

Quality #4: Discipline and Structure

Invitation to Freedom

What comes to mind when you hear or read the word obedience? How about related words such as law, order, discipline, structure, policy, procedure, mandate, requirement, congruence and commitment? Do these words conger up memories of being coerced, manipulated, restricted, confined, limited or controlled? Are these words associated with boring, mundane, repetitious or burdensome work?

In an interview with Chad Wade, author of the book, *Cracking the Producer's Code*, and one of the most successful networkers of our time, we found ourselves reminiscing about the day we met. It was nearly a decade earlier. His mentor, Bob Snyder, a huge Og Mandino fan and dear friend, brought him into my office and said, "Chad is ready to coach." Chad, dressed in blue jeans and a ratty T-shirt pulled cash from his pocket and counted out the coaching fee one bill at a time. I discovered later that to pay the fee, he had to sell some stock that had dropped 80% in value due to the then recent dot.com crash. Chad was young, scrappy and very serious about creating success.

When he started his direct selling business, Chad was pressing shirts in his dad's drycleaners. He wanted to be successful but every outward appearance suggested that this might be an uphill battle. Those who grew to know him best knew differently. He was always willing to pay the price whatever that price might be.

We reflected on the evening Bob invited me to one of their company's meetings to watch Chad give his first testimonial. Chad admitted afterward that he almost peed his pants, but he did it. We reflected on a meeting a few months later when he was asked to give part of the presentation. He was so nervous he wrote the entire compensation plan in a 12-inch by 12-inch square in the top right hand corner of an eight-foot wide white board, but he did it. We reflected on health challenges and how often we was facing the prospect of conducting an all-day trainings for his team right before or after passing a kidney stone, but he did it. In the end, Chad stands as the epitome of passion-driven action. Today he is a popular and polished keynote speaker, successful author and an Og certified coach and trainer – several years with a seven-figure income ain't too bad either!

At the end of our interview I asked, "What is the greatest lesson you learned while on this journey?" He answered without hesitation, "Surrender."

We can choose to dig in our heels and rebel, fight, and resist. We can choose to spend valuable time trying to find new, easier, and better ways to create success. We can exhaust ourselves in this never-ending search while the baseball bat of life mercilessly renders bruises of failure and wounds of mediocrity or, we can finally and simply surrender.

The real pain is not in the effort and action required to become successful. That is driven by passion. The real pain is in the resistance to

surrendering. Can you feel it? Here we stand on the edge of the pool. Success is on the other side. We can only get there by swimming across the pool. But, we are afraid of water. On top of that the water feels cold. How difficult is it for us to go into free fall, trust, embrace, engage – surrender and jump in?

A good family friend, Cindy Ragsdale, recently sent us a video of how she spent her 50th Birthday. She won't mind that I mention her age, because she looks like she's thirty-five. Guess what she did? Imagine sitting in an airplane that is 5,000 feet above the earth. The side door – well there isn't one. You are wearing a helmet and yes, a parachute. Got the picture?

Imagine what might have been going through Cindy's mind at this moment of decision. There is a point of no return when you are standing on the threshold looking at the earth below. I'm sure her instructor reassured her that everything would be all right, but she had never jumped out of an airplane and people have died doing this. At a moment like this we can choose to jump or we can choose to sit back down.

The fun thing is that Cindy wanted to do this and for a long time. She had picked a firm nonnegotiable date. And yes, when the moment of truth came, she jumped. We got to see her in free fall and even watch her graceful landing. As her feet touched the ground, she expressed such exhilaration and exuberance - excitement known only by those who have the courage to jump.

When you think about standing on the threshold of your life and you have decided that today is your day to jump, to let go, to surrender, what thoughts might be running through your mind? Is there any fear about how long this will take and whether or not it will work? Is there any frustration around how much money, time and energy you have wasted pursuing the millionaire magic doctrine? Is there any fear about what might be required to be a partner with the power that governs abundance?

If you have been trying to avoid or deny that this power exists have any inconsistencies developed between your public, private and secret life? Is there any fear about what might happen if the truth were revealed? Is there any doubt about your worth, worthiness, ability, natural genius and magnificence? Any fear about standing naked on the stage of life, free from crutches, excuses and safety nets, fully responsible and accountable for the Intentional Creation of your life? Will you choose to sit down afraid to surrender or will you jump?

I am reminded of the opening lyrics to Josh Grobin's moving masterpiece, Let Me Fall.

Let me fall

Let me climb

There's a moment when fear

And dreams must collide

Someone I am

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Is waiting for (my) courage
The one I want,
The one I will become
Will catch me

Once we are determined to jump, to surrender, to be free from the tethers of resistance and rebellion, which are usually caused by fear, we can finally take the leap trusting that, “The one I will become will catch me.” And we can add to that, “The power that governs abundance will willingly stand by my side and be my active partner.” This can only happen when we surrender our resistance, rebellious and often self-centric lives, take our foot off the brake, go into passion-driven action while focusing on bringing abundance to the lives of those we meet while on our path. Instead of holding fast and floundering, is it time to let go and be free to flourish?

The world wants a no-risk easy button – a shortcut – a safe way and a safe place. Growth is not safe. It is uncomfortable and at times terrifying. However, those who engage soon discover that growth is exhilarating and that the really frightening thing would have been to stay where they were. The most common comment I hear when someone courageously surrenders is, “Why did I wait so long?”

Because of the often-debilitating fear associated with making this decision, some may attempt to sell you an easy button – “a secret” that can be purchased for a seemingly small price. Far too many eager souls have been buying and then financially dying. Don’t be one of them. If

you want the fastest and easiest way to abundance, one that is filled with wealth, wonder, awe, peace of mind, gratitude, and joy, willingly surrender and become an Intentional Creator.

When we choose to surrender and obey the laws that govern becoming an Intentional Creator of our lives, the reward is the very freedom we have hungered and thirsted to experience. Obedience is not restrictive. Obedience is an invitation to freedom.

Here's what I want you to do. Make a commitment to talk to ten people a day that you do not know. Consciously let go of any resistance and fear by focusing on them. Focus on finding good or what is important to them and then verbalize it. Let the conversations flow naturally without an agenda. Create a safe place for them. This can be done with store clerks, people standing in line or with people in a waiting room. You are built to connect.

Next pick a task that you have not wanted to do, preferably one that you have been procrastinating. I call these the "Big Uglies." Break the task down into bite size pieces, each of which could be accomplished in one to two hours. Schedule one piece per day times how many days are needed to complete the task. After completing each segment become aware of the sense of relief and accomplishment. You made a commitment and completed that commitment. Compare this to the overwhelming guilt associated with putting off the entire task.

Lastly, we all have something we know we “should” be doing each day – diet, exercise, study the Scrolls, read a good book, make phone calls, attend meetings, etc. Schedule a time each day to do this. Make a conscious decision to do it because you want to, get to, and choose to. Feel the burden lifted as you take back control of your life.

We can resist and rebel or we can surrender and succeed. The choice is ours.