



## EPISODE #4: It Takes Courage

Recorded June 10th, 2020 with Larry Olsen

### Introduction

Welcome. I'm Larry Olsen. And what's on your mind? Once set, it delivers your life. To change the outcomes we want, we must change the plays we're running. Join us at Mindset Playbook with real people, real talk, for real insight.

Well, I'd like to welcome everyone and thank you for attending our next podcast, which I think you'll find interesting. Least I do and that's gonna be about the last three podcasts we've done. There was a lot of interesting points that were brought up and sometimes what you wanna hear is not necessarily talked about. It's just glanced over. So, we've gotten some questions that have come in, specifically that talk a little bit about each one. And what we're gonna do is we're gonna start out with, Walker Ramsay's. And if you remember, Walker was the baseball player whose whole life was wrapped around baseball from the age of three. And he talked a lot about how much he learned from failure.

I thought that was rather odd, because if you think about it, failure in school, if you only get three right out of ten, you fail. But in baseball, if you get hit three out of ten, you're a contender for Hall of Fame. It's a huge difference, but one of the questions that came up is, what do you mean by failure just being a word? Because I think that came up in the podcast, that failure is just a word.

Well, if you think about it for a minute, words are very powerful. We think with words. Words create pictures. If I say banana, most of you didn't have an avocado come to mind. So you recognize that word would trigger a picture. Well, interestingly enough, that picture then creates an emotion and most of us, not most of us, all of us are very emotional creatures. We're always feeling a certain way about something. And then we talk to ourselves about the feeling. And reiterate what we have been dealing with. And that, generally in a lot of cases, if it's negative, it becomes what we call an obstacle or a failure. So, what do I mean by 'it's just a word'?

What we learned from Walker is that he looked at failure differently. So in other words, he didn't look at it as the end. He looked at it as, 'that didn't work'. And as a pitcher, he realized that, well, throwing it like that, releasing it like that to that guy, is gonna create a home-run. And that certainly is not a win in my mind, because that's not what I'm up here to do. I'm up here to put these people out. Did he like it when they hit those? Absolutely not! But he used it as a trigger to be a learning experience. What can I take away from that? And that's what separates

people from those who have a wonderful life of joy and prosperity. Does it mean that they don't have bad things happen, because it happens to all of us. But the difference is, how they talk to themselves about what happens. And that keeps you in the game. That keeps you, if you will, continuing to hit the balls that are being thrown at you, and those balls that are being thrown at us are the things that happen in our life moment by moment.

You know as we found out too, it doesn't mean that you have all the answers now, because one of the things that Walker shared is, that he is continuing to find ways of dealing with life's ups and downs. And that sometimes those downs can be pretty deep and sometimes they can be just little divots in the fairway, if you will. But the difference again is how much time do we spend there and do we spend time on, "Oh man, I can't believe that happened to me. Can you believe what's going on in the world right now? Oh my God! We just get back to getting out there again and then, Wham! We're hit when something else comes up." That's a lot of our population thinking that way. And unfortunately what happens, they're just victims. They can't do anything about it. And if they do something about it, they generally come from anger, and you generally never win coming from anger because you're really not thinking anyway. You're just responding to a very intense emotion.

So, one of the things I'd like to think about is, how do you get through these elements? How do you continue to go up and pitch, even though the last three guys you've put on base? And for those of you who don't understand that analogy about baseball, as a pitcher, you want people to get out. You wanna strike them out if you can, or you wanna throw a ball to them that if they hit, it's gonna hit the ground and one of your fielders are gonna throw it to first, and you got him.

You don't wanna fill the bases. And that's what happens to us in life, is when we don't resolve things, we're filling our own bases. We have all these undone things out there. And if you ever imagine what it's like to be a pitcher, your mind can be more on that guy on second base and is he gonna try to take third. Then how do I strike this guy out? And all you do is momentarily allow yourself to think about that and while you're throwing to third, that guy from first is running to second. And now what you didn't want to have happen, is happening.

Now, this is where it's a very important element about Walker. What Walker was sharing with us. What are you focusing on? That is the key. If you're focusing on not what's right in front of you right now, which is you listening to this podcast, then other things are starting to enter your mind. And when you let other things enter your mind, you're not listening any longer and you don't see or hear, what actually is right in front of you. And that's something I took away, listening to Walker, was that, I was not looking at failure like he was. And with all the knowledge and education I have, I should know better. Well, if that's all it took, was knowing better, all of us would be accomplishing everything in our lives. But welcome to the

human race. We're prone to imperfection. We make mistakes. But the difference between high performers and those that get up in the morning, is they've got a vision. And not only do they have a vision, they've got a purpose. And a purpose is the reason why you do what you do in life. Vision is what you wanna accomplish as a result of it.

Visions, they can change. Purpose always stays the same. You know, for instance, my purpose is to feel valued, loved and inspired because I look for the best in others articulated. Which brings out the best in myself. And that helps going into my vision and my vision is to raise the self-esteem in the human race, one person at a time. So, when I'm focused on that and something bad happens, that's a learning for me. Because I'm not gonna let go of my purpose and I'm not gonna let go of my vision. And that's so important that we stand for something, because if you all heard, if we don't choose what we stand for, then we'll fall for everything. And there's a lot of information out there and there's a lot of people that would like to get out attention,

How powerful is the way we think about ourselves and the way we feel ourselves? And if you think about the word self-image, self is needless to say, about you and image is the picture that you have of yourself. And I wanna tell you a story about how powerful self-image is because I wanna make sure that you have a very high opinion of yourself. Not to the point of arrogance where you gotta tell everybody, but just that you really feel good about you, is your strengths and your weaknesses and you can't feel good about you. Guess what if you're focused on what? Absolutely. Your weaknesses. Because then that's all that you can think about and that's the guy on second and the guy on first and the next thing you know, you either walk the next guy, now you've got pressure on yourself cause the bases are loaded. You got your whole team counting on you.

What's your self-esteem right now? Are you the guy that can handle this? Are you the guy that's gonna strike the next one out? Or are you doubting yourself? And doubt is dangerous. You gotta be careful not to open that door. So let me tell you about someone. Years ago, I was teaching school and there was a group of seventh graders and it was English. I had the kids do a paper on ideas. And all it was about was just take an idea that you have and share it with the rest of us. And so, I wasn't worried about grammar and I wasn't worried about sentence construction or anything else. I was just wanted to see how they articulated the idea.

So, I gave the grades out and that afternoon, after class was over and I'm getting ready to go home, a young boy knocks on the door and says, "Mr. Olson, can I talk to you for a minute?" And I go, "Yeah. What's on your mind?" He said, "There's something wrong with this paper." And I said, "Well, what's that?" And he says, "Well, you gave me an 'A'." And I said, "Well let me take a look at it." And I said, "I

didn't give you an 'A.'" I said, "You deserved an 'A'." And he goes, "well I've never gotten an 'A' before." And I said, "Well, congratulations. Welcome to your first 'A'."

He looked at me, he looked at that, he walked about four steps towards the door, turned around, tore the paper up in front of me and put it in the garbage and left the room. What just happened? Things are gonna happen to us in life that our self-esteem won't allow us to accept. Whether it's a compliment from somebody, whether it was a, 'hey, you were magnificent', or, whatever it may be. If we don't have a high opinion of ourselves, like this young man didn't, and even though he deserved the A because his idea was amazing, he couldn't allow himself to accept it. He couldn't change his mind about himself.

Now what had happened to that young man up to that point in his life is another story. But guess what opinion it formed in his mind at the age of twelve? I mean, that, my friends is something that happened to every one of us and we all have a story that we can tell of - which may not have been in our best interest, but we need to stop telling it to ourselves. We need to start recognizing that was then, this is now. How do I show up now in this moment?

So, thank you for the opportunity to share a little bit about what we learned from Mr. Ramsay and there was so much more information about that.

Now what I'd like to do, is I'd like to take us to the interview that we had with Tori Cawley. Tori Cawley, if you remember, was having challenges in interviews, and no matter how hard she tried, it just didn't seem to work out because it wasn't about not being prepared. I mean she knew her material really well and she knew why individuals would want to hire her. Yet, as you remember from the podcast, what ultimately took place is she'd started doubting herself and as soon as she started doubting herself, she wasn't able to perform the best version of herself. So she'd end up losing the job.

But once we sat down and talked about it, she had the opportunity to think differently. And this is what I want you to think about. Aperneo, our company name, is a hybrid in two terms. The aperture of a camera is how the image gets in to be able to record what it is the camera sees. Same thing with our eyes. And then the fact that we look at things differently, that's called new, and Neo, in Latin, is new. So, Aperneo is looking at things in a new way. What I'd like you to think in terms of, is, we talk about Tori, is I want you to start looking at the same differently. We get up in the morning, we're ready to roll, but is it just another morning? And rolling just being another routine that we jump into. And the next thing is that we're doing lunch, and we do lunch how we ever do lunch, unless we're doing it with somebody else.

We generally have a routine of what we eat and how much we eat and then we roll home and then you know, we have a routine about the evening and, well, all of these routines are very, very practical. And what our brain is definitely in love with, because routine is predictable. and the brain loves predictability. That's why, for all of the things we've been going through lately in our society, you can imagine how it's driving people crazy because it's unpredictable. And then as soon as we start to get some predictability, well this phase we'll be doing this and this phase we'll be doing that, something else happens. And all of a sudden, everything we've now set ourselves up to acquire, is unavailable. Which requires us to what? If we're paying attention and if we're learning, we realise we need to look at the same differently.

So let's take Tori's doubt for instance. I want you to ask yourself this question the next time you doubt something. And that is, why are you doubting? Ask yourself that question. Because when I asked Tori why are you doubting, is it a lack of preparation? No. Is it a lack of the fact that you don't think you're qualified? No. Do you think there's something physically wrong with you that would prevent you from being able to perform the job? No. Well then, what are you doubting? And all she could come up with was, "Well, I guess I'm not doubting anything. I guess I just used that word because I had everything else nailed."

Now if she had said no I wasn't prepared, we'd have a conversation about making sure you're prepared the next time it comes up. Right? We would take away whatever it was that we had not allowed ourselves to get ready and get it ready for the next time. Because if we can't get it perfect now, we can at least learn from it and be able to get ready for the next time, because there will be a next time. We will all get up again in the morning, and yes, I understand there will be some that won't. But those of us who are able to, it's a brand new opportunity.

Now, if you think about it, a good way to deal with overcoming your nerves or dealing with doubt is to start with the end first. Stephen Covey and his Seven Habits of Highly Successful People, that was one of his elements. Start with the end first. Know how it's going to go before you begin. And if you can't specifically know how it's going to go, at least ask yourself what kind of an outcome you'd like. And in Tori's case, what kind of an outcome you would like, she said, "I'd like to get the job." Alright. What are we going to do that we currently aren't doing? Because if we keep repeating what we've been doing, expecting different results, what did Albert Einstein say we were? Insane. Absolutely. Cause you can't keep doing what you're doing and expect anything to be different. That's where you have to cross your fingers and hope that things change.

So, with that, here's the next thing I'd like you to think about. Tori said "I want the job." That was the outcome. And, do you remember this? I said, "Okay, well let's imagine that you got the job, what would be the first question that would come to mind?" And she'd go, "Well, I'd wanna know what I'm gonna be paid. I'd like to

know what the culture's about. How do they treat people? What's their leadership style?" And I'd go, "Okay. And how would you find that out?" "Well, I'd ask questions about it." And I go, "And so, let me ask you this. You gonna ask those questions after you get the job or you gonna ask those questions before you get the job?" Well when she got to look at the same, differently, she goes, "Well of course I'd ask them before, oh...before I get the job." And that made all the difference in the world. In her next interview, she asked all the questions, 'cause she realized 'I'm prepared', but is this where I wanna bring my talents and my energy. And she didn't come across as arrogant, but she set herself apart from all the others who were trying to sell themselves to the interviewer. She wasn't interested in the interviewer, she was interested in the company. She asked questions like, 'what do you like most about working here?' Now what if they couldn't answer her. Is that where you wanna take your talents?

So that was a very fascinating interview with Tory. And what I wanted you to think in terms of is the next question. She said that I had asked her or she had gone to a class and I had forced her to sing a song. And I said, "Well, remember Tori, I think it was that you volunteered to sing a song." And then she goes, "Oh yeah, that's right." But she didn't wanna do it. She didn't wanna stand up in front of the group and sing a song and this was a class that I had, 'cause one of the questions that came is, what type of class was it. It was a class for juniors and seniors in High School to be able to find a little bit more about themselves and how their brain operate, so they didn't get caught up in believing everything they hear.

Now don't misunderstand me. Having been an educator myself, we would like to think that our knowledge is going to assist those that are in our classes. What I was talking about was judgments are being made about how smart you are, how stupid you are, or whether you're attractive or not attractive, or whether you're athletic or not athletic. Those can make such a big difference in how successful a young mind can be, relative to what they feel they're capable of and then they take that through the rest of their lives. So, that's what the class was about. And not to go into more details than that.

But one of the things that I do in that class, and in my other programs that I teach, is I'll tell the group in a moment they're gonna sing a song. Now as soon as I say that, words trigger pictures, bring about emotion and what do you think people start thinking about? Well, high-performers start thinking about what song am I gonna sing. In most people though, 90% of people start going, 'what kind of a singer am I?' And all of a sudden, they start to prepare themselves more often than not, to go through something they'd rather not do. Now. Unfortunately, that's how a lot of people live their lives.

Emerson stated that's living a quiet life of desperation. That I gotta go through this again, I gotta go work with those people again, I gotta work at this job, and you

know that's not exciting. But the good news is, you don't have to change your job, you don't have to change the people that's around you. You just simply have to change your mind, but what we've been learning is on a new perspective we have to look at the same differently. We have to ask ourselves, 'why do I wanna work there?' "How am I gonna make a difference in that job?" "How am I gonna make a difference when the conversation goes south? Do I have to participate in it or can I uplift it?"

So, when I asked who would like to sing a song, before I even asked that question, I said, "Do you know that every one of you in this room, when I said we weren't going to sing a song, I sent audio waves through the air and that flap of skin on the side of your head that you refer to as an ear, is actually a deflector and it sent those audio waves and vibrated a small group of bones and got the drum going and what it did, was it changed that audio wave into an electrical chemical energy and sent it right into the auditory cortex of the brain. And guess what people got immediately? They got an attitude. Yes. And man, another podcast I'll tell you that they're only four attitudes. But each one of them got one, and identified what those were. But to keep it real simple, some people thought, I don't want to; some people thought, I want to.

And I asked them what's it based on? Whether you want to do this or not? Is it based on the new opportunity? Is it based on what's possible? Or is it based on all the experience you had up to this point in your life under the category of singing? And everyone in that room had already made their mind up about how well they were gonna do. Not what was possible for them, but what had already taken place in their lives. And do you know, that attitudes are learned behaviors, we're not born with them? But do you have any idea what percentage of your performance is based on your attitude? One hundred percent. It does not affect behavior, it dominates it.

And I said to those people. "Has anyone come up and sung yet?" And they all said, "Absolutely not." And I said, let me ask you this. "How could all of you have an attitude that's gonna absolutely determine how you're gonna do, based on something we haven't even done yet?" And they said, "well past experience." I said, "Exactly. Stored neurologically in the cell of your brain. You weren't even thinking about it 'til I brought it up and then it comes up and prepares you for how you're going to do. And that, my friend is what our brain does 24/7. It keeps preparing us for the next moment and what I wanted Tori to recognize is, make sure you prepared yourself for the outcome you want. Not, 'I hope I'm not nervous this time.' Because, guess what you're gonna be? Your brain's gonna help you be nervous, instead of, she decided, alright, I already got the job. Here's what I wanna find out, and that changed everything for her.

So, now I'd like to share with you some of the things that we learned in that interview with Dave Aycock. Dave Aycock as you remember is a go-getter. He has

got the most positive outlook that you could possibly imagine, but he wasn't always like that. He had to work at that. He's become a real student of learning. You see, if you and I aren't students of learning, then we have to continue to act through life based on what we already know. And you know most people, they've stopped learning after the age of five. Some stop learning after they graduate from High School. There becomes a point if you're not an active learner, that you'll ultimately stop learning, and for most people that doesn't matter because the people you hang around with have stopped learning too.

But, that's a good support system. It doesn't mean that there's anything wrong, other than there's really no new learning. When new opportunities present themselves and new things allow you to maybe have more fun than you're currently having, or being more prosperous than you're currently being, you're not even open to it. You can't accept it because it doesn't play into what you already know. And unfortunately, that's what's called 'having your mind already made up'.

Now, to go beyond that, because you wouldn't be listening to this podcast if that's something you wanted to be comfortable with. As you know, life's too short to get caught up into not allowing yourself to enjoy it with all of its opportunity. No matter what happens. And sometimes, the biggest challenges that we face, can be the greatest learnings for us. Because here's what happened. You really don't know the true character of another human being until you see them in crisis. How do they handle it?

I remember one time in school, we were in a very, very boring class in the 9<sup>th</sup> grade called Mechanical Drawing. Now, Mechanical Drawing's not boring, but the teacher had lost interest. And was just showing up, was doing the same lesson plans they've done for 30 years. Well, there was a little bit of a maverick in our class who decided that he was gonna get the teacher's attention. So, here we're in a classroom with a concrete floor and these are metal desks.

Well, it was a pretty boring day, all of a sudden, he knocks his desk over. And everything flies off of it, the sound that it made flying across the concrete was almost like putting your finger nails on a chalkboard and rubbing it down there you know. It was kinda like, this weird thing inside of our body, and everybody in the room was silent.

Greatest opportunity that was ever presented to that teacher because what do ya think the teacher was waiting to do? Right. They were waiting to see how he was going to react. And he missed the opportunity. Because instead of going, 'well I can see that one of you is a little distracted today.' Or, "does somebody have a question? I think that I got kind of dazed and confused and wasn't paying attention, but that desk sure got my attention." No. He screamed, he yelled, he threw the kid off to the Principal's office and he identified who he was. And that's what we've all got to



recognize. When things go bad, you gotta take a little time out and ask yourself, "How do I wanna present myself?" Because that is what people are gonna remember the most because I'm telling you a story now that happened years and years and years ago.

It wasn't about that kid at all. It was about how a teacher was going to react. Now I bring that up because one of the things we learned in Dave's podcast, was, here's a guy who was a Marine graduate, served for five years and had served with valour. He was a 'He-Man' if you will in that field. He got himself involved in the automotive industry and became a General Manager of the multi-franchised dealership where he was very, very successful. He developed seniority, he had a beautiful package. His store was outperforming many other stores and he had a real way with people. People really liked him. They want to follow him. They looked up to him. And the reason they did is because he was interested in them.

Now because of that, they wanted to perform more, didn't they? They wanted to exceed his expectation. They didn't wanna let him down and then he had tremendous results. But even with all of this success, there became a point where he realised he wasn't fulfilled. There was something missing. And the difference is he chose to do something about it. So he did one of the most difficult things anybody could do and that was that he ended the career. He ended it gracefully. People had time to find someone new and everything else.

But then it was, 'what do I wanna do to make sure I'm available to my children?' And that what had really gotten his attention, was the fact that his career and his success required being there. And being there meant he wasn't somewhere else. And that somewhere else was something that he realized I need to be there and that was with his children. Now, not all of us are able to make that kind of decision.

So I'm not saying that it was right or wrong. I'm just saying that this is what caused him to make the transition, because it wasn't so much about the fact that he was leaving that I found interesting, it was how he transitioned. And what he did was, he'd done his due diligence and had a little bit of a bank roll to be able to not have to work for a while, while he dabbled in other things and became very successful in other adventures that he tried.

But ultimately, one of the things that I asked him was, "why did that work well for you? Why were you able to make that transition?" He said "Because I knew that what was more important to me was the type of father I was gonna be thought of with my children, than what kind of General Manager I was gonna be thought of to my people. And I knew that I would always have the respect of my people, but I wasn't going to be able to go back and re-do times that I wasn't with my children."

And so, fortunately, he got to make that decision and he made the transition. And one of the things that I caught most, that I want to spend most of the time talking to you about is, that he was really purpose-driven. And when you're purpose-driven, you wake up in the morning as we all do, and some of us continue the thinking that was going on in the dream.

You know we're still kind of coming out of the dream, and maybe the dream was more important or more exciting than what we're gonna do that day. And sometimes for some people, that transition, not from a job to another job, not from a relationship to another relationship, but from a mindset to another mindset. And that's what I'd like to talk to you about. Transitioning from, 'oh my God, I was flying in that dream. I was, the star in that dream' or whatever, and then, 'Oh. Now I gotta get up and I gotta... Whoa! Time out! That's not allowing yourself to be driven on purpose. Because no matter whether it was a nightmare or one of the best dreams of your life, you're awake now. And only when you're awake, are you able to do anything about your life. Are you able to learn how to fly? Are you able to learn how to progress in your life so these things that are so important to you and so fanciful in your dream become a reality?

And to do that, you gotta make sure that something changes. Otherwise, you'll slip right into the routine. You'll say, "Oh that was just a dream. Okay. I'm gonna try to put on a happy face. I'm gonna try to do everything I can to get through the day and make it really wonderful." Now do you think there is any danger doing that when you do that? You're not and let me tell you why. Because that's not truly how you believe.

You wouldn't be saying those things if you weren't already not looking forward to your day. You're just saying that to pump yourself up. And that doesn't, and what I want you to think of, I heard this great term for this is, it doesn't matter what you're trying to do. What thought is sponsoring that try? And it's the sponsoring thought, is the thought that you're gonna manifest in your day. For instance, one of the things that I have found to be very valuable if you wanna develop yourself, is to pick ten qualities and characteristics that you would like to manifest in your life. In other words, you would like to become a part of your life.

Let's say, one of them is, Acceptance. Okay? So what I'm gonna ask you to do is when you wake up in the morning, is you look at acceptance. Okay. I'm gonna be accepting all day long. Acceptance is gonna become my filter system. So, you're driving to work and you see something that you don't like. Or you start becoming judgmental of someone's behavior. Great opportunity to now be what? Accepting. You see, if you hadn't chosen to be accepting, then you'd be judgmental. Wouldn't you? And you know if you're judgmental too long, you really don't appreciate yourself as much as you do when you're accepting. Or you wouldn't have come up with acceptance, would you?

But, our brain won't change, unless we change our brain. Our brain is all developed upon our thought process. Our thinking. The words that we use 24/7. In Cycle Linguistics, the power that language has over our behavior is called 'Self Talk'. Now, in my workings, in the books that I've written and the programs that I've put on, I call it 'ROX Talk' because every thought is a rock. It Registers One Experience neurologically in your brain. So R.O. X. I took a little poetic licence with experience and made it ROX. So every time you think you drop a rock, well if you take a look at it, that 'ole Jack and Jill went up the hill, right and they have the two buckets and each handle, but when we're born, the buckets are empty. We really don't have any attitudes do we?

But then when we spit up spinach, or, we got a friend that threw up from having spinach, we don't even have to taste it. I've talked to a 4 year old one time who said she likes spinach. I said, well a friend of mine had it and they threw up. So sometimes we don't even have to try things. You know what Dave said? That 90% of what we know, we never experienced. We read it somewhere, we saw it. But it's the experience that makes it real. And then another podcast, we'll talk about the difference between actually experiencing it and imagining it. And how powerful imagination is. Because when you said, "what do I wanna grow into?" and you picked Acceptance, that was an imagining, wasn't it?

But now when you're about to judge that person because you don't like how they look or what they're wearing or how much they weigh, or whatever it may be, you go, whoa! whoa! wait a minute. I'm 'accepting. I'm accepting of others. "And if you've done this for a week or so, love might be one of those things too. So now you're saying I love that person and I'm accepting of them.

Now here's the difference. Do you think you're hurting that person who is about 30 feet away from you walking across the street by being judgmental? Or do you think you're hurting yourself? And why, if we had a choice, would any of us ever wanna hurt ourselves? The person that we're gonna go through life with. The person that we're gonna be with 24/7. The person we listen to, all, day, long. So, back to Dave Aycock, and then I'm gonna wrap this up and I thank you so much for listening - is I wanna talk about something that they say is the number one goal of mankind. And that is Happiness.

You see, you don't get a college degree so you can put it on your wall. You get a college degree because of how it makes you feel. You know. You just don't get the pay check and cash it and say, "I got a pay check." It is what you can do with the money. It's always the outcome. Whether you know it or not, you're all vision-driven. We all are. There's a reason behind the reason we do everything and if we are not directing our own lives, they aren't our own reasons. Right? That kid didn't

taste spinach to make his mind up? He had a friend that tried it and he threw up, so, being an intelligent human being, if it makes you throw up, I'm not gonna throw up. That's an unpleasant experience.

So, here's what I want you to think about. What makes you happy? I want you to think about that for a minute. You know when I'm working with different individuals and I ask that question, you know what? My kids make me happy. Well, 'how come?' Well, 'I love them.' Okay. I like playing with them. Or golfing makes me happy. Or, making dinner makes me happy, whatever it may be. Think about it. Okay?

Now, is there anything you do that doesn't make you happy? Or any experiences that you have that don't make you happy? Well people can certainly come up with those. Paying taxes or having to do the speed limit, or going to the dentist - excuse me, dentists out there. But whatever it may be, a lot of people have those. Now, I'm gonna share something very powerful with all of you. And that's this. Ninety-five percent of people believe that Happiness is an outcome. Because of this, and ... that, I'm happy and they live and once that happens and that happens then I'll be happy. But I certainly can't be happy when.... Now. Because those things aren't happening. Now, here's how I wanna wrap this thing up and we'll spend more time on this in another podcast. I want you to think about this for a minute.

Who chose Acceptance to be on the list of what you want to manifest in your life? You did, didn't ya? Because I just gave the example to pick 10 things and then work on one for three days until it becomes a part of who you are. And ultimately, after a while, you'd have manifested all 10 and you're ready for 10 more. But it became a filter didn't it? And then you saw opportunities all through the day. Because you what? You chose Acceptance. Now I'm gonna throw this at ya, and I want you to think about this for the next few moments, hours, days, weeks, 'cause you can get really good at this too. Happiness is a choice. High-performance people choose to be happy and then they bring it to every experience. Isn't that interesting? Even when it's crummy, they recognize that I've got more likelihood of making this into a wonderful scenario for that individual that's suffering right now, or for myself if I come from what? Happiness.

I challenge all of you and I challenge myself to make sure that, since we're gonna think anyway, that we're careful on what we choose to think about. And that we get on purpose and choose those things we wanna incorporate into our lives by writing them down and then just picking one, and going through for three days. And don't even intellectualize this. Don't even sit back and imagine, "Yeah, well I can see where that could really make a difference." That's what a lot of people do in their lives is that they intellectualize what it could be and never put it into practice. And it's the repetition isn't it, that ultimately becomes the habit. And pretty soon, just like habits, we don't even have to think about it. All somebody has to say in the

moment that you're gonna sing a song, and you already got your mind made up to either enjoy it or not. And that's the difference in life.

So, thank you all for the time that we spent today and I look forward to our next opportunity which in a moment, you're gonna hear what's coming up next. Thank you.

## **Epilogue**

Thank you for listening. In our next episode, learn about how Jim Jackson's success, stems primarily from his unrelenting belief in himself, while looking for the best of others. His many stories and insights show us how he was able to overcome and learn from any obstacle in his life and the importance that vision plays in achieving success. His light-hearted approach to life's problems and the power of his own self-confidence underscores the principle, 'Define yourself, or others will'.