

Quality #2 Goals and Expectations

Inspiration

When we mentally rehearse, directed by the power that governs abundance, our partner will actively participate by manifesting revelatory insights, direction, or guidance. If we can keep this sacred space of our mind clean from fantasy, imagined catastrophe, and counterfeit pleasure, and learn to trust these revelatory insights, we will have some amazing experiences serving others. We will taste the sweetness of real joy that can fill the void in our soul.

I would like to take you into our world. Each morning when we rise, Ramona and I say, "If there is anyone we can serve, put them on our path and we will serve them." Throughout the day we are seeking for inspiration. If a name sticks in our mind, we call. If we see someone and are impressed to serve, we do. Each time we take action and the veracity of the inspiration is validated, our trust in the Power that governs abundance grows. Every time we listen and take action that power has increasing trust that we will act when inspired to do so. You can learn to trust and become trusted.

The experiences that follow are often simple and sweet. Sometimes they are significant and poignant. The greater the trust we have, the more profound the inspiration, the greater the opportunity to serve.

I have previously shared a conversation with a friend who was contemplating suicide. Inspiration is seldom this dramatic, but it can be. I will share one more sacred experience but only by way of awakening those moments when you have received inspiration and may have

doubted and, as a result, may not have acted. Perhaps you will be more courageous in the future knowing what beauty awaits you.

We were returning from a weekend at the cabin with our two oldest grandsons. We were exhausted. As we worked our way to their home in Farmington, UT, we passed a Smith's grocery store. I had a strong impression to go into the store and buy very specific items and take them to a young couple we knew who lived in that neighborhood and who were experiencing serious financial challenges.

We dropped off the grandchildren and on the way back down the hill I shared the inspiration with Ramona and asked for her support. Of course she agreed and had some impressions of her own.

As we pulled into the parking lot she said, "How about we call them and see if they have had dinner and we can buy a pizza, too." I called. "We are over at the Smith's in Farmington. Is there anything we can get for you or the baby while we are here?" The reply came, "My wife is in that store right now."

We found her and loaded her meager basket of bare essentials in our car and went back in the store. I had been inspired to buy "comfort food" and we got everything imaginable. Shopping complete and pizza in hand, we took everything over to their home. We had a feast and great conversation.

We discovered later that they had planned on breaking up that weekend. Not completely sure what role we played, but it was important for them to know that the Power that governs abundance knew their name. They are still together and their daughter is growing into a beautiful and vivacious little girl.

It is empowering and wonderful to know that we can all be trusted to be the hands for this power in bringing abundance to the lives of others. It is also encouraging to know that this power knows who needs what and can inspire us to know if we are willing to focus on the needs of others.

Think about the difference between this approach to a day versus wasting the same valuable time obsessively tormenting ourselves over events that may never come to pass. One ignites passion that will drive action and create joy and the other only fosters fear, frustration and anger.

Commit for one month that each morning when you awake you will consciously ask, "If there is anyone I can serve, put them on my path and I will serve them." When you are tempted to fantasize or catastrophize or engage in counterfeit pleasure, say, "Not today!" Focus on others and see if you are not inspired to call or visit someone. Act on your inspiration with courage. Each time you receive confirmation that the inspiration was accurate, smile, express thanks and record it in your journal. At the end of the month read your entries. Ask, "In what way is my life richer because of these experiences?"

Abundance is not something we win. Abundance is not something we seek to receive. Abundance is a sacred process in which we actively participate and eventually become.

Exploration

Have you ever remodeled a room, written an ad or composed an important email? Each can be accomplished in the mind without ever lifting a hammer, spending a dime or pressing send (in fact too many

emails we write are eligible for the delete button). The systemic mind is a fertile playground to explore ideas. When disciplined, the systemic mind can act much like an Etch-e-Sketch in which we create, erase, create, erase, create, and erase, “trying on” a myriad of ideas and wide variety of scenarios, and all without making a single tangible commitment. Once our vision starts to take shape it will ignite passion and drive our actions.

A coaching client sent an emotional email stating that he had placed a “wildly successful online advertisement.” I called him back to hear the details. He explained how he had mentally rehearsed a person pacing the floor at 1 AM and how his wife came to check on him and how he wiped away tears, feeling ashamed. It was quite an elaborate mental rehearsal.

He went on to share how in his mind this man sat down at his computer hoping to find an answer to his painful problem. Scrolling through the ads, the man found my client’s ad and was immediately impressed to call. He asked, “What did my ad say? Why did it catch the man’s attention?”

He went on to explain that he passionately explored numerous options seeking to find an ad that resonated with the experience from his mental rehearsal. With each new approach that was explored, the question was always the same, “Would this ad reach that man?” He was testing the results of each ad in his mind as if the ad had been placed. He was exploring both the ad copy and the response. Finally the words came. Then and only then did it make sense to pay the money to place the advertisement. The results, thirty qualified leads in two hours, by far a record setting attempt.

When we decided it was time to buy Ramona's dream home we began looking. We considered building but the market had created some attractive buying opportunities in our price range. We quickly found an amazing house and were considering an offer. One morning during this process I awoke early. I looked over and could see Ramona was in deep thought.

"Good morning, Sweetheart."

"Good morning, Love."

"What are you thinking about?" I asked.

"I was just trying on the new house."

"Tell me more."

Ramona went on to give a detailed account of riding her bike around the neighborhood including the most difficult hills. She had been on a jog with our daughter-in-law who would live less than two blocks away. She had visited the grandchildren. The grandchildren had visited her. She had moved in our favorite furniture and identified what worked and identified some decorating challenges that would need resolution.

"What do you think? Should we buy it?" I asked.

"I really like it. I can truly see us living there."

That was all I needed. We bought the home, moved in, and experienced few surprises. Almost every possible challenge had been explored in detail. This is in stark contrast to escape and avoid fantasies in which we may try to move into our dreams and prematurely experience things we cannot afford or have not yet earned.

We can explore and "try on" things we want before we are ready to execute. However, we should do this only with the clear and conscious understanding that we are assessing appropriateness and

exploring the level of passion and sacrifice needed to create this thing in our tangible reality.

At this stage of exploration we will want to ask proactive questions such as, “Is this practical?” “What will it take to make this happen - what sacrifices will be required?” “Why do I want this in my life?” “Is this noble?” “Is it worth investing my life to get?” “Will this serve both me and others?” “Is this an attempt to escape from the rigors of life or will this assist me in engaging, embracing, connecting, creating value, and contributing?” “Am I looking to this as a means of validating my worth and feeling better about myself?”

You will know if this is an escape and avoid fantasy or true exploration if the process begins to create a vision that ignites passion – a willingness to suffer for it - a willingness to roll up your sleeves and begin the tangible work of creation. If this is not happening, it is either something you should avoid or you may be in the dark gap of fantasy and need to hunker down for the inevitable tsunami of negative emotions that are now on the horizon.

Select an outstanding project or task; the more important the better. Consciously invite the power that governs abundance to participate. Mentally rehearse what you would like to create, how you can create it and how it will serve. With a clear vision of how you would like it to turn out, explore at least three different ways of getting to this result. From a previous example of the two fun options, light switches and tomatoes, one idea from my experience and one idea from my client’s experience, select an idea and then openly challenge it and explore another and then another. Be open to ideas, impressions and solutions. Don’t get too attached to any one idea. Be an Etch-e-Sketch.

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Exploring possibilities can yield time and money saving ideas. It can create ideas that will soften anger. It can create ideas that foster ownership on the part of many and inspire active participation. And you don't need to make a tangible commitment until you are confident in the idea. It's like participating in a brainstorm and your partner is the power that governs abundance.