mother for my children. In fact, it is by personally fulfilling myself that I give them the best of who I am.



## Me or My Family, Patricia Dubé

In the end, I was totally wrong in believing that excellence was linked to my achievements. In reality, excellence is a state of being that I develop every day. It is built through my ability to be myself and to listen to what my heart dictates to me, and by having the courage to do what is right for me.

From now on, I choose to live my life around me AND my family!



When **Patricia Dubé** became a pharmacist-owner, she was far from suspecting the magnitude of the challenge that awaited her as a businesswoman. She quickly realized that her university education in science would not be of any help as an entrepreneur. Inspired by her father's humanist approach in his forestry companies, she has invested time and money to create a world where professional training and business go hand in hand. She then co-founded Impact Leadership to share her approach with professionals who become entrepreneurs and face the same challenges.

To contact Patricia, visit her website at [www.patriciadube.com](http://www.patriciadube.com) or email her at [patricia@i-leadership.ca](mailto:patricia@i-leadership.ca)

## I CAN BE WHAT I WILL TO BE

Joshua Brinks

**W**hy? Hasn't this been the question of the ages? We all know how powerful this word is, yet few of us grasp the context of its meaning. To gain understanding, to learn, to develop application of information or knowledge, we ask this question continuously in our lives, but how many times do we change the why of gaining and use the why of blaming? "Why me? Why am I going through this? Why do I deserve this?" What if I told you that by simple changes in your thought process, you could reverse this mentality, free yourself from the anxiety and depression that plagues you, and take control of your life? How do I know this? Because I've done it.

Many of us can go back over the course of our lives, and with conscious effort, remember different moments that bring us joy, smiles, peace, love, and comfort. Close your eyes and think of a time. Did that put a smile on your face? Did you feel those emotions grow within you and exude through your outer being? How beautiful it is that by using our minds, we can recreate the sensations of that experience just

as easily as if we were there again? Now let that moment pass, and we are going to try something on the opposite side of things, with a little twist.

To start this exercise, take a deep breath, and remember, you are as you think you are, and so, you are Loving, Kind, Gracious, Merciful, and Patient. Take an overhead look or use an out-of-body-looking-inward mentality right now. What starts coming back to you? Is it concerns of the day? Fears? Anxieties? Judgments? Depression? Doubts? Whatever it may be, let's start by asking the age-old question, "Why?" "Why am I concerned? Why am I afraid? Why am I anxious? Why am I criticizing myself? Why am I depressed? Why do I have doubts?"

As you think of these things, it may start bringing up the current issues that you are dealing with and the exorbitant size that they appear to be. But let's go back. Imagine a wave of the ocean; what we see is only the final representation of water moving before it crashes back into itself or onto the shore. As you keep rolling back to each initial situation that is causing this continual build of "negative or disharmonious" emotions, glance at each of them but do not linger on anything for more than a second. Now go back a few years; did those feelings still control and permeate your life? If they do, keep going back, and do this until you get to a place where you can remember first feeling those "negative"

emotions. If you can't remember a specific starting place, that's okay. I imagine it might be in late childhood into your teenage years. Now, let's take a look at this picture. In this memory, was that feeling spoken to you? Was there something that happened that stirred up those feelings inside you? Did you watch those emotions, actions, or attitudes continuously and found that you were following in those same footsteps? No matter the answer, you were impressed upon. Those impressions left their mark and have walked with you your entire life. They have helped guide your decision making, whether it be "good or bad." But alas! Have no fear, because there's no better time to understand the power of your choice than right now, and to do so, let me introduce myself.

My name is Joshua Brinks, and I Am.

I was born in Houston, Texas, to two parents who did the best they knew to bring us up. My father is a white American from Michigan, and my mother is a born South Korean national. They met when my dad was stationed in Korea. Soon after my mother immigrated to the US, my older brother was born, my sister shortly after, and then me a couple years after that. I was brought up within the Christian church, specifically the Southern Baptist denomination, which may be on the stricter side of protestant ideologies, and was heavily involved during all my early years. Being brought up within

the Southern Baptist church imprinted much good with its traditional values and mentalities, yet it also deeply bonded me into judgments that took me many years to break through to gain a deeper understanding in loving all people. This was a foundation that my life was built on until I was 15 years old, at which time things were to change.

During my early years, most of my memories involved church, piano, sports, school, and strict discipline—discipline to be the best, to push through, to overcome, to be obedient, to be strong, to not show emotion, to listen; but ultimately, to not do things, and that last one, my friends, did not work for me. Life, as I knew it, was fairly smooth. We moved around every few years as my dad would change jobs or get promotions, so having a stable environment was something I never got used to. He would travel quite a bit, so I grew comfortable with him not being home often. Change became constant, and understanding that it would happen again, I never developed close friendships. As I grew up, I was a little taller and bigger than all the kids, and being ridiculed/picked on for being so started at a young age. I can remember the first kid to make fun of me for being bigger, for wearing gold-rimmed glasses (being a four-eyes), and looking funny (being half Korean/white), and all this took place in kindergarten at Armand Bayou Elementary School. To this day, I remember what he looks like, and how those words affected me. This moment was the spark

to the fire that started a long black train down the rail of my life. As those kinds of interactions continued with many kids in the different places I lived, I kept embodying the words they would say to me, and it helped me develop the habit of lying and keeping secrets from people so they wouldn't get to know the real me. Everybody made fun of the real me, so why would I share it? I didn't understand why people were so mean, so I adapted and became like them. I was either your best friend or your worst enemy, hated for being me, and loved for what I was portraying myself to be. It was a complete misunderstanding in my inner core.

Like most families, we had our good moments and our chaos. I was close with my mom, I was the baby, but didn't have much of a relationship with my dad or brother. My dad, being the provider he was, did just that. No matter the situation or place, he always found a way to take care of us, keep a roof over our heads, and put food on the table, but he was gone much of the time. My brother, being four years older than me, was totally different than me, and we never spent time together. It was like I knew him because we lived together, and that was about it. My sister and I were close, and this was the bond that eventually came to save my life. We were taught that being emotional is showing weakness. We were taught to be tough, to do better than the rest, to be strong, to achieve and accomplish goals; and we all were. We were all highly accomplished pianists (my

sister the most of all), extremely intelligent, yet emotionally aloof. Everybody thought we were the most perfect kids, and because of the fact that we were scared of getting our behinds handed to us, we were! Communication wasn't something we were good at, especially when it came to matters of feelings and thoughts inside us. We were taught to bottle it up and move on, but as long as things are being accomplished and societal norms of success are being achieved, then, Yay! And then it happened.

My dad had gone in to get a lump checked on his neck that had developed in a very short period of time and was told it was a little thing that they could take out, no biggie. Perfect! My dad goes in for surgery, and I'll never forget when we got to the hospital on surgery day. I remember walking in and seeing my family, a pastor being there, my Uncle Mike next to everyone, and my heart instantly knew something wasn't right. They sat me down and told me that they found a second tumor, and that both were a very aggressive form of a stage 4 cancer. If they didn't go after it right away, there was a good chance that my dad was going to die. Because of the location of the tumors, the doctors had to go in around my dad's throat and cut his vagus nerve to get the tumor. They tried to prepare me for what I was going to see before I walked into the room, but there was nothing they could've done to get me ready for what I saw. The man I admired, hardly knew, and wanted to be like, was lying in a hospital

bed, with a tracheotomy, a g-tube (feeding tube through the stomach), and looked deathly ill. I thought he was a ghost in front of me. My world started spinning out from underneath me. They said 80% of the people who get this type of cancer die, and they were not sure if it had spread to the rest of his body, so they needed to start treatment right away. Why would God take away the man I wanted to be like? It didn't make sense to me, yet I had to keep moving forward. This was December of 2002.

On January 20th of 2003, early in the morning, we received a phone call from a woman named Bonnie. She said she knew my brother and that he had been arrested. My brother? The smartest guy I ever knew? How was this even possible? He had a full-ride scholarship to Texas Christian University and now, all of a sudden, he's locked up? My brother, a guy I didn't know but still loved, taken from us at nearly the same time my dad started the fight for his life. This is when the turmoil kicked into high gear. We lived in Colorado at the time, so we had to go to Dallas to find out what happened. As often as my mom and I could, every few weeks, we would make the 18-hour drive to see him. This is actually what started the relationship I now cherish between my brother and me. But as a 16 year old, with school, music (I was now drumming for a few years), sports, and my dad, I thought I could rely on the one place I found solace in—the people at church. Well, let me tell you, I was wrong.



I was heavily involved with the youth group and lead worship team at the church my family went to, and it eventually became an issue with me not being there consistently and not being able to help when I was supposed to. That eventually led to a huge falling out between myself and the youth pastor. All the people I looked up to, all the role models I had, the men I admired, were either dying, locked up, or rejected me. What was I to do? Where was I to turn?

So I turned to the only place where I found peace—sharing my pain with the world. When I was home, I was a good kid, I kept my stuff together, because I had to be the rock for my family. But outside the home? I was a monster. Violent, Aggressive, Loud-mouthed, Feared. At 16, I started binge drinking on a regular basis. Being around 230 lbs. at the time, I could outdrink most of my friends and would make it a point to show them. Soon after, I started taking ecstasy and smoking weed. This continued till I was 17 and I was introduced to cocaine. I used it from 17 to 20, until I realized I needed to get out of my house and do what I had dreamed of my entire life, join the United States Army. So I joined the Army, wanting to find the family I felt I never had. In the Army, I kept drinking heavily, and in the fall of 2009, out of nowhere, came a sharp pain in my chest. I have a very high pain tolerance, so I kept pushing through it, until one night it made me pass out and my friend saw me on the floor. After being taken to the hospital and being diagnosed with a viral infection in my

chest, my world closed in. All of this led to surgery on my chest, being hospitalized for nearly 3 months, Army Tricare insurance paying \$973,000 to keep me alive, and a doctor who read through my lies to know what I was putting my body through. Yet, this was not my lowest point. Once I was discharged in 2010, I was lost, broken, and afraid. This led to one of the darkest periods in my life, which started just the next year—three years of heroin abuse. Madness, chaos, and darkness ensued me.

I came to a place where I decided enough was enough. I was either living to die or should just end it; what was the point? I couldn't stop wanting to blame all the things that happened in my life on others, blame my parents for what transpired in the midst of all the chaos, for their choices and past that were passed along to us, blame life for what was forced on me, blame everyone for who they made me want to be, or blame my circumstances for snowballing down the mountain. What I knew in my life was fear and the ways to try to hide it, but I had never faced the thing that was the scariest, and the only thing that could free myself. Me. I had to blame myself for the responsibility that I wasn't taking in my life and the destruction I had allowed in. I had to forgive myself for what I had done in life and realize that I am no longer that man. Over this period, I came to understand that all of those things that people could call me, label me as, identify myself with, were all a part of me; and I accepted that this was the best

I knew. Then to get through what I experienced, I had to use this as the catalyst to no longer carry with me the agony of my past. This then had me relearn the big question, “Why?” and turn it into “What for?”

This is when my life started transforming. I had the love of my sister and my best friend who pushed me to move from Orange County down to San Diego, and the rest of my life fell into place. I chose to make a new life, to start fresh, to find all that I didn’t know, to explore, to go outside my comfort zone, and what happened? The first year was ROUGH. Letting go of everything that wasn’t me. The Labels. The Adjectives. The Words. The Feelings. The Thoughts. The knowing that what was, isn’t. I had a lifetime of opinions and thoughts that were not mine, and I spent countless hours processing all of these to realize this.

What I went through helped make me, but it does not make me.

Say this with me, “What I have been through has helped make me but does not MAKE me.”

I am who I am, who I am becoming, and NOT who I was. This led me back to my readings and studies from childhood, the collaboration of different philosophies and ideologies to create the foundation of the man I am today. But what it most importantly led me to is what I call “The Glue” of everything I have studied and learned.

In the spring of 2017, I found the Carnegie Principle Master Mind group, and it introduced me to the curriculum we study, the Master Key System. For all of my life, I've felt I could find keys in all the different things I studied but could never find the right door in which to apply them. What I didn't realize was, I can create any door that I want to open if I only understand the key. There are Universal Laws that are undeniable, proven by science (quantum physics), practiced by many, and it's an understanding of these laws that allows us to come into conscious cooperation of using them. Proper alignment physically, mentally, emotionally, and spiritually gets us into a constant "flow state" or "the zone" as we consistently apply these methods in our lives. The only "hard work" I've had to really do is the work in myself. The outer world is just a reflection of the inner world, the cause and effect, so to understand the effect, I had to understand the cause. I chose to apply all of the things that came before me that were not mine; and when I decided that those were no longer for me, I let them go. I was able to use that space to create the things I was not but wanted—Loving, Joyful, Peaceful, Patient, Kind, Good, Faithful, Gentle, and last, full of Self-Control. Was I learning those things on my own? Yes, but did I really know how to piece it all together and make it work every day, in every way? No. But what does the Master Key help you learn? It helps you learn the Wisdom, the daily application of the knowledge at

hand, to become the Master of your Life, the Captain of your Ship, the Guardian of your Gate.

Since becoming a member of the Carnegie Principle and studying the Master Key System, it has put the right people in the right places to allow me to quit my old 9-5 work life and start my career as an entrepreneur, a sound healer/professional musician/percussionist—specializing in the Handpan and other drums tuned to 432hz, a published author, and, ultimately, enabled me to create the life of my dreams. My family, after years of strife and conflict, has found peace with each other and in our own lives. We have established strong relationships with each other, forging the bond of family I always dreamed of. How was all of this possible? The choices of right actions to remove all that was not good, not beneficial, and not positive, and to input all that is good, beneficial, and positive. What is best for each of us is different, and in that individualism, we had to learn what works. This is the ever constant opportunity for growth to continue, every day, in every way. The faith to believe in what is to be and the wisdom to discern what isn't. Knowledge is the information at hand. Wisdom is the application of that knowledge.

You can be what you dream to be, only if you believe in your dreams AND make the right choices to get you there. The best way to find your way is to find those who have walked on paths where you want to

## From Adversity to Success

go and follow them. Learn all that you can, apply what works, and discard the rest. The best part of the Master Key System? It applies to EVERYTHING.

Want to know how to change your life?

Still the Body, Slow the Breath, Quiet the Mind, and Control your World.

Am. Be. Do. Have. Give.



**Joshua Brinks** is a professional musician/percussionist and sound healer specializing in using frequency-based instruments. Only 31, he has been a student of music for over 25 years, starting as a competitive classical pianist and moving to self-learn the drums/percussion at age 12. Having played for the San Diego Yoga Festival and other countless yoga studios in the Southern California area, he is currently developing recordings to share with the world.

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## CHANGING WITH FAITH

Nydia Ortiz

**F**aith is the one word that has kept me alive and strong throughout my trials and tribulations. Through God and His wondrous work, I've learned that He will never put a dream in your heart that He will not fulfill. He has to put a desire in your heart; it's for a reason, but it's not going to be easy. You're going to have to work hard. You are going to go through trials and tribulations that are going to try to stop you from getting where you want to go, but the most important thing is to believe that you can be, do, and have anything you desire. Believe, then you will achieve. Keep your faith, trust in God, Universe, Source, but most important, believe, believe, believe!

I feel like the past few years have been my ultimate test of fate, while they have included the greatest obstacles that I have overcome. During this time, I have been going through a major transformational process that has supported me in overcoming challenges and adversities that I have learned from and which have, in turn, supported my growth. Throughout this time, I have had things and people

placed in my path to challenge me, some in great ways and others to try to prevent me from going where I wanted to go and achieve the things I desired to achieve.

I served my country as a Hospital Corpsman in the Navy. Because of the Navy, I was able to go to the college of my dreams and take photography classes, learning from the greatest professors, instructors, and professional photographers I could have ever dreamed of. One of them was Ralph Clevenger; you might know him for his photo of the Iceberg, the one where you only see the top of it and the rest of it is under the water. What you see is only 10 percent. That analogy has been used everywhere. Ralph was a true inspiration to me, just like many of my other instructors during my time at Brooks Institute.

Two weeks before I graduated college, I was involved in a bad car accident. I totaled my car, my physical injuries that were healing were exacerbated, and I was set back. I tried to invest the money I received from the insurance company so I could start my business; however I put it in the hands of the wrong people, which in turn caused me stress, anxiety, and doubt. These were people I believed I could trust. Due to this, I faced the biggest financial obstacle of my life. Up until a month ago, I had a difficult time making ends meet. I had times when I did not know how I was going to be able to eat or get gas, let alone pay some bills. Throughout this time, I



kept trusting that the Universe, God, would provide. I felt a sense of surety in trusting that I would be able to sell something or that something would come up to bring in the abundance. I am not going to lie—I was definitely nervous at first, but by applying the Master Key System principles, I learned to eradicate fear and trust the process.

During my darkest times, I turned to marijuana because it was the only thing I could find to numb the pain. At first, I used it only during times of pain and when I couldn't sleep, but I began to abuse. It soon became a sort of addiction for me, and it caused a lot of self-sabotage. I was living in fear and was depressed, broken, and completely and utterly lost. I depended on it for everything. I didn't like it; I was ashamed to even admit it to Elisa, one of my closest and dearest friends. It wasn't until I quit that I came clean and told her. I didn't want her to know that about me. She still saw me as the person she met in 2007, a joyful, happy, outgoing, social person, which I very much was not. That was the person I missed—the one that has been asleep since getting deployed to Kuwait in 2008 due to all the trial and tribulations I faced that left me broken, depressed, and feeling alone. It didn't help that I isolated myself and stopped connecting with the ones I love. I never ever wanted to disappoint Elisa because I didn't want her to ever think any less of me—not that I think she would, but I just didn't want to disappoint her. I didn't want her to know the pain that was inside

because all I wanted was to share my joy with her and her family.

Since joining the Carnegie Principle, I have learned how to look at every as a challenge as an opportunity for growth. I have also regained my confidence. It all started in 2016, when I met a very special friend out of a VA Women's health group. I have her to thank for supporting me in shifting my mind from negative thoughts and depression to positivity and belief. I will be forever grateful for the angel that she was to me. She opened my eyes to watch the movie, *The Secret*. When I watched it, I realized that I was only attracting more negativity to myself by being stuck in my own self misery from the physical disabilities I suffered due to the military. It was extremely difficult for me to get out of bed every day due to all the pain I felt everywhere. It was mentally and physically challenging. I didn't know how I got to that point, but I was constantly in pain, constantly hurting, constantly depressed. She was the same way, which is how we related and connected.

When she sat me down to watch the documentary on a warm summer day two years ago in Glendale, California, she said; "Nydia, we're going to watch this movie right now. It's going to change your life because I know it's going to change mine. It's going to bring you everything you ever desired, and I want those things for you and I want them, too, but this movie is going to change everything for us. I know

it's a little weird in the beginning, but trust me, just keep watching. Just listen." And I did. I listened intently. I then watched it over and over again. I began to make positive changes in my life. Ever since, I have been able to attract all the right people and things that have gotten me to where I am now. I realized that if I kept on doing the same things that I was doing every single day, I was just going to keep getting the same results. I was not okay with that. I knew I could do better, be better, do more, have more, and live more. Because of what I was doing, I was not living. I was dead. I was asleep. I was hurt. I was broken. As soon as I watched *The Secret*, I realized that I was only attracting these things into my life because of my pain and my negative state of being. It was then that I said to myself, "Change starts now."

I know that I can be, do, and have anything that my heart desires. It's not just about me. My intention is to leave a legacy for my family, to make my family proud. All the pain and strife that they endured stops with me.

After watching *The Secret*, I searched for more. I wanted to know how the law of attraction worked. How can I attract these things, and what am I going to do to make a difference? I decided to go get a regular job to sustain and support me in order to get back on my own two feet. During this time, I was renting a room in my mom's parents' house where I

stayed for two years. That was very difficult for me, as I had been on my own since I was 18. I felt like I had lost it all. I did not know where it went, where I went wrong. I kept asking what happened. Why am I like this right now? I need to get out of this. I know the things I'm capable of.

Soon after I meet Don and Melinda Boyer, I was introduced to the Carnegie Principle and the Master Key System. Because of this, I now know that I can be, do, and have anything that my heart desires. I have now come into alignment with a vision that I've had ever since I was a child. I come from a strongly united, proud Mexican family who find strength in their love, support, and unity. Two of the biggest role models of my life, besides my mother, Lilia, are my Aunt Rosy (Tia Rosy) and my Uncle Ramon (Tio Ramon). Both loved me as their own daughter, and as my mom's oldest siblings, they held our family together. My Aunt Rosy kept the family united. She's a strong, independent female, the matriarch of the family. She's also the one that makes sure everyone is okay, beginning with my Grandma (Tita).

When my mother and I left Mexico City when I was 11 years old, everything changed. My Uncle Ramon, who raised me, passed away six months after we came back to California. The only father figure I had was gone. And I had the unfortunate luck to have seen him lifeless on our living room couch. It was something that traumatized me for life and took me

21 years to overcome. After his death, my entire family began to fall apart. The strong unity was no longer there. It saddened me, and my will was to change that and one day bring the family back together and empower them with the knowledge to overcome their adversities, live their life of the dreams, and have financial freedom. Throughout the years, they have worked hard and have continued to support each other. They are more united now and getting better every day.

I am a proud Latina that comes from a line of strong, empowering Latin women who are the head of the household, the matriarchs, and are the glue to our family, a family so united that even through distance and times we have not seen each other, we remain close and in constant communication. The love I have for my family is strong, and it's just grown bigger. Together, we have all overcome a lot of adversities and have come out stronger in the end.

Through the Carnegie Principle, along with the Master Key System and personal self-work, I am growing into the woman I willed to be. I became courageous, I eradicated fear, and I began going after my dreams again. It was exactly what I was looking for, and the studies and applied knowledge gave me the courage to move back to my place in San Diego and walk away from what no longer served me, something that took a lot of courage as it broke my

heart to walk away from a relationship with someone I loved dearly.

If you want to make changes in your life, you have to look out for what is best for you and your higher self. It may hurt along the way but keep faith that God will never put you through anything you can't overcome. Look at everything with love and gratitude and as an opportunity to grow from it. If not, it will make you bitter. How do I know? I used to let things make me bitter when I was hurt. I am now able to think of those obstacles as challenges to help me learn and grow into the woman I will be. Don't let anything or anyone stop you. You truly can achieve anything you set your mind to.

The first three years out of college were the most difficult, between lack of structure, physical limitations, and depression. Everything happens for a reason. When things go great in life, there will always be evil forces trying to prevent you from reaching the dreams, but good always wins. Trust that the Universe and God will take care of you. Remain strong, balanced, focused, and unshaken. Even in the moments when your world gets flipped upside, know that sometimes things need to fall apart so they can then fall in together. Whatever your plan is, the Universe will help you along the way. Declare what you want to God, to the Universe. Believe you can achieve it and let your light shine; the Universe will take care of the rest.

Through the Master Key System, I have been able to unlock my potential, the person I aspired to be. When I was younger, I had a clear understanding of being positive, but I had let my world experiences impact me and I became guarded, cold, and distant to protect myself. It wasn't the authentic me. I am now back to my true authentic self of being positive, loving, and light. I now love smiling brightly and letting my light shine. I walk around with a smile on my face and make conversations with those around me, like I once used to. You would be surprised at the amazing individuals you can run into when you simply slow down and enjoy life with a little conversation.

So, what do you want? What is your heart's deepest desire? Whatever it is, God, the Universe, Source whatever you relate to, will never put a desire in your heart it will not fulfill. You can have anything your heart desires. It all starts with the Carnegie Principle and the Master Key System. What are you waiting for? Unlock your hidden potential now and keep your faith strong. Stay alive, stay humble, stay grateful, stay appreciative, and realize how truly blessed you are. This world can either be your heaven, or it can be your hell; it's up to you to decide. Which would you choose? I personally choose for it to be my heaven and will be who I will to be.



**Nydia Ortiz** is a US Navy Veteran who served her country as a Hospital Corpsman with a specialty in Surgical Technology. After her medical discharge in 2012, she attended Brooks Institute of Photography in Santa Barbara to follow her first passion, photography. Nydia has been taking photographs since 2000, but it wasn't until 2009 that she started doing it as a business when her work was first published in a book.

Nydia graduated from Brooks Institute of Photography in 2015, where she obtained her Bachelor Fine Arts (BFA) in Professional Photography. Based out of Southern California, Nydia is now a Freelance Professional Photographer, Cinematographer, Content Creator, and #1 Best Selling Author.

Her love and passion for travel has landed her to work overseas, where she has worked with some of the industry's most elite fashion models. Nydia's love for fashion has led her to cover some of the world's most pristine high fashion runway shows, including Paris Fashion Week, Paris Men's Fashion Week, and Los Angeles Fashion Week, amongst others.



Changing with Faith, Nydia Ortiz

Nydia is a visionary who enjoys being creative and getting involved in any creative projects that come her way and get her creative juices flowing. She is inspired by nature and the environment that she is in and enjoys incorporating it into her work any chance she gets. She enjoys challenges, changes, and meeting new people.

To see her work, visit her website at [www.nydiaortiz.com](http://www.nydiaortiz.com)

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## HOW TO MANAGE DIFFICULT PERSONALITIES

George Wright

**I**n my 30 years of teaching communication and leadership workshops, I have come across very successful managers and business owners who have confirmed that managing people is much harder than managing finances. They shared with me that in the process of hiring a new executive, the candidate was extensively tested in order to pinpoint his managerial abilities. They selected the most talented person, only to realize after a few months, that the individual was unqualified to manage people. This article is a brief summary of a four-day workshop, which will provide you with the basic knowledge, along with a few tools, to support you when faced with difficult personalities.

I must remind you that everyone who crosses your path, particularly those who are the most annoying, are there to help you become a better person. The daily practice of constructive actions always yields satisfactory outcomes.

Whether it is at work or at home, harmonious communication is a guarantor of pleasant, rewarding, and lasting relationships!

Personnel management involves many challenges for business leaders and those in supervisory positions. Obviously, managers prefer that employees act as mature adults, but unfortunately it isn't always so.

We are regularly in contact with different types of personalities, to which we sometimes react with a certain degree of mastery, but much too often, with emotional intensity. In such cases, our instinctive reaction actually creates more tension and conflict. These situations can be transformed. But how? This article outlines the four main types of difficult personalities and some solutions in order to avoid conflicts and create lasting positive relationships.

### **The first type is the COMPLAINER**

A complainer usually tries to avoid responsibilities. He has an array of excuses that nurture one or more of his fears. He often addresses events in a negative manner, counts on others to help him, and describes facts in order to blame others or get their attention. Of course, this person is not always conscious or aware that his behavior is inappropriate, but the way he speaks usually conveys a lot about his fears. For example, he will

express himself in these terms: "It isn't my fault," "It won't work," "Things like this always happen to me," "Luck never smiles on me," "I won't be able to do that," "It isn't fair," "I did my best," etc.

This type of personality is fairly easy to detect, because he disrupts our wellbeing. Once you have identified this person within your employees, you need to take action in order to stop this behavior; otherwise, he will contaminate the team spirit.

Here are a few steps to help stop this unacceptable behavior.

- 1) Name the behavior. This lets the person know that you are aware and that you wish to see a change in his attitude.

The complainer rarely takes responsibility for the problems that occur; it's never his fault. The reasons vary and normally refer to past injustices. How to cope with such a personality? With an open and welcoming attitude, tell him: "I see you don't agree; that you're complaining about the situation and find it unfair. And, I wish that you would provide solutions to the problem, rather than complain about it." In doing so, you show him that you have identified his behavior and you are not criticizing him for the attitude, but rather that you are eager that he focus on solutions.

- 2) Ask him to find **solutions, more than one...**  
Asking for solutions inevitably confronts him in finding and resolving the source of his fear. Don't expect that he will provide the best solution up front, but integrate his proposed solution in the process of searching for more acceptable solutions. This is crucial, since he will have to participate and collaborate as a team member and must transform his usual behavior of avoiding responsibilities.
- 3) He will need support and encouragement in order to transform his behavior from that of complainer to one of collaborator. Be patient.

In his search for solutions, the individual must take responsibility for his behavior. In doing so, he will discover new skills, along with the realization that there are many solutions to any given problem. This personal development experience persuades the individual that he can draw new skills from his inner resources, often unknown to him. The moment this personality type becomes more conscious of his God-given skills, he tends to become an active participant and a great collaborator. He will be more active in searching for solutions when challenges appear within the organization. It might take some time,

but persevere and your efforts will be rewarded.

### **The second type is the INDIFFERENT**

The indifferent person's strategy is most often to distance himself, giving vague answers, avoiding commitment, and making sure that others strive to understand him. When you make the effort to comprehend him, he is captivated by the attention he receives from you; he unconsciously wants to summon more of your energy and will request it unduly. Most of the time, his excuses for not cooperating are articulated in these terms: "I don't mind," "It's not my problem," "Do as you wish," "It is your decision after all." By reacting in this manner, he creates a lot of frustration, tension, anger and distance within team members. This type is a real challenge for managers who desire teamwork and collaboration from all.

Here are a few steps to help stop this unacceptable behavior.

- 1) Name the behavior. This lets the person know that you are aware and that you wish to see a change in his attitude.

An indifferent person is, for the most part, fearful of criticism. He avoids taking initiative because he fears judgment of his initiative. Therefore, if you are quick to criticize his work, he will shut down

emotionally and seem uninterested, emotionless, and distant toward your proposed action. In order to transform this behavior, you will need a great deal of patience and perseverance. However, you will need to address this situation rapidly because he will contaminate the environment. Be very cautious in addressing this behavior, knowing that he is sensitive to criticism and judgment. Approach him with an open and friendly attitude, and tell him, "I wish that you would express your opinion more often about our projects. I would greatly appreciate you take more initiative because your opinions and ideas are important to me." Keep eye contact in order to see if your interaction is creating more distance between you and him. Your intention in doing so is to let him know that you care and want to share your vision and opinions about the work to be done.

- 2) Encourage the sharing of ideas and solicit his involvement.

Given the fact that he is, for the most part, unconscious and fearful when it comes to dealing with criticism and judgment; encourage him to share his ideas and opinions. By encouraging him, you will help him gain more confidence in

expressing his ideas and opinions. Obviously, it is important to avoid adding any critical comments when you see that he has made an effort to change. Reinforce the fact that his opinion is important to you and you want to have his point of view.

- 3) He will need support and encouragement in order to transform his behavior from indifferent to that of an independent thinker.

Once he realizes that his opinion is not being criticized, but rather acknowledged, his self-confidence will be boosted and his abilities, creativity, and intuition will better serve your business projects.

### **The third type is the INTERROGATOR**

The critical method of the interrogator is more aggressive than previous types. He seeks to find the flaws in your actions and is constantly on the lookout for errors you could make. If he catches you trying to commit what he considers a mistake, he will quickly put you on the spot. As a result, you will become cautious, powerless, and even fearful; your self-confidence can be greatly affected. If you give him the permission to act in this manner, eventually the tension between you and him will become unbearable and your relationship will be greatly affected. By not reacting, you give credit to his



behavior and spend needless energy trying to avoid him. This type will express himself in a demeanor that will make you believe that he is the only one who knows how things should be done. He will say, "Why are you doing it this way?" "Why have you not finished what I asked you?" "What progress have you made with regard to my project?" "How is it that I never get what I ask for?"

In order for you to not get caught up in this vicious circle that will inevitably end in frustration, despair, and illness, you need to react as soon as possible.

Here are a few steps to help stop, or at least slow down, this unacceptable behavior.

- 1) Name the behavior. This lets the person know that you are aware and that you wish to see a change in his attitude.

The probability that this person has been betrayed in the past is great. His past-unresolved issues will reactivate the fear of being betrayed, along with the possibility that he may be held responsible for a failure in a given project for which he has been given supervision. He, therefore, thinks he needs to control every aspect of the project. But at what cost? The underlying motive for his behavior is a lack of self-confidence, which is transferred to his staff. This is why he seeks to control others; this way, he can

anticipate the end result and the way he wants it to be done. Before this relationship becomes toxic, you need to take action. With an open attitude, express that you notice his annoyance or concern about the project and that you feel uncomfortable about his attitude. The reason for your action is to clarify his needs and desires regarding the outcome he expects, without criticizing his conduct; you pave the way, and you are open for discussion and the sharing of his concerns.

- 2) Encourage the expression of concerns and fears.

In his previous experiences, this person has endured rejection and betrayal. He has transferred his reassurance in a person; he believed that things would go well, but, unfortunately, he or she has betrayed him. For obvious reasons, he will be cautious and fearful and will not accept being hurt emotionally or reliving failure and rejection. This does not give him permission to treat people in an inappropriate manner. It's the same thing for someone who has been bitten by a dog; he will be fearful, no matter the size of the dog he encounters. My suggestion is to communicate openly, help him drop his guard, and place him in an

environment where he doesn't foresee failure or betrayal. This way, his confidence will increase, particularly if you reassure him that you understand where he wants to go. Be sure to mention that his opinion counts in your eyes and you would like him to express his concerns.

- 3) He will need support and encouragement in order to transform his behavior from interrogator to that of an openhearted communicator.

Over time, and with practice, this person will become more confident in sharing his concerns and fears; he will be more capable of expressing himself openly with others. In addition, he will be able to accept the point of view of his colleagues and create harmonious communication with his peers. Who knows, maybe, one day he will become a team leader!

### **The fourth type is the BULLY**

The bully is the most aggressive of the four behaviors: he seems unable to control himself, is impatient and loud-mouthed. You observe him with fear and, thus, unconsciously lose your precious energy. Currently, many people are worried about the transition and change energies occurring on this planet. If they are not sufficiently focused, they will express their frustration through inappropriate

aggressive attitudes. The fear of losing power often lies at the heart of the bully's reactions. In the most extreme cases, he will, unconsciously, engage in self-destruction, bringing loved ones along with him. The impulse to dominate is triggered by the fear of being dominated.

Although this personality is harder to manage, there are solutions that can address this attitude and transform it positively.

- 1) Recognize aggressiveness as a language.

It is normal for you to react internally or externally toward an angry person and see wickedness, clumsiness, and violence in his attitude. However, consider that this form of communication is a language in itself, activated by internal injuries, personal fears, and serious relationship difficulties.

- 2) Name the behavior. This lets the person know that you are aware and that you wish to see a change in his attitude.

Now you understand that most of the time unacceptable behavior originates from past-unresolved issues. The bully also reacts to his past experiences by using an aggressive demeanor. You can and must, nevertheless, implement a new way of communicating with him. The bully is hypersensitive; and when you act accordingly, he will

appreciate your response. By addressing him with kindness and sensitivity, he will realize that you can read between the lines and are not impressed by his attitude, which comes from deeply-rooted fears. You should focus on the message he is trying to convey and pay little or no attention to his hostile attitude. Try not to blame him, but rather show interest on what lies behind his aggressive nature. Try asking him, "Why are you angry?" You can also acknowledge that he is upset and that there must be a reason. Ask him, "What are you upset about?" This method requires that he stop and take time to reflect. When doing so, stay in visual contact with him, and if there is no feedback, suggest options, such as; "Do you need more time to think about it?" Never show disapproval with his attitude, avoid confrontations and simply let him speak. Above all, never give advice on what he should or should not do.

- 3) He will need support and encouragement in order to transform his bully behavior to that of a leader's behavior.

When the intimidating person understands that his power lies not in his demonstration of irritability or anger, but in himself, his self-esteem and leadership skills will increase significantly. When the bully

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begins investing in his inner assets, his self-assurance, in contrast to his dominance, will grow daily. In the end, he will develop a positive outlook, and for this reason, it will become easier for him to cooperate with others without bullying.

As you can see, working with difficult personalities reaps rewards when your attitude is open and friendly. By changing your approach toward them, you will create an environment favoring collaboration and communication.



As a coach and consultant for almost 30 years, **George Wright** has helped individuals become true leaders and create healthy, sustainable relationships. He designs and implements highly beneficial, tailored interpersonal communication processes in both private and public enterprises. His workshops have helped hundreds of companies keep their staff, reduce their hiring costs, and provide their employees with a great place to work. To contact George Wright:

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## **RELATIONSHIPS ARE YOUR RICHES**

Jeffrey Levine

I was taught from a well-known speaker an interesting concept related to traffic signals, a concept so simple but so wise. I would love to share this with you as it shines the light on one of the most powerful Carnegie Principle teachings we have, which is “Your Relationships are your Riches.”

We all identify with traffic signals, with the change between the green, yellow, and red. We know green is the go ahead; it is a safe, keep going signal. The yellow signifies the need to be careful, to be more aware, and to approach with caution. The red means to stop, it is dangerous to continue. We know this information so well that emotions can arise by just observing these signals. You may be asking yourself how this information is pertinent for relationships. Hang on, I will explain in a moment.

Wealth is measured when your assets (what you own) minus your liabilities (expenses) result in a positive net worth. This means that your assets are greater than your liabilities. You are able to increase

your positive net worth by doing more of what gives you a high percentage of ROI, or return on investment. The investment is measured in time and money. This can be compared to your relationships. Look at your relationships as investments. If people are going to invest time, effort, and energy in bonding with you, they will want to know that they are going to get a good return on their investments, ROI. Similarly, if you are going to spend time, effort, and energy on others, you want to know, too, that you are also going to get a good ROI.

James Allen, the author of *As a Man Thinketh*, is often quoted for this statement, "You can be a rich man and be cursed and you could be a poor man and be blessed." What he means is that you could be a poor person but if you have a smile on your face, a twinkle in your eyes, a bounce to your step, and you treat people with kindness and respect, you will have so many riches in terms of depth of relationships, personal happiness, and personal satisfaction. You, however, do not have to sacrifice wealth for relationship riches. You can be financially free, stable, and prosperous and be blessed at the same time with wealthy relationships based on how you build them and how you spend your time and energy.

Your relationship investment portfolio is a great way to gauge the state of your relationships. I am excited to be sharing this powerful process with you as it has



made tremendous shifts within my relationships and has allowed me to see the real value that a mastermind holds. First, determine the people in your life who you spend a lot of time, some time, very little time, and not much time with. Now that you have the list, the next step will require your 100% honesty. Tap into your feelings and ask these questions: How do you feel when you are with them? Do you feel happier or less happy? Do you feel uplifted or less uplifted? Do you feel energized or less energized? Do you feel connected or less connected? Do you feel stronger or less strong? Do you feel more valued, more appreciated, or less valued? Keep in mind that we are not judging—we are getting a gauge as to what our relationship portfolio looks like, and to do this, it is integral that we recognize how we feel. Success teaches us that feeling good is mandatory in order to be, do, and have everything and anything we want. Feelings and the focus on them have tremendous power on what you experience. Now, back to the traffic signals concept I shared. Analyze what percentage of the time you feel happy when you are around the people in your list, what percentage of the time you feel uplifted, energized, connected, etc. Assign the color green to the people with whom most of the time you feel good. Assign the color yellow to people with whom you feel good half of the time. Last, assign the color red to people with whom you rarely feel good.

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If you have assigned green to a lot of people, congratulations because you made some wise choices in choosing the people you hang out with and they made some wise investments in you. If you have a lot of yellows and reds, it might indicate that perhaps you have made some choices that are not that great and can be enhanced or improved and that working on yourself is a priority. Remember, you are in control of your life, you are powerful, you are attracting what you put out, as I sow I shall reap.

The next step is the most important because that which does not exist within does not exist without. Ask yourself if all the people in your investment portfolio were to rate you on the same scale, what color would you be assigned? Would you be green? Constantly uplifting, inspiring, and positive, someone who helps them feel better, feel lighter, and helps them see their value, and shows them appreciation. Would they say it's 50/50? Sometimes you help them feel better and sometimes you don't. Would you be red? Maybe in the last year, you have been frustrated and unloading on people, maybe more critical, more judgmental, or maybe you have not shown as much appreciation as you could. This honesty is going to propel you to multiply your relationship riches. Congratulations!

If you want to enjoy the real riches of relationships, the goal for your relationship investment portfolio is to stay in the green zone as much as possible,

beginning with the most important relationship you have—the relationship with yourself. The relationship with yourself is going to determine the number of green relationships you have and how many people are in the red zone. The Carnegie Principle Mastermind Group that I am a founder in raises your vibration and awareness so you can convert to a green person with much more ease. The energy embedded in the training creates massive shifts, whether you acknowledge it or not. The first shift starts with your self-language, becoming positive, encouraging, and loving to yourself. When I first started in my self-development journey, some of my relationships were in the red zone, especially with myself. With my immersion into positive thinking and personal development training, I was able to move to the green zone. As a result, some my red zone relationships also moved to the green zone.

The Carnegie Principle Mastermind Group fosters green thoughts, green body language, green actions, and green words. Here are a few tips from our comprehensive curriculum, the Carnegie Principle Mastery Course:

1. Remember, the richest person on planet earth is the happiest.
2. Don't be quick to look at cutting out a relationship. Look at the totality of the relationship, instead of at a moment of weakness.

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3. Have the capacity to forgive. Be willing to learn and change and accept responsibility.
4. Be a big enough person to show with your actions that your relationship is valuable enough to move forward.
5. If you have people in the red zone, ask yourself if they were always in the red zone. Are you one of the contributing factors to going from green to yellow to red? Do you want this relationship to move forward? Do you believe it is possible? Belief is important, Level 1 training “whatever the mind of man can conceive and bring itself to believe it can achieve.” Any relationship can be repaired and improved if you believe.
6. Spend quality time with family and friends. Most regrets at the end of one’s life revolve around relationships, wishing to spend more time with the green people in one’s life.
7. You have to realize first and foremost that you have to put some deposits in the relationship account. You have to make deposits for other people. Are you the type of person who is constantly positioning itself to be in the green zone with green zone words and green zone actions? Are you uplifting, inspiring? Are you positive and thankful? As you do this, you will attract even more green zone friends, more

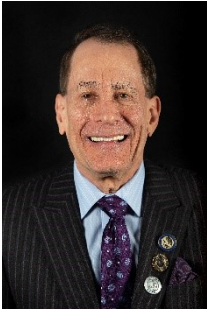
green zone relatives, and more green zone business relationships.

8. Learn to redistribute and allocate your time properly to keep yourself in the green zone. You can do this by preparing in advance, envision a green outcome, send love, appreciation, and gratitude to the person you will meet. Predetermined thoughts shape the energy of the moment.
9. When you become a green person, you can invite others into your positive pond. People feel invigorated, energized; you also feel great and want to go back to swim more with them. You become so clear that people can see you and immerse in your greatness.
10. I can't change anyone. I can give them opportunities to learn and improve, but I can only enhance and improve myself.

These are just a few of the principles we are taught in the Carnegie Principle Mastermind Group. Our happiness quotient is over the roof and can be felt everywhere we meet. Carnegie Principle is a green-zone community. Our energy perspires within the system that shapes our strength through the books, audios, events, the time we spend with each other, our new relationships, and, of course, recognition. As green people and with the power that we cultivate from our club every day, we are understanding more

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and more the influence we have in our environment. This is the real power we possess. Becoming a Carnegie Principle member is a huge investment into your relationship portfolio.



**Jeffrey Levine** has 30 years of experience as a Tax Attorney and Certified Financial Planner. He is a published author, has been featured in national magazines, and as a guest expert on radio and television talk shows. A sought-after speaker, he has given more than 500 speeches. Jeffrey's mission is to give back and help others. Jeffrey is also the author of *The Power of Giving*, *Off the Radar Screen*, *The Magic of GIN* and a featured expert in the highly-acclaimed documentaries, *The Knowing*, *The Magic of Membership*, the Andrew Carnegie Assignment, and the Andrew Carnegie Secret. He is also a Certified Mentor and Speaker, as well as the co-founder of the Intention Leaders System and the Carnegie Principle Mastermind Group.

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## THE POWER OF ATTRACTION

Pascale Bernier and Alain Tetreault

**E**verybody has a story, his own beliefs, strengths, and weaknesses. More and more people are conscious of their own personal power to be able to change their environment. By creating space for love in our own life and with the belief that the universe is our partner, everything becomes possible.

Here is a part of our story. My husband and I have been together for more than 17 wonderful years, and this is because of the law of attraction.

Both of us had unhealthy couple's lives. We had partners who used manipulation, control, selfishness, and dishonesty. Without even being conscious of our situations, each of us had reached the law of attraction.

Alain was a young man who was really shy. He had a big emptiness within himself—it was so painful that he had a sincere desire to end his life so he would no longer feel it through his body. Alcohol was the only temporary remedy he found at that time to shut off his constant desire to leave this Earth.

We say the universe always sends us the right person at the right time. Meanwhile, “Bob,” a friend of the family, suggested to stop home for a week to take a break. Alain accepted his presence right away.

That week totally changed his life. Alain learned how to communicate with the superior power, to act as himself before looking for the matter, and learned to give without waiting. The most beautiful part is that he decided to row the boat and let his own Captain (superior power) guide him to a good port.

Today, after 25 years of sobriety, many seminars on the spiritual laws, education on personal goals, and energetic treatments, Alain still has that passion for self-development.

That bring us to 1999; Alain wrote on his visual board the following sentence: “The most radical change in the whole story.” At that moment, Alain was far from imagining the strength of this affirmation, which he repeated and read constantly. This sentence was all designed for a change in my own couple’s life, my work, my financial situation.

On my side, I had an unusual childhood. My two sisters and I were raised by our grandmother and our aunt from our paternal side. When my parents split, at that time, their children’s custody was entrusted to the person who had the financial means and capacity to support the children’s needs. Our custody was granted to our grandmother. She did this gesture for



our father, so he would not have to pay any alimony to my mother, who went above and beyond to have us beside her. My sisters and I still had a pretty good childhood.

Being young and conscious of everything that was happening in my life, I promised myself many times not to divorce, not to have an abortion in an inappropriate moment in my life, and absolutely not to marry a man who would be an absent father, who would put his little person first and who was unfaithful. I repeated this song back and forth in my head and focused on it without even knowing the impact of such thoughts. Guess what? Everything I didn't want appeared.

At the age of 13, I was working 25 hours per week, and I was going to school full time. Rapidly, I became responsible. I was paying my school fees and buying my clothes, sometimes even paying the groceries.

At the age of 15, I learned I was pregnant with the same man who would be the father of my future children. At that time, I couldn't see myself having a child with a life partner that I also personally considered to be a child himself. Furthermore, my dad, who was not very present in my life, once said to me, "Pascale, you better not get pregnant."

Can you imagine the stratagems I had to put in place so nobody would know about it? During that time in my teenage years, my sisters and I were buying our

sanitary products together, so I continued doing so for almost three months, so my sisters would not suspect anything.

The only person who knew about my pregnancy was my mom because I had to make an appointment at Quebec Hospital to be able to have an abortion, because in 1991, it required long distance calls, and we had to pay for them. My mother supported me in that dark period.

I carried this child for 11 weeks. I talked to him every day, explaining that I couldn't keep him and I hoped that one day he could forgive me. The D day arrived, and I was so angry against myself for failing my own promises, while living in mourning since I deeply loved this little being. The six months that followed were painful for me; as soon I saw a baby in the street, my eyes filled with tears and I felt guilty.

Shortly after, I don't know why, I started to pray every night and still do today. It gave me an unknown strength during that time that secured me and gave me a sense of inner peace. Since that day, my faith has only grown bigger and bigger.

Later, I got married to a guy who was like my dad; once again, I didn't respect the promise to myself.

During this relationship, life entrusted me with two beautiful little girls, Sarah and Megan, who are the loves of my life.

Two years after our wedding, a friend announced that my husband was cheating on me. I could not believe infidelity and divorce were on the menu. The last two promises I made were once again gone!

With the hindsight of everything that had happened, life sent me several signs that I didn't recognize. I am the ONLY ONE RESPONSIBLE for the result. What a beautiful awareness!

In October, 1999, I was still with my husband, but I didn't love him or trust him anymore. I stayed so my daughters would not have to live through a divorce.

Realizing what was going on in my life, I decided to make requests to the Universe to learn what I was casting this time. I started to think about and long for a new man in my life. Every day, I requested that the Universe put on my road a handsome man, tall, with family values, someone who was faithful, loving, and passionate and did not smoke.

In the spring of 2000, I started a new job as a secretary. It's hard to believe, but one hour after starting my first day at my new job, the door opened and a handsome and tall young man with wonderful green eyes and an amazing nice smile put me in an inexplicable state of mind. From this moment, I knew it was him I had hoping for.

As a big surprise, he worked within the company, and I was having the chance to see him every day and get to know him. Life does things so well. Thanks,

thanks, thanks!! As life sets up the things we ask, it also ensures that this is what we want.

The days go by and, slowly, I'm learning to know and appreciate a man who does not stop haunting my thoughts. At my great disappointment, he had a spouse and a son. However, for me it was very clear — it was him that I've expected, and I would not give up. I don't know how, or when, but one day, this man and I would be together forever.

Time passed and a very nice complicity settled between us, so much so that all of our working colleagues believed that we were an actual couple. At that time, Alain, the only one for whom I have had eyes since the day I met him, was superficial; he loved shapely women and cared a lot about what people thought about himself. I had a problem; I measure 5'3" and weigh 170 lbs. I am far from his ideal. Despite everything, I kept the focus. I wanted him in my everyday life; he's everything I've always wanted.

In September 2000, Alain decided to buy an enterprise with an associate and asked me if I wanted to work for him in his business, which was one hour from us. At the time in our lives, we both still lived with our former spouses. So, I spoke with the father of my daughters, and by mutual agreement, I accepted his proposition. To my great happiness, we would be traveling together for two hours every day.

The days went by and we got to know each other even more. He told me that his wife was pregnant again. Oh, no! Not again, a test!!! Yes, I still wanted him!

Alain felt really good with me. He could be himself, without judgement, and felt a deep sense of wellbeing in my presence, but he didn't tell me at that time. He was far away from thinking that one day I would be the woman of his life. I had so many requests and visualized a healthy, respectful, and fulfilling relationship that the Universe was about to manifest all the desires I always secretly hoped for, dreamed about, and visualized.

Remember that sentence Alain had on his vision board: "The most radical change in the whole story." It happened. In October, 2001, Alain put an end to his relationship and was really close to losing his business. It was the most radical change in his entire personal story.

Each request causes a lot of adversity, so the Universe makes sure it is what we want. Be careful not to put all your desires in the same year because you will have your lot of adversity. During your request, always place the BEING before Having and Doing, because without BEING, Having and Doing are meaningless and ephemeral.

Finally, in 2001, Alain and I were united. It was the beginning of a really big adventure. It was the

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beginning of a new life with the reality of a recomposed family, reuniting four wonderful children. They make our happiness and have helped to test and solidify our relationship. Thanks to our love and respect for each other and meaningful discussions, we can say today that our mission is accomplished together. We have succeeded in creating our own family with an inseparable core.

We hope that this episode of our life has inspired you and that you will not hesitate to take the power of life, knowing that EVERYTHING IS POSSIBLE when you believe in it and have a burning desire to obtain it. Despite appearances, perceptions, and adversity, ANYTHING IS POSSIBLE. Just ASK and never stop BELIEVING.



Pascale Bernier and Alain Tetreault have been in business since October 2000 and in a relationship since 2001. In 2004, they united their love in front of God and families, while promising each other's children to love them and always be present for them. Today, they are using their knowledge of the laws of the universe with their 4 wonderful children, aged 17 to 22 years. After 17 years, their relationship is stronger than ever, thanks to their deep belief that ALL IS POSSIBLE!

## MY WATCHMAN AT THE GATE TO SPIRITUAL AND FINANCIAL FREEDOM

Stephen Jacobs

I am the “Watchman at the Gate” of my path to spiritual and financial freedom. It is very important that I assume this noble role so that I can guard and protect my subconscious inner being from potentially harmful information and thoughts entering and jeopardizing my spiritual health. In order to do this, I must be quiet and still so my Watchman at the Gate can perform in a most efficient manner by noticing what comes into my conscious mind and deciding if I should allow it to enter the subconscious mind or if I should reject it.

Therefore, in order for me to be the most effective Watchman at the Gate, I must be still and quiet and employ the following guidelines:

Paragraph 14 in Book 2 of the Master Key curriculum states:

*It is often true that conditions of fear, worry, poverty, disease, inharmony and evils of all*

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*kinds dominate us by reason of false suggestions accepted by the unguarded subconscious mind. All this the trained conscious mind can entirely prevent by its vigilant protective action. It may properly be called "the watchman at the gate" of the great subconscious domain.*

Paragraph 16 in Book 2 of the Master Key states:

*The subconscious mind draws just and accurate inferences from premises furnished from outside sources. Where the premise is true, the subconscious mind reaches a faultless conclusion, but, where the premise or suggestion is an error, the whole structure falls. The subconscious mind does not engage in the process of proving. It relies upon the conscious mind, "the watchman at the gate," to guard it from mistaken impressions.*

My Watchman at the Gate must be the guardian of my "I," my subconscious mind. It must warn me when I am receiving information from others or the media that is potentially harmful to my subconscious mind. In my early days of schooling and training in the geology profession, I was told I was too squeamish to survive in a profession where mental and physical courage was necessary. Even as a child, I was afraid to explore new situations and places for fear that I would get lost or be harmed; this behavior I learned while growing up with my parents and siblings. However, I learned to overcome the



negative programs and discovered how to overcome these obstacles of fear to boost my self-confidence and free me to allow my “I” or spiritual being to be what I was meant to be, that is, an explorer, a creator, and a discoverer of natural phenomena new to my eyes.

As mentioned above, I am a geologist who is trained in the art of observing and accurately identifying physical phenomena. This skill is discussed in the Introduction to Book 1 of the Master Key system by Charles Haanel (1912), in which he describes the following:

*The naturalist who spends much of his time in observing visible phenomena is constantly creating power in that portion of his brain set apart for observation. The result is that he becomes very much more expert and skillful in knowing what he sees, and grasping an infinite number of details at a glance, than does his unobserving friend. He has reached this facility by exercise of his brain. He deliberately chose to enlarge his brain power in the line of observation, so he deliberately exercised that special faculty over and over, with increasing attention and concentration. Now we have the result of a man learned in the lore of observation far above his fellows.*

Thus, through my love of exploring nature and observing the many wondrous geologic formations

on trips to Hawaii, Yellowstone National Park, other national and state parks, and countless places outside of parks, I have developed a keen sense of observation through my insatiable curiosity and passion to explore and make new discoveries, especially in nature. Through this passion of discovery, I have trained myself in the geology profession to accurately observe physical phenomena. This includes my passion and talent for researching the geologic literature to help educate my clients on the geologic conditions under their properties and alert them to the potential geologic and other natural hazards that may affect the development of their properties.

This is why I must regularly visit nature to maintain and improve my observations skills and renew my enthusiasm and appreciation for the many natural wonders of our world, such as the volcanoes in the Cascade Range of the Pacific Northwest, the great volcanic landscapes of Hawaii and Yellowstone, the Great Solar Eclipse of 2017, the many fossil discoveries I have encountered which have aroused and kept alive the ever curious child within me that loves to hunt for buried treasure.

In my hobbies of fossil, mineral, and rock collecting, my Watchman at the Gate guides me through intuition to do the proper background literature research on the localities I am trying to find. Then once out in the field, I use that intuition as the

Watchman at the Gate to employ the results of my literature research, which includes road maps, topographic (physiographic) and geologic maps, and also road logs by previous geologists to help me find the localities I'm interested in. When I reach my localities in the field, I then must use that geologic intuition to understand what is in the literature that will guide me to the location where the specimens are to be found. I must be able to compare what is on the various maps and identify the correct rock strata and physiographic setting to locate the specimens. Once I find the location and collect the specimens, my "I" or spiritual self feels exhilaration and joy at finding the treasure I went out to hunt for. This is the feeling I want when my Watchman at the Gate has done his job thoroughly.

In order to continue my growth to courage and spiritual and physical health, I must consistently notice how I feel by being quiet and still. If I feel good, this is a good indication that my spiritual being in the quantum field, my "I," is operating in bliss. However, if I feel bad, then I am operating in the physical realm, being influenced by my past programs, including what I say to myself, what other people have said to me, and what I have heard from the media and other sources. My Watchman at the Gate must never sit in judgment of my past or present situations, but should be an expert in observation and appreciation of all physical phenomena and situations that I encounter. I must

engage in positive self-talk regularly and notice what I say when I talk to myself.

So as my "Watchman at the Gate," I am not only protecting my subconscious inner being, but also the public sector by educating them on potential geologic hazards before they start building on their properties.

Another way I tend to think about my Watchman at the Gate is to envision that I am the captain of my ship of the conscious mind, and my crew is my subconscious mind. Thus, as stated in Book 4 of the Master Key, *It is thus that fate, fortune, and destiny will be controlled as readily as a captain controls his ship, or an engineer, his train.*

The captain of his ship must also keep in constant practice in the power of imagination on a consistent basis as mentioned in Paragraph 13 of Book 8 of the Master Key: *The Captain of Industry cannot build a giant corporation which may coordinate hundreds of smaller corporations and thousands of employees, and utilize millions of dollars of capital until he has first created the entire work in his imagination. Objects in the material world are as clay in the potter's hand; it is in the Master Mind that the real things are created, and it is by the use of the imagination that the work is done. In order to cultivate the imagination it must be exercised. Exercise is necessary to cultivate mental muscle as well as physical muscle. It must be supplied with nourishment or it cannot grow.*

## My Watchman at the Gate, Stephen Jacobs

From this lesson of the proper use of my imagination, I must act like a field general or ship's captain and have a clear vision of my destination and the playing field for the journey I want to take to my destination, and then my crew, the quantum field, will follow my lead and grant me my desire.

My Watchman at the Gate must also be skilled in inductive reasoning. As stated in Book 11 of the Master Kay:

1. *Inductive reasoning is the process of the objective mind by which we compare a number of separate instances with one another until we see the common factor that gives rise to them all.*
2. *Induction proceeds by comparison of facts; it is this method of studying nature which has resulted in the discovery of a reign of law which has marked an epoch in human progress.*
3. *It is the dividing line between superstition and intelligence; it has eliminated the elements of uncertainty and caprice from men's lives and substituted law, reason, and certitude.*
4. *It is the "Watchman at the Gate" mentioned in a former lesson.*

From these lessons, it becomes clear to me that my skills in inductive reasoning have been brought out especially in my geology profession and my love of exploring nature. The use of inductive reasoning is required for me to identify and compare physical

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phenomena and recognize similar or different geologic materials and features. For example, on a particular project, I might observe that the topography of a hillside area is hummocky with scattered springs, enclosed depressions, and sheared clay-rich surfaces exposed in rock outcrops. From these observations, I can use inductive reasoning to convey to my client that an ancient landslide probably underlies the hillside area that includes his property.



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## IT'S EASY TO EARN MONEY

Bob Proctor

**T**here is a real possibility that everything you and I have been taught about how to earn money is so far from the truth that it's almost comical. Earning money has nothing to do with age, formal education, gender or geography. It has nothing to do with past experience or your formal years of education or your level of intellect. There are individuals who are functionally illiterate who have become multimillionaires, while there are others who are absolutely brilliant and they are broke. Virtually anyone can be taught how to earn millions of dollars and yet the sad truth is that 97 out of every 100 people are born, live their entire lives, and die without ever learning how to earn money. To perpetuate this ridiculous problem, their ignorance is passed along from one generation to the next.

Our school system has been designed as an environment to enlighten young minds, to replace ignorance with understanding and ultimately improve the quality of life. And though our educational system has obviously been successful in many areas, it has woefully neglected one important

subject, "How to Earn Money." A lack of understanding in this area is the cause of numerous unwanted and unnecessary problems, since money is the medium of exchange that is used worldwide for other people's products and services.

There has always been a small, select group, approximately 3% of our population, who clearly understand that prosperity consciousness is the primary cause of wealth and their prosperity consciousness, like ignorance, is also passed down from one generation to the next.

Let's look at "money." What is it? *Money is a reward you receive for the service you render.* The more valuable the service, the greater the reward. Thinking of ways we can be of greater service will not only help us earn more money, it will also enable us to grow intellectually and spiritually.

MONEY IS AN IDEA. The paper you fold and place in your purse or pocket is not money. It is paper with ink on it. It represents money, but it is not money. Money is an idea. The earning of money has nothing to do with the paper stuff, it has to do with consciousness.

To accumulate wealth, a person must become very comfortable with the idea of money. That may sound strange, however most people are not comfortable with the idea of money, which is why they do not have any. The cause of poverty is poverty



consciousness. A poverty consciousness will cause a person to see, hear, think and feel ... lack and limitation.

The late Mike Todd said, "*Being broke is a temporary situation. Being poor is a mental state.*"

He was correct. There are wealthy people who lose every cent they have through a series of mistakes in judgment, but that does not make them poor. They will have it all back in a short time because of their prosperity consciousness.

Many years ago, George Bernard Shaw expressed his thoughts on money. People have such strong views on both of these statements, I purposely use them in my seminars to cause the attendees to think.

1. It is the duty of every person to be rich.
2. It is a sin to be poor.

Before you reject these as being ridiculous, let's analyze them. To fully understand what Shaw was saying, you must have an open mind. There is a law that states everything is moving, absolutely nothing rests. You are either moving ahead in life or going in reverse...growing or dying...creating or disintegrating, becoming richer or poorer.

There is another law to which people often refer in many different ways ... Karmic Law ... Sowing and Reaping ... Cause and Effect ... Action, Re-Action.

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How you refer to this law is of little importance relative to your understanding of how it works.

The thoughts, feelings, and actions that you express in life are seeds that you sow. The conditions, circumstances, and things that come into your life are the harvest you reap as a **RESULT** of the seeds that you sow. For a moment, store this information in the back of your mind while we investigate the deeper understanding of the words **SIN** and **MONEY**.

Sin is ... transgression of the law. Violating the law is a sin and, in truth, the price of sin is death. That does not mean your heart will stop beating, but it does mean you will regress. I previously mentioned there is a law that states you will either create or disintegrate, you will grow or die. When you attempt to "get" without giving, you are trying to reap the harvest without sowing the seeds, and it will not work.

Now, let's look at "money." What is it? *Money is a reward you receive for the service you render; the more valuable the service, the greater the reward.* Attempting to "get" money without providing service is also a violation of the law.

Shaw believed you and I are here to serve one another. Thinking of ways we can be of greater service will enable us to grow intellectually and spiritually. It is our duty to serve, and money is a reward we receive for that service. If a person has

received their money in an unlawful manner, by law, they must pay the price; you reap what you sow. In light of the laws that govern our universe, what Shaw said is correct. However, if a person is not consciously thinking, Shaw's statements would appear very callous, even ridiculous. Personally, I believe Shaw made those statements the way he did to provoke people to think.

Quite simply, what Shaw was emphasizing was the importance of our own responsibility in the quest for abundance. Abundance is something we magnetize ourselves to ... we draw it into our lives ... in every aspect of our lives. Business associates, friends, everything we want will come into our life by law, not luck. You are either attracting or repelling good. It is your own consciousness that ultimately determines your results.

**"Money is in consciousness, and it must be earned."**

If you want to improve your financial position in life, focus your attention on creating a higher level of prosperity consciousness. Begin by preparing a powerful, positive affirmation and fuel it with emotion. When you do this, you are depositing this creative energy in the treasury of your subconscious mind. And, by repeating this process over and over and over again every day, it will begin to alter your conditioning and mentally move you in the direction you want to go. Write it out, read it, feel it, and let it take hold of your mind.

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How much money do you want? Saying you want more is not good enough. Five dollars is more. How much more? Decide on a figure. Be specific. You will not seriously want more money than you are capable of earning ... however, you would be wise to remember, you must earn it.

### THERE ARE THREE INCOME-EARNING STRATEGIES

Trading time for money – By far the worst of the three income-earning strategies, it is employed by approximately 96% of our population—doctors, lawyers, accountants, laborers, etc. There is an inherent problem with this strategy – **saturation**. You run out of time. If a person accumulates any degree of wealth employing this strategy, it will be at the expense of a life. They compromise on the car they drive, the house they live in, the clothes they choose and the vacations they take. They rarely, if ever, get what they want.

Investing money to earn money – This strategy is used by approximately 3% of the population. The number is small for the obvious reason – very few people have any money to invest. Many people who effectively employ this strategy follow the advice of a trusted, knowledgeable advisor.

Leveraging yourself to earn money – This is where you multiply your time through the efforts of others by setting up Multiple Sources of Income (MSIs).

This is, without question, the very best way to increase your income. Make a decision to have many sources of income; it's the strategy that wealthy people have used dating clear back to the ancient Babylonians. Unfortunately, this strategy is only used by approximately 1% of our population, yet that 1% earns approximately 96% of all the money that is earned! You are only a decision away from membership.

Once you determine how much money you want to earn, write it down on a sheet of paper in large figures. Look at the number with the dollar sign beside it and tell yourself over and over again:

THAT AMOUNT OF MONEY IS AN EFFECT. IT REPRESENTS A REWARD THAT I WANT TO RECEIVE. WHAT SERVICE CAN I RENDER THAT WOULD BE DESERVING OF THAT REWARD?

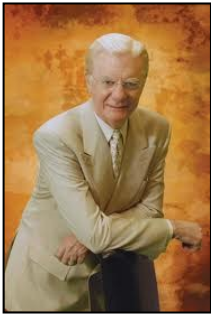
Take the total figure and divide it into multiple parts. Let each part represent a source of income. Each source of income represents a separate reward that you would receive for a service you would render. Work on one source of income at a time; each one can become an exciting part of your life.

- Think of how you can do whatever you do – more effectively.
- Think of how you can improve the quality and quantity of service you render.

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- Think of how you can help people in a greater way.
- Money is a servant; the more you earn, the more you can help others.

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**Bob Proctor** has focused on helping people create lives of prosperity, rewarding relationships and spiritual awareness. Featured in the internationally acclaimed *The Secret*, Proctor is widely regarded as one of the living masters and teachers of *The Secret (The Law of Attraction)* and is the best-selling author of *You Were Born Rich*. For information on how Bob Proctor's live seminars, best-selling books and recordings can excavate the wonderful gem of your own mind, contact 1-800-576-6416 or 416-482-1065, or send an email to:

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## LEADING AND MOTIVATING

Brian Tracy

**I**t's been said that "Leadership is not what you do, but who you are." This, however, is only partially true. Leadership is very much who you are, but it cannot be divorced from what you do. Who you are represents the inner person, and what you do represents the outer person. Each is dependent on the other for maximum effectiveness.

The starting point of motivational leadership is to begin seeing yourself as a role model, seeing yourself as an example to others. See yourself as a person who sets the standards that others follow. A key characteristic of leaders is they set high standards of accountability for themselves and for their behaviors. They assume others are watching them and then setting their own standards by what they do. They, in fact, lead by example, just exactly as though someone were following them around, surreptitiously taking notes and photographs of their daily actions for others to see and act on.

Motivational leadership is based on the Law of Indirect Effort. According to this law, most things in

human life are achieved more easily by indirect means than they are by direct means. You more easily become a leader to others by demonstrating that you have the qualities of leadership than you do by ordering others to follow your directions. Instead of trying to get people to emulate you, you concentrate on living a life that is so admirable that others want to be like you without your saying a word.

In business, there are several kinds of power. Two of these are ascribed power and position power.

Position power is the power that comes with a job title or position in any organization. If you become a manager in a company, you automatically have certain powers and privileges that go along with your rank. You can order people about and make certain decisions. You can be a leader whether or not anyone likes you.

Ascribed power is the power you gain because of the kind of person you are. In every organization, there are people who are inordinately influential and looked up to by others, even though their positions may not be high up on the organizational chart. These are the men and women who are genuine leaders because of the quality of the people they have become, because of their characters and their personalities.



Perhaps the most powerful of motivational leaders is the person who practices what is called “servant leadership.” Confucius said, “He who would be master must be servant of all.” The person who sees himself or herself as a servant and who does everything possible to help others to perform at their best, is practicing the highest form of servant leadership.

Over the years, we have been led to believe that leaders are those who stride boldly about, exude power and confidence, give orders and make decisions for others to carry out. However, that is old school. The leader of today is the one who asks questions, listens carefully, plans diligently and then builds consensus among all those who are necessary for achieving the goals. The leader does not try to do it by himself or herself. The leader gets things done by helping others to do them.

This brings us to five of the qualities of motivational leaders. These are qualities that you already have to a certain degree and that you can develop further to stand out from the people around you in a very short period of time.

**The first quality is *vision*.**

This is the one single quality that, more than anything, separates leaders from followers. Leaders have vision. Followers do not. Leaders have the ability to stand back and see the big picture.

Followers are caught up in day-to-day activities. Leaders have developed the ability to fix their eyes on the horizon and see greater possibilities. Followers are those whose eyes are fixed on the ground in front of them and who are so busy that they seldom look at themselves and their activities in a larger context.

George Bernard Shaw summarized this quality of leaders; in the words of one of his characters: "Most men look at what is and ask, 'Why?' I instead look at what could be and ask, 'Why not?'"

The best way for you to motivate others is to be motivated yourself. The fastest way to get others excited about a project is to get excited yourself. The way to get others committed to achieving a goal or a result is to be totally committed yourself. The way to build loyalty to your organization, and to other people, is to be an example of loyalty in everything you say and do. These all are applications of the Law of Indirect Effort. They very neatly tie in to the quality of vision.

One requirement of leadership is the ability to choose an area of excellence. Just as a good general chooses the terrain on which to do battle, an excellent leader chooses the area in which he and others are going to do an outstanding job. The commitment to excellence is one of the most powerful of all motivators. All leaders who change people and organizations are

enthusiastic about achieving excellence in a particular area.

The most motivational vision you can have for yourself and others is to “Be the best!” Many people don’t yet realize that excellent performance in serving other people is an absolute, basic essential for survival in the economy of the future. Many individuals and companies still adhere to the idea that as long as they are no worse than anyone else, they can remain in business. That is just plain silly! It is prehistoric thinking. We are now in the age of excellence. Customers assume that they will get excellent quality, and if they don’t, they will go to your competitors so fast, people’s heads will spin.

As a leader, your job is to be excellent at what you do, to be the best in your chosen field of endeavor. Your job is to have a vision of high standards in serving people. You not only exemplify excellence in your own behavior, but you also translate it to others so that they, too, become committed to this vision. This is the key to servant leadership. It is the commitment to doing work of the highest quality in the service of other people, both inside and outside the organization. Leadership today requires an equal focus on the people who must do the job, on the one hand, and the people who are expected to benefit from the job, on the other.

**The second quality, which is perhaps the single most respected quality of leaders, is *integrity*.**

Integrity is complete, unflinching honesty with regard to everything that you say and do. Integrity underlies all the other qualities. Your measure of integrity is determined by how honest you are in the critical areas of your life.

Integrity means this: When someone asks you at the end of the day, "Did you do your very best?" you can look him in the eye and say, "Yes!" Integrity means this: When someone asks you if you could have done it better, you can honestly say, "No, I did everything I possibly could."

Integrity means that you, as a leader, admit your shortcomings. It means that you work to develop your strengths and compensate for your weaknesses. Integrity means that you tell the truth and that you live the truth in everything that you do and in all your relationships. Integrity means that you deal straightforwardly with people and situations and that you do not compromise what you believe to be true.

**The third quality is *courage*.**

If the first two qualities of motivational leadership are vision and integrity, the third quality is the one that backs them both up. It is courage. It is the chief distinguishing characteristic of the true leader. It is almost always visible in the leader's words and

actions. It is absolutely indispensable to success, happiness and the ability to motivate other people to be the best they can be.

In a way, it is easy to develop a big vision for yourself and for the person you want to be. It is easy to commit yourself to living with complete integrity. But it requires incredible courage to follow through on your vision and on your commitments. You see, as soon as you set a high goal or standard for yourself, you will run into all kinds of difficulties and setbacks. You will be surrounded by temptations to compromise your values and your vision. You will feel an almost irresistible urge to “get along by going along.” Your desire to earn the respect and cooperation of others can easily lead to the abandonment of your principles, and here is where courage comes in.

Courage combined with integrity is the foundation of character. The first form of courage is your ability to stick to your principles, to stand for what you believe in and to refuse to budge unless you feel right about the alternative. Courage is also the ability to step out in faith, to launch out into the unknown and then to face the inevitable doubt and uncertainty that accompany every new venture.

Most people are seduced by the lure of the comfort zone. This can be likened to going out of a warm house on a cold, windy morning. The average person, when he feels the storm swirling outside his

comfort zone, rushes back inside where it's nice and warm. But not the true leader. The true leader has the courage to step away from the familiar and comfortable and to face the unknown with no guarantees of success. It is this ability to "boldly go where no man has gone before" that distinguishes you as a leader from the average person. This is the example that you must set if you are to rise above the average. It is this example that inspires and motivates other people to rise above their previous levels of accomplishment, as well.

Alexander the Great, the king of Macedonia, was one of the most superb leaders of all time. He became king at the age of 19, when his father, Philip II, was assassinated. In the next 11 years, he conquered much of the known world, leading his armies against numerically superior forces. Yet, at the height of his power, the master of the known world, the greatest ruler in history to that date, would still draw his sword at the beginning of a battle and lead his men forward into the conflict. He insisted on leading by example. Alexander felt he could not ask his men to risk their lives unless he was willing to demonstrate by his actions that he had complete confidence in the outcome. The sight of Alexander charging forward so excited and motivated his soldiers that no force on earth could stand before them.

**The fourth quality of motivational leadership is realism.**

Realism is a form of intellectual honesty. The realist insists upon seeing the world as it really is, not as he wishes it were. This objectivity, this refusal to engage in self-delusion, is a mark of the true leader.

Those who exhibit the quality of realism do not trust to luck, hope for miracles, pray for exceptions to basic business principles, expect rewards without working or hope that problems will go away by themselves. These all are examples of self-delusion, of living in a fantasyland.

The motivational leader insists on seeing things exactly as they are and encourages others to look at life the same way. As a motivational leader, you get the facts, whatever they are. You deal with people honestly and tell them exactly what you perceive to be the truth. This doesn't mean that you will always be right, but you will always be expressing the truth in the best way you know how.

**The fifth quality of motivational leadership is responsibility.**

This is perhaps the hardest of all to develop. The acceptance of responsibility means that, as Harry Truman said, "The buck stops here."

The game of life is very competitive. Sometimes, great success and great failure are separated by a very small distance. In watching the play-offs in

basketball, baseball and football, we see that the winner can be decided by a single point, and that single point can rest on a single action, or inaction, on the part of a single team member at a critical part of the game.

Life is very much like competitive sports. Very small things that you do, or don't do, can either give you the edge that leads to victory or take away your edge at the critical moment. This principle is especially true with regard to accepting responsibility for yourself and for everything that happens to you.

The opposite of accepting responsibility is making excuses, blaming others and becoming upset, angry and resentful toward people for what they have done to you or not done for you.

Any one of these three behaviors can trip you up and be enough to cost you the game: If you run into an obstacle or setback and you make excuses rather than accept responsibility, it's a five-yard penalty. It can cost you a first down. It can cost you a touchdown. It can make the difference between success and failure. If, when you face a problem or setback, and you both make excuses and blame someone else, you get a 10-yard penalty. In a tightly contested game, where the teams are just about even, a 10-yard penalty can cost you the game.

If, instead of accepting responsibility when things go wrong, you make excuses, blame someone else and



simultaneously become angry and resentful and blow up, you get a 15-yard penalty. This may cost you the championship and your career, as well, if it continues.

Personal leadership and motivational leadership are very much the same. To lead others, you must first lead yourself. To be an example or a role model for others, you must first become an excellent person yourself. You motivate yourself with a big vision, and as you move progressively toward its realization, you motivate and enthuse others to work with you to fulfill that vision.

You exhibit absolute honesty and integrity with everyone in everything you do. You are the kind of person others admire and respect and want to be like. You set a standard that others aspire to. You live in truth with yourself and others so that they feel confident giving you their support and their commitment.

You demonstrate courage in everything you do by facing doubts and uncertainties and moving forward regardless. You put up a good front even when you feel anxious about the outcome. You don't burden others with your fears and misgivings. You keep them to yourself. You constantly push yourself out of your comfort zone and in the direction of your goals. And no matter how bleak the situation might appear, you keep on keeping on with a smile.

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You are intensely realistic. You refuse to engage in mental games or self-delusion. You encourage others to be realistic and objective about their situations, as well. You encourage them to realize and appreciate that there is a price to pay for everything they want. They have weaknesses that they will have to overcome, and they have standards that they will have to meet, if they want to survive and thrive in a competitive market.

You accept complete responsibility for results. You refuse to make excuses or blame others or hold grudges against people who you feel may have wronged you. You say, "If it's to be, it's up to me." You repeat over and over the words, "I am responsible. I am responsible. I am responsible."

Finally, you take action. You know that all mental preparation and character building is merely a prelude to action. It's not what you say but what you do that counts. The mark of the true leader is that he or she leads the action. He or she is willing to go first. He or she sets the example and acts as the role model. He or she does what he or she expects others to do.

You become a motivational leader by motivating yourself. You motivate yourself by striving toward excellence, by committing yourself to becoming everything you are capable of becoming. You motivate yourself by throwing your whole heart into doing your job in an excellent fashion. You motivate yourself and others by continually looking for ways

Leading and Motivating, Brian Tracy

to help others to improve their lives and achieve their goals. You become a motivational leader by becoming the kind of person others want to get behind and support in every way.

Your main job is to take complete control of your personal evolution and become a leader in every area of your life. You could ask for nothing more, and you should settle for nothing less.



**Brian Tracy** submitted the above article. He is the most listened to audio author on personal and business success in the world today. Brian Tracy is the author/narrator of countless bestselling audio learning programs and the author of 16

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