

PROSPER

COMPANION GUIDE

5 STEPS TO
THRIVING IN
**BUSINESS
& LIFE**

K E N B U R K E

Prosper Companion Guide

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Chapter 2 Exercise

Exercise: What Does This Mean for You?

Consider the following:

(1) What does your ordinary life look like? Did you identify anything in the left column above? Spend five minutes thinking about this. Feel free to jot a few things down on paper.

(2) Now, imagine living a prosperous life. Do you identify anything you want in the right-hand column? Spend another five minutes contemplating this question.

Pick one thing you could change in your life that would move you closer to a prosperous life. If you feel inspired, pick another and maybe another.

Chapter 4 Exercises

Exercise: Becoming Aware of Your Growth Lens

Think of a situation in your recent past or something you are currently going through that has made you feel like a failure. With that in mind, try the following exercise.

- Take three deep breaths and close your eyes.
- Sit quietly for a few minutes to relax your mind.
- Ask yourself, “What lessons did I learn from this situation or experience?”
- Stay in the meditation until you can come up with three lessons (regardless of how small or big they are).
- Give thanks to the people involved who have helped teach you these lessons. This might be hard, but it’s a really important step. It’s harder to grow if you have resentments (or even worse, hatred) in your heart. This negativity will serve you no purpose. Trust me. And remember, these people are your greatest teachers.
- When you are done, take three deep breaths and come out of the meditation.

You have just experienced the realization of growth. You are now a different person than you were before the experience. Do this exercise anytime you are feeling like a failure about something.

Exercise: Discovering Your Success Game

Step 1: Becoming Aware

Let's determine whether you are playing the Success Game.

- a. Identify an area in your life where you are trying to succeed but don't feel like you have gotten there yet. Could it be a promotion you're striving for? Maybe it is making more money. Maybe it's a relationship, something you want to learn, or losing weight and getting into shape.
- b. Ask yourself whether you are using negative motivation to get yourself to achieve this success or happiness. Do you beat yourself up over the thing you identified above?
- c. Ask yourself, do you believe you will be successful or happy if you achieve this? If the answer is yes, then you are playing the Success Game.
- d. Finally, ask yourself what your motivation is for wanting to achieve something. Is your motivation coming from your ego or from your desire to grow, develop, or serve someone?

Step 2: Changing the Game

The second step is to change the game you are playing.

- a. If you determine that you are coming from ego and not from your desire to grow, first acknowledge this fact. Just knowing your motivation is coming from ego is a huge step forward.
- b. Once you have identified that you are coming from ego, ask yourself what belief is behind this. Why is your ego driving you in this way?
- c. Next, identify how this belief is serving you. Is it helping you grow or stopping you from growing? Is it making you feel good or bad?
- d. Finally, change your belief, and you will change your motivation. How can you change your thinking to help yourself grow and develop? Create a new belief that replaces the ego-driven belief with one that serves you better and helps you grow instead of stopping your growth.

Exercise: Change Your Thinking about You

- (1) When you feel you are out of sync with the belief that you are perfect at this moment in time, *stop* and take three deep breaths. Just close your eyes and remind yourself that there really is nothing wrong with you and the way you're responding to your challenges.

(2) If you find your mind drifting to past regrets or future concerns, just bring yourself back to the present. To get present, I make sure my eyes are closed and that I am focused on my breathing and nothing else. Try to keep your brain from processing thoughts. Listening to soft music can help if you are struggling with this.

(3) Remind yourself that your so-called flaws or challenges are just growth opportunities. And at this moment in time, you are just as you are supposed to be.

Chapter 5 Exercise

Exercise: Becoming Aware

In any given situation, simply ask yourself how God would act. (Think of God as representing all possible goodness. If you don't like the word *God*, replace it with *goodness*.)

1. Then ask yourself, "Am I moving closer to (or away from) God and how He might act?"
2. Measure how close or far away you are from God. If you are moving closer to God, then how close are you? Use a one-to-ten scale, with ten being as close to God as possible. Or if you are moving further away from God, use a scale from minus one to minus ten, where minus ten is as far away from God as you could be.
3. If your actions (or reactions) have you moving away from God, then just become aware of that fact. This clarity is invaluable.
4. Now, if you want to take action to change your course, please go right ahead. But this exercise is just about becoming aware of where you are. We will get to massive actions you can take later in the book.

Chapter 6 Exercises

Exercise: Becoming Aware of Your Own Self-Acceptance

Let's start by figuring out to what degree you accept yourself. There are probably some areas of your life where you absolutely accept and love yourself. That's great. But I'm sure you also have some challenging areas where you struggle to accept yourself. Let's become aware of them and focus on ways we can increase the level of self-acceptance in each area.

To start on this journey of self-acceptance, let's start with a quick evaluation of where you are right now. The exercise below is a simple and effective tool you can use anytime. Once we've established a place to begin, we'll work to raise that level of self-acceptance in each of these areas and keep it up. The result will be more satisfaction, joy, and happiness every day.

Generally, the scores among the different questions in the exercise are correlated but not always. Observe the differences. These answers indicate your areas of potential growth.

Exercise: The Self-Acceptance Thermostat

All you have to do for each area of your life is simply rate your level of self-acceptance. Breaking this exercise down into each life area provides you with more information than just looking over your overall self-acceptance (although that is good to do as well).

The quality of questions you ask yourself will determine the quality of your life and provide you with a higher level of clarity. To help you, simply answer the following question for each life area:

On a scale of one to ten (with ten being the highest), what level of love and acceptance do you have for yourself in this area of your life?

Career: _____

Love relationships: _____

Friends or family relationships: _____

Financial situation: _____

Physical looks or body: _____

Spiritual path: _____

Learning and growth path: _____

Finally, ask yourself, "Overall, how much love and acceptance do I currently have for myself?" _____

Remember, there are no wrong or right answers here. I am not going to say that if your score is ten, you are great and have nothing to worry about. These levels are all relative. As we grow, these levels will fluctuate, and that is okay. A

certain area of your life with a lower rate might indicate the need to pay more of your attention there and possibly work on more growth in that area.

Okay, we aren't quite done yet. Let's do the same exercise but ask a slightly different question. Ask yourself, on a scale from one to ten, "What is your level of satisfaction for each of your life areas?"

Career: _____

Love relationships: _____

Friend or family relationships: _____

Financial situation: _____

Physical looks or body: _____

Spiritual path: _____

Learning and growth path: _____

Finally, ask yourself, "What is my current level of overall satisfaction level with my life?" _____

Great. Now let's ask one last variation on the question. For each of the life areas, what is your level of happiness or joy?

Career: _____

Love relationships: _____

Friends or family relationships: _____

Financial situation: _____

Physical looks or body: _____

Spiritual path: _____

Learning and growth path: _____

Finally, ask yourself, “What is the level of happiness and joy I currently have for myself?” _____

Chapter 7 Exercise**Exercise: Evaluate Your Self-Judgments**

Write down five negative self-judgments you've used in the last thirty days—or maybe even in the last thirty minutes. For each negative self-judgment, write down the positive thought or judgment you can replace it with. I share some of my personal self-judgments in this sample.

Negative Self-Judgment	Positive Thought or Judgment

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Exercise: Evaluate Your Outward Judgments

As we did with the self-judgment exercise above, replace negative outward judgments with positive thoughts or judgments. Write down five outward judgments you’ve used in the last thirty days on other people. Specify on whom you used each judgment. Replace each with a positive thought or judgment.

Target of Judgment (Who?)	Negative Outward Judgment	Positive Thought or Judgment

Exercise: Eliminate Negative Motivation to Create Long-Lasting Success

Replacing an ego-driven, negative approach to achievement with positive motivation will enrich your life and make your achievements much more rewarding and long lasting. This positive approach to achievement creates a snowball effect on your growth, happiness, and fulfillment. Each time you achieve, you'll be even better than before. It's a great way to live.

Begin by determining whether you're actually using negative motivation to achieve your success. Think of something you're striving for, and ask yourself the following:

- What propels me to achieve this specific thing? What is driving me?
- How do I think I will feel when I meet a goal? How long will that feeling last? Will that achievement satisfy me and make me feel great for the rest of my life? Or will I use the same negative motivation to push myself forward?
- When I achieved something in the past, did the great feeling of achievement wear off? Did I go back to my old habit of beating myself up because I hadn't yet manifested the next achievement?

Now, use the following steps to disassociate your achievement from your ego.

1. Check to see whether any of the reasons you want the achievement or success are associated with boosting your ego. You're coming from ego if your motivation is something like this: "People will think I am pretty if I lose weight," or, "People will want to be me if I am rich," or, "I will have more power over people if I get that new job or promotion."
2. Realize that if your motivation is coming from ego, you will never get long-lasting happiness and fulfillment. Your achievement may yield a short-term high from it, but that's all. Once you realize this, it's really hard for you to maintain an ego-boosting motivation.
3. Remember, you are perfect at this moment in time, regardless of this achievement. Fundamentally, regardless of what you achieve, you really are the same person inside. Losing weight, becoming wealthy, getting a promotion, or finding a new relationship won't make you happy if you aren't already happy with exactly where you are today.

4. Accept where you are today. Understand that if you accept yourself and are happy now, then when you achieve your next goal, you will continue to be happy and fulfilled. Stop using the delusion of a wonderful future; imagine a wonderful present instead.
5. Finally, associate your achievement with some positive motivation.
 - a) What about this achievement can help you better serve others?
 - b) How will this achievement allow you to grow as a person?
 - c) How does this achievement make you a better person inside, not outside?
6. What about this achievement can help you better serve others? How will this achievement allow you to grow as a person? How does this achievement make you a better person inside?

Exercise: Assess Your Roadblocks to Move beyond Them

Let's recap this chapter with an exercise that looks at each roadblock, its presence in your life, and its intensity. Once you really understand your roadblocks, this will help you eliminate them and get closer to accepting yourself.

Step 1: Identifying Your Roadblocks

For each of the roadblocks we've covered, specify how it shows up in your life. What thoughts or behaviors do you see yourself exhibiting as they relate to each of these roadblocks? And if any of the roadblocks don't apply to you, just put a line through them.

Roadblock	Present in Your Life
Judging yourself	
Judging others	
Living via the "good" opinions of others	
Comparing yourself to others	

Using negative motivation	
Perfectionism	
Living from shame	
Living from obligation	
Playing the victim	
Living in the past or for the future	

Step 2: Taking Action

For the roadblocks present in your life, I want you to come up with a set of specific actions you will take to overcome or eliminate each one.

Roadblock	Present in Your Life
Judging yourself	
Judging others	
Living via the “good” opinions of others	
Comparing yourself to others	
Using negative motivation	
Perfectionism	

Living from shame	
Living from obligation	
Playing the victim	
Living in the past or for the future	

Chapter 8 Exercises

Exercise: Giving Gratitude Each Night

Each night before you go to sleep, take a minute to give thanks for who you are, for the people in your life, for the experiences you had that day, and for the growth you experienced. If you find this exercise challenging, just force yourself to say thank you, even if you don't fully believe in the words initially. You will feel gratitude more each time you do the exercise.

Bonus Exercise: No Judgment Days

As you know a big contributor to your own self-love and acceptance are the judgments about yourself and others you have each and every day (maybe each and every minute). My challenge to you is to have a no-judgment day. That means you go an entire day without a judgment rendered about either yourself or others. This exercise might be a big challenge, since some of us have a judgment a minute. If you can't do an entire day, just try starting off with one hour in the day. When you start providing an opinion about someone else or yourself, make sure you catch yourself. Reset that clock and start that exercise over again. If you can get through an entire day, then you are well on your way. Just the mere fact that

you can train yourself to catch your judgments is a huge step forward. Give it a try.

Chapter 9 Exercises

Exercise: The Ego Check Test

Let's take a moment to check some decisions you have made and to see whether they are coming from ego. It's critical that you are honest with yourself in this exercise.

Take five significant decisions or actions (the more recent, the better) you have made and determine whether your ego or your true self motivated them. Here are a few questions to prompt you:

- What was the last big purchase you made (house, car)?
- What people (friends) have you recently associated with?
- What job were you particularly proud of having?
- What have you recently accomplished?
- What material possessions do you hold dear?
- Whom have you had power over? How did you use that power?

Decision or Action	What Was Your Motivation?

All I want you to do for now is to get some practice with asking this question with things that are real to you. It is my hope that you will adopt this little technique in your daily life.

Chapter 10 Exercises

Exercise: Identifying Your Ego-triggers

Part 1: Ranking Your Ego-triggers

I want you to contemplate each ego-trigger and rank how prevalent that trigger is in your life. The point of this exercise is to become aware of those ego-triggers that pop up in situation after situation.

Ego-trigger	Intensity Ranking (1 to 10)
1: Judging others	
2: Gossiping about others	
3: Criticizing others	
4: Complaining about others	

5: Resenting others	
6: Giving your opinions of others	
7: Judging yourself	
8: Doubting yourself	
9: Valuing the opinions of others	
10: Feeling guilty	
11: Feeling inferior or inadequate	
12: Competing	

13: Comparing	
14: Creating conflict	

I hope that exercise was eye-opening for you. Are you surprised by how much you are coming from ego and never realizing it? Were you honest in your rankings? If you are brave enough, try this. Ask someone close to you to complete this chart on your behalf. That is even more eye-opening.

Part 2: Discovering Your Ego-Triggers in Life

Next, I want you to take each ego-trigger and find a situation where it has appeared in your life. For most of us, we don't need to look too far (it might have been this morning, yesterday, or last week for most of these). Think about whom you judge, whom you gossip about, and whom you resent. For a bit more insight about your ego, in addition to identifying a real-life situation, for each situation ask yourself, "Why do I do this? Why am I judging this person? Why do I resent that person? Why do I criticize this person?" Just jot down the real-life situation where this ego-trigger appeared in your life.

Ego-Trigger	Example of a Real-Life Situation

Judging others	
Gossiping about others	
Criticizing others	
Complaining about others	
Resenting others	
Giving your opinions of others	
Judging yourself	
Doubting self	

Valuing the opinions of others	
Feeling guilty	
Feeling inferior or inadequate	
Competing	
Comparing	
Creating conflict	

Chapter 11 Exercises**Exercise: Resolving Your Ego-triggers**

For each situation you described in the last exercise, I want you to outline a strategy with specific actions on how you are going to deal with each of these ego-triggers in your life.

Ego-trigger	Strategy with Specific Actions
Judging others	
Gossiping about others	
Criticizing others	
Complaining about others	
Resenting others	

Giving your opinions of others	
Judging yourself	
Doubting self	
Valuing the opinions of others	
Feeling guilty	
Feeling inferior or inadequate	
Competing	
Comparing	

Creating Conflict	
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Chapter 12 Exercises

Exercise: Is Life Happening to You?

Are you ready to change? Let's find out. Ask yourself the following:

- Are you a victim with people or in situations? Do other people control your life or your time?
 - Do you believe you aren't 100 percent responsible for everything in your life (both your success and failures)?
 - Does life simply happen to you, and you simply respond?
 - Do you believe people try to take advantage of you much of the time?
 - Are you always doing things for everyone else in your life and never have any time for yourself—and then complain about it or feel bad?
 - Do you feel sorry for yourself?
1. If the answer to any of these questions is yes, then life is probably happening to you.
 2. Change that belief by telling yourself that you can't live a prosperous life as a victim. Understand that living with a victim mentality is completely unproductive and often leads to unhappy feelings.
 3. Create a new belief to replace that. Live as if you are happening to life. You are the one in control, and you have 100 percent responsibility over everything you do. This new belief will lead you to huge success in life and to a path that allows you to create whatever reality you wish. I absolutely guarantee it.

Chapter 13 Exercises

Exercise: Identifying and Removing Limiting Beliefs

If you are still struggling to come up with some limiting beliefs in your life, then you might want to turn to a trusted friend and ask him or her what he or she thinks is holding you back from manifesting a particular thing. Try to be specific with your friend. The more specific you are, the better the answer will be.

Remember, the quality of your life can often be attributed to the types of questions you ask yourself or others.

Identifying some of your big limiting beliefs in advance can really help you become aware of when you are in a situation when they come up.

It's hard to get true clarity in your life if you first don't identify your limiting belief.

Chapter 14 Exercises**Start, Stop, and Continue Tool**

Here is a handy worksheet for you to fill out to complete this part of the exercise. Ignore the priority column for just a moment. Please feel free to have more than one for each area of life.

Area of Life	Start: What Do You Want to Start?	Priority

Stop

Now let's take a look at things you want to stop doing. Ask yourself, "What am I doing to prevent myself from creating my prosperous life?" We all have things we need to stop doing because they distract us from manifesting what we want in life. At some point, these things may have served valuable purposes, but they're no longer useful. Get rid of them. Don't feel bad about this list; embrace it.

As before, prioritize this list using the serial rank order method. This is a very important step.

Area of Life	Stop: What Do You Want to Stop?	Priority

Continue

Finally, we get to the things you don't need to change. It is really important that you acknowledge what you're doing right. This awareness is critical to helping you "continue" to do them. Guess what? This exercise is exactly the same as the last two. Make a list by area and then prioritize.

Area of Life	Continue: What Do You Want to Continue?	Priority

Chapter 15 Exercises

Core Values Workshop

The core values workshop is going to walk you step-by-step in determining your specific core values. They are actually pretty easy to come up with, and I will guide you through the process. It will be painless, I promise.

First, I want to get you thinking about what is most important in your life. What do you really value in life? Where do your focus and attention go when in a certain situation? These ultimately determine how you might act. What decisions will you instinctively make based on your values?

Second, we will create what I call “guiding principles” for your life. These are your most important core values put into a rank order. This is critical when using core values to obtain clarity, take action, and make decisions about your life. Let’s get started.

Step 1: Brainstorm What Is Important to You

Answer the following questions. I suggest you provide no more than five answers for each one, even if this forces you to be a bit selective. Please note that some of these questions might sound a bit redundant. We are looking for patterns, so it is fine to use similar answers. At the end, we will discover these patterns, and they will lead us to your core values.

1. What do you get most excited about?
2. What things give you lots of energy?

3. What things do you really enjoy doing? What gets you out of bed in the morning, excited for the day ahead?
4. What do you spend your time on?
5. What do you spend your money on?
6. What do you love talking to people about? What topics of conversation keep coming up for you when talking with friends and family?
7. What things grab your attention?
8. What part of your life seems to be the most aligned to you? In other words, what part of your life seems to be working the best?
9. What do you fantasize or dream about?

Exercise: Uncovering Your Passions

All right, let's get to work and start uncovering those passions, keeping the above guidelines in mind. Even if you think you already know your passions, work through this exercise. You might be surprised, since passions have a way of changing as you grow. And if you are already living passions in certain areas of

your life, it's now time to consider passions you might have in other areas of your life.

Step 1: Answer These Questions

Below is a series of questions about what excites and motivates you. Remember to keep an open mind, think big, and don't edit anything. For each question, feel free to list as many answers as you would like. Try to produce at least three answers per question. Push yourself if you have to. Let's start off by closing your eyes again, taking ten deep breaths to relax you, and getting your mind energy flowing. Then answer the following:

Question	Passions
What gets you really excited?	
What inspires you?	
What do you tend to focus on?	

What do you do in your free time?	
What hobbies do you enjoy doing?	
Whose life would you love to live and why?	
What are you drawn to and grabs your attention?	
What magazines, newspapers, and books do you read?	

If you had a million dollars, what would you spend the money on?	
What things do you love talking to your friends about?	

You will find that this exercise and the exercise you did for core values are quite similar. As you know, core values and passions are very closely linked.

Step 2: Look for Common Themes

Now we have a big list of things you are interested in, excited about, and motivated for. Read through the list and pick out themes that seem to repeat themselves. What are those things you love to do? What are those things you love to think about and talk to others about? Maybe it's playing with your kids, running your business, playing sports and competing, learning something, making money, taking international vacations, and so forth. I suggest coming up with at least ten themes.

Step 3: The Ultimate Question

Now it's time for the ultimate question. By answering this question, you will be able to focus on your passions. Write down ten answers. It is important that you give ten answers so you can really flush these passions out of your brain. I would also suggest no more than ten, because it might become overwhelming.

Don't worry about the order currently. We will get to that in a moment. All right, here's the question in a fill-in-the-blank form:

I am living my prosperous life when I am _____.

Step 4: Rank Order Your Top-Ten Passions

Take your list of passions and determine which is the most important, most meaningful one to you. This exercise isn't an easy one, so take your time. If you are having challenges prioritizing these passions, go through your list, take the first passion on your list, compare it to each of the other passions, and ask, "Which one is more important to me?" When you compare each passion against the other, one will emerge stronger. If you do this for each one, your rank-ordered list will be created.

1.	
2.	
3.	
4.	
5.	

6.	
7.	
8.	
9.	
10.	

Step 5: The Passion Matrix

Now that you've got your list of top passions ranked in order, we're going to add a couple more pieces of information to create what I call the "passion matrix," which will bring all you need to know about your passions into a single place. I highly recommend that, after you complete this, you refer back to it regularly. Put it on your refrigerator door or tape it to a mirror. I have mine on a note card in my journal, which I carry with me everywhere. For each passion in your list, do the following:

Identify Which Area of Life Your Passion Impacts

This helps you see whether there is an area of your life you want to focus on more specifically.

Determine Why Each Passion Is Important to You

Does it give you energy? Does it make you happy? Does it provide a sense of fulfillment? Does it make you a better person or help you grow and learn new things? Understanding why these passions are important to you provides additional emotional connections to your heart, which will help you to act on these passions.

Finally, Match Your Passions to Your Core Values

Do a gut check against your core values. Make certain each of your passions is aligned with them.

	Passion	Area of Life	Why Important?	Core Values
1.				
2.				
3.				

4.				
5.				
6.				
7.				
8.				
9.				
10.				

Exercise: Uncovering Your Talents

Step 1: Inventory Your Talents

Start off by closing your eyes and taking ten deep breaths to relax yourself and to get your mind's energy flowing. Once you are relaxed, open your eyes and answer the questions below. List as many talents as you'd like for each question.

Question	Talents
What are you naturally good or great at?	
What subjects in school were you good at or came naturally to you?	

On what do people compliment you?	
What do you love to do?	
What do you do better than most people?	
What unique skills do you possess?	

Step 2: Ask your Friends, Family, and Colleagues

This part might be a bit more difficult, but it's equally, if not more, important. I want you to ask five people who are close to you and know you pretty well. Try to ask at least one family member, one friend, and one colleague. This step will give you a bit more insight than just asking all friends or family members.

Their answers may surprise you. It is funny how other people's perspectives about us can be very different from our own. You just might find you are much more talented than you think. After people do this exercise, this is usually the

case. I don't know why we don't give ourselves as much credit as other people do. One piece of advice: please make sure to remove any judgments from the answers you receive. Use this as input to make your life better. You are asking for their opinion, so welcome it and don't judge it.

We are going to keep this one pretty simple. Ask them, "What do you think my talents and special gifts are?" Ask each person to list a minimum of five talents and ask him or her which of these stands out above the rest.

Name of Person:

Question	Talents
What do you think my talents and special gifts are?	

Name of Person:

Question	Talents
What do you think my talents and special gifts are?	

Step 3: Summarize and Rank Order

Look for themes across your answers and the answers from the people you asked. What talents keep coming up over and over in your answers? Did you see those repeated in your friends' answers? Create a list of the top five to ten talents. Then rank the list so the most dominant talents have the highest rank.

Rank Order List of Your Talents

1.	
2.	

3.	
4.	
5.	

Chapter 16 Exercises**Exercise: Discover Your Alignment with Your Purpose**

Determining whether you are aligned with purpose is really a simple process of comparing your stated purpose with where you think you are in life. I like to evaluate each area or activity of my life as it relates to my purpose a couple of times a year. Next, I determine for each area or activity whether I am moving closer or further away from my purpose. This helps me figure out the areas I need to focus on. Finally, I look at what actions I might need to make either to change my direction, if I am moving away, or to accelerate.

Area of Life	Movement	Actions to Correct or Support Alignment
Relationships and Family		
Career		
Money		

Physical Life and Health		
Growth and Learning		
Spiritual Life		
Giving Back		

Chapter 17 Exercise

Exercise: Mastering the Art of Dreaming

Below are two different exercises to choose from: unstructured dreaming and structured dreaming. You are welcome to do both, but most people find that one or the other works best for them, because people think differently. Some are free flowing and just want to write down random ideas and thoughts while others love structure and guidance. Try them both and see which works better for you.

Unstructured Dreaming

Step 1: Find a quiet and relaxing place where you can't be interrupted during this process. Grab a nice cup of tea. Make certain you have a pen and paper beside you.

Step 2: Close your eyes and take some deep breaths. Focus on your breathing for a few minutes and get in tune with your body, letting your brain calm down. Let all the stress of the day melt away. If you are really tense and stressed, take as long as you need to begin to feel relaxed and calm.

Step 3: When you are fully relaxed, ask yourself, "What is one thing that will move me closer to an even more prosperous life?" Or, put another way, "What is one thing I could create in my life that would make me happy or feel more fulfilled?"

As that thought enters your mind space, let it hang around there and take shape. See if you can add some detail to that thought or idea. When you are able to manifest this, how will it make you feel? How will it make others feel? How

would it change your life for the better? How will this idea or thought allow you to grow?

Step 4: After working with this one idea or dream, take a few more deep breaths, open your eyes slowly, and jot down your first dream. Add a couple of bullet points with some details about what the dream is. Next, jot down how the idea would make you feel if you manifested it in your life. And finally, jot down how the idea would change your life and help you grow. Here is a handy template:

Idea or Dream	
A few details about the dream	
How will this change my life and allow me to grow?	

Step 5: Now repeat the process for your second dream. Get back into that comfortable and relaxed place. Close your eyes and take a few deep breaths. This time it will be much faster to get back into that relaxed state. Just sit back and let that next dream pop into your mind space.

People ask me all the time how many dreams they should create. I think it is up to you. Some people can handle only a few dreams at a time, while others want to figure out their entire lives all at once. I suggest no more than ten dreams for most people. If they are big dreams, like starting a business, developing a relationship, having children, buying a home, or making a million dollars, managing all those dreams at once can be quite daunting. If your objective is to get clarity around every aspect of your life, you can go with more dreams. But for most people, I suggest working with three to seven dreams.

Structured Dreaming

Structured dreaming provides you with a bit more detail on your dreams without interrupting your creative process. The big difference with this exercise is that you are going to focus on each area of your life rather than just randomly come up with dreams. Aim for one or two dreams for each area of your life but remember to build only as many as you feel you can handle. You can always create more later.

Step 1: Just like before, find a quiet and comfortable spot, and get relaxed and ready to meditate.

Step 2: Close your eyes and take some deep breaths. Focus on your breathing for a few minutes, get in tune with your body, and let your brain settle down.

Step 3: Pick the first area of your life you want to focus on and build your first dream. Again, here is the list:

- Relationships and Family

- Career
- Money
- Physical Life and Health
- Growth and Learning
- Spiritual Life
- Giving Back

Step 4: When you are fully relaxed, ask yourself, “What is one thing that will move me closer to an even more prosperous life?” Or, put another way, “What is one thing I could create in my life that would make me happy or feel more fulfilled?”

As that thought enters your mind space, just let it hang around there and take shape. See if you can add some detail to that thought or idea. When you are able to manifest this, how will it make you feel? How will it make others feel? How would it change your life for the better? How will this idea or thought allow you to grow? If you would like, start to fill in the thought with some details. Think more about what this idea is and how it can impact your life. Ask yourself, “How would this idea change my life for the better? How will this idea or thought allow me to grow?”

Step 5: After working with this one idea or dream, take a few more deep breaths, open your eyes slowly, and jot down your first dream. Add a couple of bullet points with some details about what the dream is. Next, jot down how the

idea would make you feel if you manifested it in your life. And finally, jot down how the idea would change your life and help you grow.

In this exercise, I also want you to decide when you would like to manifest this dream. Think about when you would like to begin working on this dream and when you would like to fully manifest this. I have found this very useful because not everything you dream about will be something you want to put into action right away. That is okay. Most dreams have to sit in your brain for years before you take action on them.

Repeat the dreaming process for each area of your life, stopping the meditation each time to jot down your dream and some details.

Use the template below to complete the exercise for each area of your life.

Relationships and Family

Idea or Dream	
A few details about the dream	
How will this change my life and allow me to grow?	
Begin date or date to manifest	

Career

Idea or Dream	
A few details about the dream	
How will this change my life and allow me to grow?	
Begin date or date to manifest	

Money

Idea or Dream	
A few details about the dream	
How will this change my life and allow me to grow?	

Begin date or date to manifest	
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Physical Life and Health

Idea or Dream	
A few details about the dream	
How will this change my life and allow me to grow	
Begin date or date to manifest	

Growth and Learning

Idea or Dream	
A few details about the dream	

How will this change my life and allow me to grow?	
Begin date or date to manifest	

Spiritual Life

Idea or Dream	
A few details about the dream	
How will this change my life and allow me to grow?	
Begin date or date to manifest	

Giving Back

Idea or Dream	
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A few details about the dream	
How will this change my life and allow me to grow?	
Begin date or date to manifest	

Chapter 18 Exercises

Exercise: Creating Your Personal Vision

For this exercise, we are going to focus on one area of your life. Pick the area of your life you feel needs the most attention.

Step 1: Select One Area of Your Life to Focus On

What area of your life are you struggling with the most? In what area of your life do you experience the most pain? In what area of your life do you see the most opportunity for growth? What area of your life gets you most excited? All these can be used as clues as to what to start with.

Step 2: Select a Dream You Want to Manifest

Look inside your heart and determine which dream is most important for you to manifest. Remember, you can't realistically manifest everything at once, so try to pick just one. If you did the earlier exercises, take a look back at how you ranked your dreams for some guidance. If you want to get a bit more spiritual, ask yourself, "What am I being called to do?" Is there something in your life the universe is pushing you to manifest?

Step 3: Passion Test

I want to make certain you are super passionate about the dream you want to manifest. Go back and review your passions from top to bottom and test how your dream fits into your passions. Is this dream in alignment with your passions? Is this dream something you can get really excited about? Do you have a burning desire to achieve this dream?

Step 4: Talent Check

Go back and review your biggest talents. Does this dream use your most valued talents? You don't need to have expert skills in what you are trying to manifest, but your dream should make use of your best talents.

Step 5: Value Check

Next, take your dream and make certain it is in alignment with your values. This is a really important step. You might assume that if it is your dream, then of course it is in alignment with your value system. But dreams and values are often in conflict. Revisit your hierarchy of values and ask yourself, "Is the dream I want to manifest in alignment with each of my most important values?"

Step 6: Visualize What You Want to Manifest

This is my favorite part. It's your chance to give your dream some form and substance. Find a quiet place and close your eyes. Let your mind go free of all your thoughts for a moment. Ask yourself, "What does this dream look like in one year, two years, three years?" Start to fill in the details of your dream. What is the end of your dream? How will your dream change your life for the better? How will you feel when you achieve this dream? What do you look like? Imagine how it will feel when you have manifested this dream.

Step 7: Write Your Vision Statement

You are finally ready to write your vision statement. This step should be really easy since you have done all the prep work. All you need to do is state your vision as if you were explaining it to your best friend in about a minute. Your

vision should be clear and concise, but it should also draw the picture of what you want to manifest. It can be just one sentence or a few short paragraphs. Your vision statement is designed to make your dream real. Check to make sure when you read this statement that you get really excited about it. If you are excited, then you have a good vision statement that will guide you into the future.

Chapter 19 Exercises

Creating a Growth Plan

Let's get down to creating the growth plan that will help you organize your thinking and establish actions. As we go through the following, aim for just a page or two; if you have a complex dream that requires much more than that, you might want to consider breaking it into smaller plans. This should be a document you use and refer back to once you begin taking action.

I often think of a growth plan as something like a business plan. Your business plan outlines all the things necessary for you to build a successful business. It defines what you are going to do and, in many cases, how you are going to do it. It forces you to make decisions about things like what type of products or services you are going to offer, how they will be positioned in the market, what staff you need to run your business, how much money you need to start and continue operations, and so forth. You wouldn't start a business without a business plan, and you shouldn't start manifesting a dream without a growth plan.

One Very Important Thing

You should develop a growth plan for one dream at a time. I have found it much more effective to develop individual growth plans for each dream rather than one big growth plan for my entire life. For most of us, that would be too much to tackle. All right, let's get started!

Step 1: Choose a Dream

Ask yourself, "What do I really want to do?" What dream do you have an absolute burning desire for? Refer to either your ranked list of passions or your personal vision statements. Maybe it is starting a business, developing an amazing love relationship, losing twenty pounds, becoming a millionaire, buying a house, learning something new, or helping kids from an impoverished country. Is one of your dreams jumping off the page?

I have personally struggled with this. I am the kind of person who wants to do everything and all at the same time. I struggled to commit to writing this book. I was working full-time at my internet business, but I also wanted to start a chocolate company, and I wanted to learn to fly a plane, and I wanted work on a business plan for my next big internet business. I quickly became overwhelmed and froze up. I kept switching from dream to dream, none of which had a growth plan. After getting some clarity, I decided to focus on writing this book and running my current internet business. I told myself that after I finished, I could move on to other dreams.

Step 2: Find Your Starting Point

If you are ready to execute this dream, then your starting point is right now. You might be saying, “I want to start a business, but I am one hundred thousand dollars in debt.” Your plan needs to start with how you first get out of debt. Maybe you want to learn how to cook or to speak a foreign language but can’t start until you have more time. Your plan needs to start with how to free up more time. Maybe you want to make a lot more money but don’t have the skills to do so. Well, then figure out what skills you need and get the training.

Step 3: Identify Your Dependencies

I want you to get very clear on the dependencies to getting started with growing your dream into reality. Ask yourself, “What are the things that are in my way?” You might be thinking, *I don’t have enough time to start this*. Or maybe you don’t have enough money. Maybe you are overweight. Maybe you don’t feel you have the talent or skills you need. These are valid concerns; in this step, just become aware of them.

Guess what? These dependencies are your starting point for your growth plan. Therefore, most people don’t actually get started working on their dream; their dependencies get in the way, and they can’t figure them out. Don’t worry about how long it takes you to work through your dependencies or how hard it will be. Pushing through these dependencies is where dreams are made.

Step 4: Fix Your Dependencies

For each dependency you have identified, you need to come up with a solution to eliminate it. Make sure you have a strategy to work around whatever is stopping you from manifesting your dream. Get rid of any of those nasty

excuses for why you can't do something because there is no valid excuse if what you want to manifest is important enough to you.

Step 5: Identify Your Fears

Ask yourself, "What fears do I have that could stop me from achieving my dream?" Make a list of each fear that comes up for you and create a strategy for overcoming each one.

Step 6: Create a List of Actions

The only way you are going to achieve your dream is to do something to make it happen. Ask yourself, "What specific actions am I going to take to achieve this dream?" Try to list every action you can think of. The more specifics you have, the better chance you have of achieving your dream.

Step 7: Create Markers to Track Your Progress (and Reward Yourself)

Markers are a great way to understand where you are in the process of manifesting. These are defined milestones as you move along the path of manifesting. We discussed breaking your plan into bite-size pieces, and these provide natural markers for you. For each of these, ask yourself, "What is the action I need to complete to feel that I have manifested this particular set of actions?" Add these markers to your action plan.

Step 8: Visualize It

I think of this as the icing on the cake. I have found it immensely helpful to make sure I can see my dreams fully manifested. This will provide you with a clearer picture of where you are going as well as lots of motivation to get there.

You can use this picture that you draw in your mind to go back to again and again while you are working on manifesting your dream.

To visualize your dream, do the following:

1. Close your eyes and take some deep breaths until you feel relaxed.
2. Draw a picture in your mind of your manifested dream.
 - a. What does it look like when you've achieved your dream?
 - b. How does this make you feel?
 - c. How has this changed your life?
 - d. How has this changed the lives of others around you?

Chapter 20 Exercises

Exercise: Initiating Momentum

I want you to think of a time in your life when you experienced the momentum effect. When have you taken an action that led to further actions? Do you remember how difficult it was to take that first step? Did it become easier to take action once you started? Even if you didn't fully manifest your dream, did you make progress? Do you feel you are better because you took that first step? Did you grow from the experience? How did it make you feel to manifest whatever it was you created?

Let's get you on your way to manifesting one of your dreams. This exercise is rather simple but very powerful. It is designed to get you warmed up to taking action.

- (1) Select one of your dreams that you would like to manifest. It doesn't have to be a big dream; it can just be something, anything you want to do. In fact, I would suggest you practice on something small just so you can see how taking one step can make a huge difference in your life.
- (2) Determine one action you can take toward moving that dream forward. I don't care how small the action is, just as long as you take some type of action. For example, let's say you want to start a bakery. Maybe your first step is deciding on a list of recipes.
- (3) Now write down five more steps to move you forward toward manifesting. Again, I don't care how small these steps are, just take them. For that

bakery, it might be researching equipment or visiting a handful of bakeries in your area to check out the competition.

(4) For each step, determine a timeline for taking action. Write that timeline down, committing it as a goal for you to achieve.

(5) Now, commit to taking action on each item, and commit to the timeline.

Chapter 21 Exercises

Exercise: Getting Clear

Here is a list of great questions to ask yourself when you are trying to gain clarity.

Ask yourself the following:

(1) What is the most important thing you want to accomplish in your life?

There might be more than one thing on your list, and that is okay.

(2) For each of the answers to question one, why is this so important to you? What benefits will you get from achieving it? What are you going to get from it? How will this create more joy and fulfillment in your life?

(3) For each of the answers to question one, what pain will you experience if you don't achieve it?

(4) Do an evaluation of your answers and see if you can pick one of those goals to go after.

Exercise: Identify and Resolve Your Limiting Beliefs

I encourage you to do this exercise. Let's work on getting rid of one limiting belief in your life.

Identify the following:

- (1) Pick a goal or something you want to achieve in your life. It can be something small or something you've been struggling with for many years. For an example, I am going to pick a goal of losing twenty pounds because for some reason, I feel like I always need to lose twenty pounds.
- (2) Ask yourself, "What beliefs do I hold about [my goal] that is stopping me from taking action (or achieving my goal)?" In my case, I would ask, "What beliefs do I hold about losing ten pounds that are stopping me from losing the weight and achieving my goal?"
- (3) Write down any beliefs that come to mind. Even if it doesn't make sense in the moment, write it down. For my example, here are some of my possible limiting beliefs:
 - a. "I have been called overweight all my life. It is just who I am."
 - b. "I have tried a million diets, and none of them work. I think it must just be bad genetics."
 - c. "People see me and know me as a happy and fun person, but if I lost the weight, they would see me in a different way, and that wouldn't be good."
- (4) If you are struggling with coming up with a limiting belief, you might want to consult close friends or family members. Tell them your goal and your struggles and ask them this question: "What beliefs do you think I hold that are standing in my way from achieving my goal?" You might be surprised with what they come up with.

Resolve:

(1) Choose one of your limiting beliefs you feel is stopping you from achieving your goal. For example, I am going to pick “I have been called overweight all my life. It is just who I am.” Let’s change that to something else.

(2) Create a new belief to replace this limiting belief. Make the statement positive and powerful. My new belief is that I am beautiful inside and out, and I’m working each day at becoming even better.

(3) Reprogram your brain by repeating this belief multiple times a day for thirty days. Go beyond just repeating it and write it down each day. Paste a note on your computer, phone, or refrigerator. Add some passion each time you say it.

(4) If your limiting belief still exists, repeat it until it is resolved.

Now that we have a good handle on our limiting beliefs, gear up for one more exercise that will blow away any of your roadblocks so you can take action.

Exercise: Busting through Your Roadblocks

Most people have no clue what their roadblocks even are, but you are different. You just learned about the major roadblocks that stop people from taking action. Now I want you to get good at identifying your roadblocks and applying the techniques on how to overcome them. Remember, awareness is the first step to everything. Let's work on getting aware of what your roadblocks are because then we can work to overcome them.

(1) Come up with one thing you have been wanting to take action on but just can't. If you are like most people, I am sure you have a big list. I suggest you pick something that is meaningful to you. You are more likely to have roadblocks there.

(2) Go through the list of roadblocks and ask yourself if any of them apply. Write down the roadblocks that could be stopping you from taking action. Consider the following:

- Do I fear that I might fail if I take action in this area?
- Am I suffering from a lack of clarity in what I want to do?
- If I took action, would that action be outside my comfort zone?
- Is there just too much uncertainty around what I want to do?
- Am I unable to take action because I need more data before I can move forward?
- Am I being a victim or failing to take responsibility in any area?

- Am I overwhelmed with the idea of taking action on this goal?
- Do I have beliefs from my past that are stopping me?

(3) For each of the questions you wrote down or answered yes to, work to identify the why behind each of them. Why are you overwhelmed with this goal? Why are you fearful?

(4) Reread the solution for each roadblock. Next, figure out what actions you need to take to remove or minimize this roadblock. Do you just need to change your perspective on the situation or maybe something more?

(5) If you are really having fun with this exercise, then repeat it. Pick another thing you want to take action on and run through the exercise again.

Chapter 22 Exercises

Exercise 1: Identifying and Eliminating Risks

The number one reason people are stuck and don't take action is fear. This is one of the most powerful emotions we have. Instead of facing our fears, most people just remain stuck.

The most common fear is fear of failure. We think if we do something we have never done before, there is a high likelihood that we will fail at it. And as you know from earlier in the book, the ego plays a big role in creating fear. The ego never wants to look bad, so it creates this fear of failure if the future outcome is unknown. It really is just a protection mechanism.

One easy way to quickly blow through roadblocks is to first identify any risks associated with the actions you are planning. Write down all the risks you can think of. Ask yourself the following:

- What are the risks associated with this action?
- What bad things could happen if I do take this action?

By writing them down, you'll get them out of your head, and your brain can begin to process them and see how serious they really are. In many cases, when they are in your head, they are more exaggerated than when they are on paper.

Next, I want you to rate the fear based on two criteria. First, what impact does the risk have on your life? Is it really no big deal, or would it be devastating? Second, what is the likelihood this fear could come true? Rate these on scales of one to ten.

For those risks with low scores, just take them off the list. They aren't that important and won't cause you many challenges. For those with the highest scores, work to neutralize the risk. That means for each risk, come up with one or more actions you can take to reduce or eliminate that risk.

You won't be able to reduce or eliminate every risk, but anything you can do to reduce the overall risk will make it more likely you will act.

My risk (or fear) in starting the chocolate business is that it will be a horrible failure. Let's go through the steps:

1. Identify the risk.
2. Score the risk based on its impact.
3. Score the risk based on its likelihood.
4. Determine what actions I can take to reduce or eliminate the risk.

Risk or Fear	Impact Score	Likelihood Score	Actions

Exercise 2: Busting through Your Roadblocks

In this exercise, you'll develop your ability to identify your roadblocks and apply techniques on how to overcome them. Remember, awareness is the first step to almost everything we work on together. Let's work on getting aware of what your roadblocks are because then we can work to overcome them.

1. Come up with one thing you have been wanting to take action on but just can't. Pick something meaningful. You are more likely to have roadblocks there.
2. Go through the following list of roadblocks and ask yourself whether each applies. If so, write them down.
 - a. Do I fear that I might fail?
 - b. Am I suffering from a lack of clarity on what I want to do?
 - c. If I took action, would that action be outside my comfort zone?
 - d. Is there too much uncertainty around what I want to do?
 - e. Am I unable to take action because I need more data?
 - f. Am I being a victim or not taking responsibility for my entire life in every situation?
 - g. Am I overwhelmed with the idea of taking action?
 - h. Do I have beliefs from my past that are stopping me from taking action?

3. For each of the questions you wrote down or answered yes to, work to identify the why of each. For example, why are you overwhelmed? Why are you fearful?
4. Now reread the solutions section for that roadblock. Next, figure out what actions you need to take to remove or minimize this roadblock. Do you just need to change your perspective on the situation or maybe something more? This is your chance to finally resolve your roadblocks. I assure you that if you don't do this now, the roadblock will continue to creep up in your life. So why not just resolve it now? You will feel so much better.

If you are making progress with this exercise, then do it again. Pick another thing you want to take action on and run through the exercise again.

Chapter 23 Exercises

Exercise: Gratitude in Challenging Situations

Now let's practice a bit. Think of a current situation or person you are struggling with. First, try to get clear as to why you feel you are struggling. Next, determine how this situation might be benefiting you. How is it helping you learn? List as many benefits as you can think of. Finally, make certain you give thanks for the situation and anyone involved in it, including yourself. Repeat this simple exercise with other challenging situations.

Chapter 24 Exercises

Exercise: Your Past and Gratitude

Most of us have people in our pasts for whom we have not expressed gratitude. Well, now is the time to change that. Whether you make it known to them or not, it is very important that you work through some of these past relationships. This has much more to do with you and how you hold that energy within yourself than anything else. Keep this exercise all about you. For this exercise, we'll focus on both your positive and negative relationships.

Positive Relationships

These are the people in your life who support you. They love you, even if it's conditionally. They are there when you are sick, when you need money, when you are sad, and when you are happy. They teach you great positive lessons in your life. With all your new knowledge about gratitude, you might realize you haven't expressed the level of gratitude you feel for them. Well, that is okay, because this is your opportunity to make it up to them. Show your gratitude to them directly, since it will make both of you feel amazing. Perhaps, some of these important people have passed, or you are no longer in touch with them. Or maybe you just don't feel comfortable expressing yourself to them in this manner. Don't let any of that stop you from expressing gratitude, either energetically or with your words. You can still speak to them or write them a letter, and this will help resolve this overlooked gratitude.

Negative Relationships

These relationships might be with a parent or loved one who didn't support you very well, a friend who betrayed you, a boss or coworker you conflicted with, or even a business partner who stole money from you. For these relationships, it will be difficult to find the space in your heart to give gratitude, but as I have said before, these are the relationships that have shaped who you are. They are incredibly valuable to you, and for that you need to be grateful. The important part of this part of the exercise is to change the energy both inside you and out there in the universe around these negative relationships. You will feel so much better after you rid yourself of this emotional baggage. Try this:

1. Select a positive relationship for which you feel you have not properly given gratitude. It might be one of your parents or maybe a teacher or friend who supported and inspired you. While you can select someone whom you currently interact with, it would be best for this exercise if you pick someone with whom you have little or no contact.
2. Take out a piece of paper or your journal and answer the following:
 - a. How has this person impacted your life in a positive way?
 - b. How has this person shaped who you are today?
 - c. How have you benefited from having this person in your life?
 - d. What lessons has this person contributed to you either directly or indirectly?
 - e. You are grateful for this person in your life because ...

3. (Optional) If this person is still alive, you might want to give him or her a call or send him or her a note and express your gratitude for what the person have done for you. Even if it is as simple as saying “hi” and “thank you,” it would still be a huge step toward giving gratitude. Trust me, that person will feel the gratitude just by you reaching out to him or her. If the person has passed away, then I suggest giving gratitude to him or her during a quiet time one evening before going to sleep or in your meditation.
4. Now pick a person with whom you’ve had a negative relationship and for whom you haven’t been grateful for. Again, I suggest you pick someone from your past with whom you have limited or no contact.
5. Go to step two in this exercise and do the exact same thing you did for the person in your positive relationship.
6. Unlike with the positive relationship, I am not encouraging you to reach out to this person. This exercise is all about you. If you want to reach out and say hi or even go so far as to express your gratitude for the person, great. This could help you with the healing process. But that is completely your call.

Exercise: Giving Gratitude to Yourself (Daily)

So often we forget to give ourselves the gratitude we deserve—and we deserve a ton of gratitude each and every day. Below are a series of gratitude questions. Read through them and answer one or all of them. But here is the trick: you must do so every day (or almost every day).

- What have you done today (or this week) to feel grateful for yourself?
- Have you helped someone today (or this week), and are you grateful for that ability?
- Whom did you inspire today (or this week), and how did that make you feel?

Don't forget to be grateful for all you are and your incredible magnificence. You will be amazed to see your level of happiness rise each time you do this, so make it a habit and do it every day.
