### About the Author & Acknowledgements

Self-development is a higher duty than self-sacrifice.

- Elizabeth Cady Stanton

About the author, Mike, has been involved in various types of full and part-time businesses for more than twenty years. By virtue of experiencing some of life's adversities, he has had to fully study the steps of living and what it means to have a "called upon" life. He has developed an operational and functional handbook on defining the "called upon" life.

#### **PREFACE**

There is a spectacular amount of energy within you, did you know that, better yet have you felt it. I am sure you have and one point in time. Maybe it was at supper last night or when the water of the shower initially touched your skin this morning. Whenever, no matter, but its there. The chill of internal energy is far greater than you may have ever believed, yet without tapping it and multiplying it, the energy stays dormant and untapped, worst of all it might become borrowed away from you without even you knowing it. I equate it to a sort of identity theft, someone accesses your information to advance and enrich their life. How does that happen? By failing to have the plan of self-relentless reminding yourself that a plan exists and what step of the plan are you on. I have no evidence that can be conclusively measured, only the premise and theory from observation that when you think and remind yourself of your plan, it manifests the universal energies available to you whereby your actions yield an output. Plainly speaking, you and only you can ascertain your plan for living, health, personal performance, wealth, and most importantly the energy multiplier. Although, most people reading this may not have heard of me, but my writings have appeared in various journals, trade magazines, and internet sites. During my years of understanding technology and talent transfer, I found that a missing link was the gap between the generations, not the continents. I also found that tapping into the energy whether borrowed, attracted, or divine in nature, it took care of life's experiences, energy is universal in application. As a matter of fact, the many times things seem out of reach or goals set too lofty, wherever the bar may be set with properly aligned energy it is attainable to have the relationships that inspire, the businesses that generate mountains of cash, careers that bring recognition or a relaxed breathe of air. Didn't say it was easy or that it happens on the couch in front of a new sitcom. But now is your time to travel, dream, plan, and everything else you ever wanted to do – all while feeling good and minimizing stress. What type of life? A great one, your own life both vibrant and real you would be experiencing your "called upon" life.

"Yes, you can have it all" the cake and eat it too. Well instead of cake let's say juicy mellon, that's what I really mean. The taste of successes along with a life designed for fulfillment, rewarding and positive vibes, free from contrived feelings of anger, envy, frustration, fear, guilt and selfishness, or other backward emotions stripping you from miniscule amounts of enjoyment, happiness, exhilarated living. Bring your being in line with your values perpetuates your "called upon" life. You and I will now spend some time together wading through the glorious ups and the drudged downs in defining a set life plan found in the pages of this book. So no matter your skills, past shortfalls or triumphs today is a new day with discovering strategies to manifest your "called upon" life in thinking, planning, and acting with the help of multiplied energy. You can experience it, today.

#### Health and Wealth

A six-pack abs, voluminous breasts or buns like steel to carry a wallet full of cash are not the only components of health and wealth. In fact, if you have a beating heart and the ability to express yourself you have health... treasure it it is truly your own nature resource. As for wealth, complete wealth may not be entirely monetary, in reality, it's your pizzazz for life your dreams floating in your head and your abilities to achieve goals no matter the magnitude. Real wealth that makes you feel good is winning at the task at hand, experiencing the dream making it to be a true outcome. The success strategies I share in this book and on other forms of media print show steps to goal attainment and ways to acquire energies that need to be invoked to accomplish your wealth of intentions. In this book, I will

share mastered living strategies designed to draft up the blueprint of dreams, sort out the pertinent tasks geared to take to your own personal shop to develop your work of art, your "called upon" life.

I have called upon these strategies personally and have watched how each strategy has manifested into reality. I don't claim to have the end all round peg to fit in the round hole, But I do believe that with the application of such strategies, having allowed myself to write this book for your use and guidance along with attaining financial plateaus, loving relationships and a "called upon" life. Many of these strategies are to be activated during certain stages of living, I have used them, forgot them, languished with them, rediscovered them, and now treasure their power. Many times the pieces of a puzzle show themselves at the darnedest of times, usually at the instance of flipping them over and realigning them with a different look. My hope to you is these strategies bring joy, happiness and powerful results to your "called upon" life.

Hope, Formulas and Strategies

Difficulties strengthen the mind, as labor does the body.

- Seneca

Hope brings possibility, yet hope is not a process. Shearly sticking to hope and life will pass you by. Hope is easy, many times said without a hint of energy behind it. I can hope that you read this book, apply the techniques and strategies, and succeed beyond your wildest dreams. But that's it, it doesn't go any further than that, I really want to say is that you must apply my techniques for thirty, sixty, or ninety days and then write down the results, email the successes, on the goals yet unrealized, start-up for another ninety days, then do it again and again. Jot down in the book or in the workbook your "called upon" experiences, now that's energy. Pure energy culminating to benefit you and others in the future and once in someone else's hand watchout for the energy multiplier to manifest itself. Your now in for a ride of a lifetime, but on this ride you must participate. So hope is like flipping through a seed catalog and seeing the seeds for your garden, it's not the planting stage.

Before any planting can begin or strategies employed, the conditioning must take place. Conditioning is the process of adding the right ingredients to you, just like soils, where the pH level must be right. The term pH level defines the relative acidity or alkalinity of a substance. Too much of either can have great negative effects on soil productivity and what will grow. Take this in an analogenic way, we as humans are not much different than dirt. In that, excessive amounts of negativity and over zealous positivity can hamper the inner energy growth. I am sure you can appreciate the aspect of what negativity can do to the whole energy multiplier, but in a 'called upon' life excessive libasions can result in turmoil.

Once the soil is right, planting begins. Well getting yourself experiencing organic foods, healthier conditioning and release of stress, your wellspring of strategies are waiting inside of this book for your benefit. Talking straight, a strategy is a formula placed in action for the benefit of you when "called upon". The formula professed from my experiences and knowledge: Thinking + Planning + Acting + Energy Multiplier = desired result. This formula produces time and time again with predictability. It's the essence of a strategy.

So just how does this collection of strategies begin to deliver the aspirations of your goals? Again it's a tall order for one individual, but with use of the energy multiplier and nearly fifteen years of assembling this material, I always had an inclination, a seed if you will, of showing these strategies and their powerful energy. How do you do that? I believe it's easy, what do I already know, what have I already observed, what have I heard others do, and where is that readily available. I have the answers to those questions and the thrust behind this book is to delivery a set of strategies that lead to success and a depository of information available for quick reference.

A "called upon" life is what it is.... Now, where does life go from here... This notion that all lives must be on the cover of People magazine or grace Time magazine as "man of the year" to qualify as a "called upon" life is bunk. Information today is available to those who seek it. But is takes energy to seek relentlessly, wouldn't attraction along with seeking work in conjunction too, you bet. You have energy within you and information in this book, I 'll explain how to tap it. I mentioned, tapping it, while this energy is ever present, the real feat of accomplishment is how to teach these sound principles?

This book has been on my burner for the past fifteen years and at times found its way to the bottom of the pile. Only recently, did I resurrect its being and now deliver it to millions of people through the technologies of the internet. I ask others about self-publishing and internet sales, they all redirected me to an agent then a publishing house. Of the millions of people in need of these techniques, this is available to everyone worldwide. That's some kind of calling.

Best of all, this is not the first time in the kitchen. All tools in place.... One element of teaching these strategies and formulating results comes from hundreds of personal experiences. I have watched a number of people who attend the workshops achieve incredible goals in personal performance, controlling finances and purveying their calling. This book is being provided as part of a collection of educational materials for personal performance and growth in a "called upon" life.

It truly has been a labor of love, as this book is truly intended to be for my children to exploit the energy multiplier. There is no use in having them reinvent the wheel, these strategies have taken thousands of hours to identify, quantify and place them in an explainable format, usable to all of those who read this book. Yet as discussed earlier the responsibility of application rests solely on the shoulders of the reader, which today means you. Here you must on your own apply the formula.

In writing this book, everyone's obligation in a "called upon" life is to pass, convey, mentor, coach, or gift to the next generation the experiences of knowledge they have had. Much like in a career, while in it you gain some exceptional skills even trade secrets, its those experiences that should be purveyed to the next set of minds. Technology has closed the global intellectual gap, but it will be you to close the generational knowledge gap.

#### "Called Upon" to experience change

You are a "called upon" person with a "called upon" life. How in the world do I know that? Because you have lots of raw real-world experiences. Such knowledge transcends into energy that can be stored or released for use. Once you discover how to activate the energy multiplier your goals that seemed like a sea of mountains will actually look like molehills. "Winners make it happen while losers let it happen" some famous words from Dr. Waitley. My motto in this book is "linking health to wealth", simple.

During my years in college and engineering I discovered that the law of thermodynamics, really applies to all universal energies, and that there is a finite sum of it, yet I observed people with essentially the same amount of energy levels achieving some spectacular goals, ones thought unthinkable. Through practice of these steps you will increase your ability to effectively plan and manage your life in unimaginable ways. This book over the years will be expanded and enlarged to incorporate specific stories from those received from today's readers. People like you, you don't need to make it to the moon to be a success story. But you will need to think, plan and act and employ the energy multiplier in your 'called upon' life.

Calling you to succeed,

MK



The easiest person to deceive is one's own self
- Edmund Bulwer-Lytton

### What is the expectancy of the work you are doing?

First, is it the right thing to be doing, who knows at this point? Many a lives are stuck in a bog, not a blog, for doing things that didn't work in the first place and are repeated by the doer or friend of the doer. Typically, we are taught through long explanations on how thought "ought" to work. But you and I know better and conventional life teaches us certain ways to work and perform. The problem is that most of those ways don't employ a multiplier and all of the effort is one-to-one with limiting results. I used to work with a fellow that had on his office wall a poster of a caveman at a grinding stone with a message saying, "keep your nose to the grindstone and you'll get old" What it illustrates that good work ethic and perseverance is essential, you must be grinding at the right things. Today the people we come in contact with teachers, friends, relatives or anyone else rarely know about the multiplier and very few are able to lend the tools, techniques, and strategies to formulate expectancy of winning at the right things. So life goes on... people recreate the wheel and we learn the hard way- from trial and error.

Man is not the creature of circumstances. Circumstances are the creatures of men.

- Benjamin Disraeli

#### Close your knowledge gap, learn from those who have experiences

- Experience is the only prophecy of wise men – Alphonse de Lamartine

The fastest way to reduce your time to slicing your learning curve in half or more is to seek out those who have accomplished what you desire to do. Admit it, you can't do everything, you don't know everything. Neither do I, but a surefire way to attaining that knowledge is to link with someone who has. Yes, an education and degree are very helpful and demanding in today's world. It won't propel you to success, wisdom or understanding. So open your eyes and learn to be an expert of learning from others who have had both positive and negative experiences, the idea is not to repeat the mistakes. As in manufacturing when a quality failure occurs with the product during the making of it, a very formalized set of steps is instituted to find the root cause, develop a action plan and error/mistake proof it so it doesn't happen again. So is the same when you receive gifted energy.

- He that is taught only by himself has a fool for a master.
- Ben Johnson

At times, it's been said that experience is your best teacher, I bet if you were given a "called upon" life workbook at age 20 you would think differently. Learning from your own experience requires a great deal of energy, and if the experience is shopping for a car, then wow what a great deal of energy and time otherwise that could have been expended in adding gift energy in your workbook. Many of these so-called life's experiences have been cut in half by the use of the internet, car buying is just one. One experience repeated over and over is the monthly phone bill, based on use it determines a billing, its voluntary, reduce use and the bill diminishes or nowadays switch to a different mode of communication altogether. Discovering on your own experiences also can be painful, generally very costly or bad for your health. Copy the actions of others who you know have achieved success or constantly hurdle bottlenecks to attain solutions. Some of the best ways to replicate others even ones you don't know will be later discussed, but tonight go read some stories on <a href="https://www.biographies.com">www.biographies.com</a>. Also remember to gift out energy, it tends to return in volumes.

Life spent as most do.....

I said, spending life, yes the analogy of it being a bank account is true and at the end of each day it zeros out. Everybody has only two things that are identically equal, the time which each one of us has daily and the rate of use of the time. People have 168 hours per week to spend and no more. We work forty hours a week for survival (and that's getting harder to do), sixty hours a week to strive and eighty hours a week to excel. My observations have proven to me that a large majority of the people can be "busy". But just what are they "busy" at... walking from their desk, socializing at the water fountain, housekeeping, animated games, etc. Then wha..la the day has ended and in twelve hours its time to start it all over again.

"habits are the shorthand of behavior" - Julie Henderson

It truly is what we repeat daily that make us into tomorrow's aspirations. If you made of list of your dreams and goals and were given the tools and instructions for using the tools to get you to succeeding at your goals, would you then be open to some energy ripping, explosively positive changes? The act of changing and shedding the current mundane is the only way to reach the apex of what you want in life.

"Habit rules the unreflecting herd". - William Wordsworth

I know you have dreams or at least dreams for others, I will show you how to make them happen, but you must begin today, reading this is the first step. "We become what we think about" – Napoleon Hill said it best. Yet will that get us from here to there. I say not entirely, "we must activate the multiplier" to manifest a dream and goal. Otherwise, without a multiplier, you may become bogged out in the swamp of wishes. In the swamp of wishes, no one wants to help, for fear of their own existence and the energy level is minimal. Unlike Disney's hit Shreik, you become an Oger not a hero. But with the use of the formula to expound upon many great things are for you being able to do:

Assess life and set inspired goals in-line with your values Elevate your body's wellness and appreciate fitness Increase your personal performances by being effective with time Make things happen and attract like-kindness Control your thoughts independently Control emotions before they control you Activate your energy multiplier Build positive and powerful relationships of synergy

All these things can and will happen, believe me, it's all achievable if you follow my GreenLife strategies. Here is the formula

Thinking + Planning + Acting + Energy Multiplier = desired result

Thinking, Dreaming and wishing – you choose the final result of what you want to attain Planning, strategizing, and goal setting – Step by step techniques to achieve the dreams in prompt fashion Acting and Repeating – Consciously and continuously applying the strategic techniques to seize each opportunity Attracting the Multiplier – affirmations to gain energy from borrowed idle deposits, attracting energy, and reciprocal gift energy

Isn't it easy, straight-forward, practical and possible. Best of all results are guaranteed. So let's begin...now.

An excerpt from may business e-book – found on www.409kuhr-law.com

"In the early years, I struggled-greatly, I was naïve to the whims of very sly business operators. The costs are still felt today, however with the help of a very trustworthy friend, an attorney, his guidance and advice pointed my energies on a more decisive setting. Some successes occurred along the way, knowing what to do is essential, knowing what not to do is paramount. I related my whole experience close to riding a bike, I know it's a bit of a cliché but it's very true. Along the journey, many stumbles, falls, and scratches will occur, but eventually the pedals begin to go up and down in smooth fashion, the chain remains tight and the rear wheel rotates at a regular speed. Such achievement is the beginning to predictable occurrences in business. It's that unique instant of time in the business life cycle, when you can begin to forecast business traffic, develop marketing plans, and strategically plan for revenue growth.

Whether it is a short or long ramp up time to smooth pedaling, it will be prerequisite experience, one that must be achieved first hand and not circumvented. My findings have found that affiliation with a strong, sharp, and well experienced organization can be the quickest ways to reduce the number of hours this first hand experience consumes.

Instructing via a teachable system is what I do and know, writing is another story, altogether.

The system took me more than fifteen years to develop and an enormous amount of money to find the right mix. Each lesson is supported by real world accounts based on my experiences backed by actual documentation, evidence that is laid out in a logical format with descriptors detailing key secrets about the strategies discussed.





## Life is what it is......Assessing Life and Awe-

Shallow men believe in luck. Strong men believe in cause and effect.

- Ralph Waldo Emerson

You are here today... this is the world upon which we live. There were people before you and their will be people after you. It's a space in time you currently occupy, it can be enjoyed, loved and maximized or it can be left to pass, regardless this gift of space comes with a bonus, fortified with energy. Time is ever moving, never stopping, it alone generates a certain amount of energy. Similarly there was time before you, your present time and time after you your future time. Hung up on the time or events that have long lapsed by, they will only carve out the time of which you have today. Yet, we are here today and it is what it is... no judgment, just vibrant living. Your time now is for living now and controlling the events of today while yielding a vision for tomorrow. This is Life... now what....

You have control choices over your life, which is either to attain expert knowledge in a field or not. Putting your nose to a low yielding grindstone will result in getting old, whereas a successful training system supplemented with mentoring by someone with first hand knowledge can answer your dream. Ultimately, you will be the only one responsible for success or failure. That kind of personal power is hard to come by.

#### Moments in Time

Work in the present, you have no power to change your past. However you do have the power in the present moment to change your thoughts, feelings and most importantly your attitude about the events of yesteryear. The past is the past and focus on the present before the present becomes the past of lived events.

Its easy to get to where you don't want to be going, decide where you intend to be.

#### Assessing and Accepting today

The really happy [person] is one who can enjoy the scenery on a detour - Anonymous

In the early years, I struggled-greatly, I was naïve to the whims of very sly business operators. The costs are still felt today, however with the help of a very trustworthy friend, an attorney, his guidance and advice pointed my energies on a more decisive setting. Some successes occurred along the way, knowing what do you is essential, knowing what not to do is paramount. I related my whole experience close to riding a bike, I know it's a bit of a cliché but it's very true. Along the journey, many stumbles, falls, and scratches will occur, but eventually the pedals begin to go up and down in smooth fashion, the chain remains tight and the rear wheel rotates at a regular speed. Such achievement is the beginning to predictable occurrences in business. It's that unique instant of time in the business life cycle, when you can begin to forecast, develop, and strategically plan for growth.

For the next ten minutes, think of you and accept what today is. Then envision were your want to go, don't bother with writing it down yet, that's for later.

You have experiences, good, bad or indifferent can they be gifted along to another, so they may be repeated and grown upon or avoided and made caution of. Simple experience count too, buying a car or home, marriage, fixing a window, sewing a dress, making a dinner, handled a work problem or even how do you relax. All are valid experiences that can be gifted to another. Write them down quickly, tell your own success story, most of all make sure it gets in the hands of the next generation

Now that you are here... you need to get there...

#### Premise and Theory

As an engineer I have noticed that in life as in manufacturing that the Laws of Thermodynamics apply exactly to the way we live and the strategies of life. The premises is that energy, the essence of what it takes to achieve goals can be borrowed, attracted and divine creation. Similarly in thermodynamics:

Energy, like the biblical grain of the mustard, will remove mountains Hosea Ballou

#### LAWS OF THERMODYNAMICS

<u>Energy</u> exists in many forms, such as heat, light, chemical energy, and electrical energy. Energy is the ability to bring about change or to do work. Thermodynamics is the study of energy.

<u>First Law of Thermodynamics</u>: Energy can be changed from one form to another, but it cannot be created or destroyed. The total amount of energy and matter in the Universe remains constant, merely changing from one form to another. The First Law of Thermodynamics (Conservation) states that energy is always conserved, it cannot be created or destroyed. In essence, energy can be converted from one form into another. <u>Click here for another page (developed by Dr. John Pratte, Clayton State Univ., GA) covering thermodynamics</u>.

The <u>Second Law of Thermodynamics</u> states that "in all energy exchanges, if no energy enters or leaves the system, the potential energy of the state will always be less than that of the initial state." This is also commonly referred to as <u>entropy</u>. A watchspring-driven watch will run until the potential energy in the spring is converted, and not again until energy is reapplied to the spring to rewind it. A car that has run out of gas will not run again until you walk 10 miles to a gas station and refuel the car. Once the potential energy locked in carbohydrates is converted into kinetic energy (energy in use or motion), the organism will get no more until energy is input again. In the process of energy transfer, some energy will dissipate as heat. <u>Entropy</u> is a measure of disorder: cells are NOT disordered and so have low entropy. The flow of energy maintains order and life. Entropy wins when organisms cease to take in energy and die.

The use of the energy multiplier comes to you when you gift energy away or attract the energy to you. The conditions must be right for attraction and when energy arrives in whatever form, (help from a friend, business arrangement, etc) it must be quickly assessed and seized, if not the energy can be redirected elsewhere.

Goals & Attainment

Goals without deadlines are merely wishes – zig ziglar

I came from a family of tool & die – fabricating folks, my dad, his dad, his uncle, all possessing a craft a unique skill. In Tool & Die work you get a blueprint or a sketch on a napkin and asked to make something out of nothing a functional tool at that. (much like the tools in life). This tool & die work is a time honored craft and still practiced by my family today (J & R Maching), My mother is a homemaker, talk about a craft. But each have their own database of knowledge and experiences that are giftable. Knowledge is built and pasted down. Goals are similar, they generally, begin with a rough foggy idea, then with the thinking and dreams, the goal starts to emerge and with about three rewrites the goal is crystallized.

Elements of thinking, visualizing and acting *I am not afraid of storms, for I am learning to sail my ship.* – Lousia May Alcott Throw it all out then, sift and sort, keep ten percent. Prioritize, separate the home runs from the singles

In a Reader's Digest Article I kept along the way, I read the story when the famous Notre Dame head Coach Lou Holtz was prepping his players for a big game he would have them mentally envision their talents of tackling, running, blocking passes, scoring touchdowns and so on. It was a way of seeing the goal and working towards its eventual outcome. The article also told of a story of a concert pianist who was sent to exile, practiced scores of music in his mind and upon release went on to play some of the most beautiful music heard.

First is to determine the vision of where you want to be or your expectation of doing. Then the supporting attitude must be there to follow. Determination and persistence are the two key factors to organic farming success and don't waiver until insurmountable circumstances actual arrive.

My father always told me "you'll never get to where you want to go if you don't

know where you're going ". That's about the simplest analogy I've ever heard for setting a goal and sticking to it.

Most importantly, as an author, business speaker and developer of training systems, I will explain in detail the complete process or the whole picture ... as some may say. I not only emphasize the importance of a system, but the action steps necessary to address special situations followed with exercising strategies to generate a "called upon" life.

For me, I, personally, learned it the hard way. Through spending gobs of money and wasting large blocks of time, I have compiled my research and findings into the trainable, usable, and achievable system found throughout this book. I will discuss and describe to you every technique I know for success, as well as tips on eating and enjoying life. The last two must do's are using active habits and celebration campaigns of which are critical to the overall formula of creating a powerful repeatable lifestyle.





"if we can't be an example, we should at least be a warning."

There are several myths about living today. One is a joke (but to the point) Three guys enter I the pearly gates of heaven and are asked so my sons why are you here and what was your contribution to my laws, The first says I passed on the temptation of drug dealing, very good, the second(super successful) says I passed around my energy and it multiplied, very good, the third says, I just passed gas and I'll need a fan. Yes, at times in everyone's life, a life fan is necessary to encourage and support achievement even under the strangest of conditions. In General, most conditions and circumstances are not placed at your door step, they arrive due to the activities that you spent on each day. Whether that means at times you might have been over anguish to receive, carried oneself just right in intensity or demonstrated lack of doing. Each activity will yield a result, the result is guaranteed, to occur. At times, such manufactured circumstances will either pick you up or take you down, to do some re-thinking. No matter what the circumstances they must be handled.

Several million people annually ponder the thought and then start toward increasing their career credentials or begin a business. While most begin by obtaining more education or reading various business books fewer desire to completely map out the next year or two or three, even some become all to tempted by the possibility of taking short cuts to get to their goal quicker. To the make the case...you mean to tell me.... All I have to do is order the franchise package and poof I can be instantly successful? Can you imagine how many current and past business owners, buy a philosophy and then take money to put it to work in the wonderful world of owning a business? Scary! What's really shocking is that many never really had experience from either a common industry or sought out a true mentor to guide them in the first few steps and only a handful that are what I consider active doers, are really understanding their self-development or business operations. So just imagine all of the exponential growth, all without proper training – sounds like mega competition the uses of the energies of the universe. What I am trying to promote is a low-key value based skills building method through the thoughtful use of training tools I've developed that are made for everyone to understand. However, if your self-promotion is too low-key it will be evident in the results.

The alternative to this book, which you should be made aware is to enroll in a self – psychology course. A community college level course may supply many basic terms and methods currently used evaluating who you are and how you function. The course I offer is unorthodox in process and in many ways abbreviates the fluff of attaining success and cuts it to a set of mechanical steps. There are easier, more direct ways to learn goal achievement or personal growth attributes than what I promote and you should be aware of them. The traditional personal growth book is the bible which provides an avenue to where your personal preservation is offered to everybody. Our system seeks to create your steps in personal growth as a nucleus and be the sifter of opportunities rather than the presenter of them.

Some Popular Myths Include:

Can I start by doing "Nothing" – It looks so easy.

Optimism is an intellectual choice

- Diana Schneider

**True!** But not with my system. I need to define "nothing" because a number of people have said to me that I was awed and inspired by your way of simplifying the steps to success, then proceeded to describe thorough excerpts of the e-book, but fail to write what was being asked. While planning and strategies are important, the application of the tools is where the real action must occur. Without you taking deliberate step of action, the result sits, waits and wanes to find its owner. Similarly the puppy dog who will wait for its owner, to return from a day away. If the owner failed to ever return the puppy still waits with anticipation. Results are there they just need to be brought home.

#### The three most important things in life are study, study, study.

**False!** Don't get me wrong... concise studying on the right things helps immensely. The three most important things in determining success are write down – dreams, goals, tasks, seek and attract those with the answers, and redistribute your energy to receive reciprocal energies. The most important thing in your personal growth is you and the magnitude and probability of succeeding at each goal. What I'm saying is that return of energy is more important than return on energy. There is generally more gain in the cultivating of those that can help than those who don't see your vision. Keep in mind that a highly profitable site can go sour over time if your ability to attract a solid customer base is hampered.

#### With the right idea, very little will have to be spent on promoting that idea.

This is also **False!** The secret lies in using low-cost outlets to create a campaign that attracts quality people to your idea. These include direct mail, yellow pages, internet and offline traditional ad campaigns, such as classified ads, TV, radio, etc.

#### Personal growth windows vanish over a period of time.

This one is **false.** Your personal growth may come at variety of times in your life. One thing is certain that the windows of opportunity continue to present themselves as we age. Meaning that each day we march to our final resting place the opportunities to act do occur the real test is determining if the mind, body, and energy sources are with us to capitalize on the presented opportunity. Further evidence to the fact, that the diversification of life is a must to contributing to offering others our intellect, our energies and our guidance.

If you approach the subject of making dreams, drafting goals, and carrying out tasks as a project that needs management oversight then your on the right track. Then prior to the initiation of the project, look closely at the probability, assigned jobs and risks associated with such project. Noting that the "jobs to do list" may or may not be completely carried out by yourself, but determine early on if you must borrow energy to accomplish your goals. More importantly, where should you go to get those energies or set the conditions to attract the help that is in need.

Does succeeding sound like a long shot?... Well, it isn't those featured on biography have eclipsed to that certain plateau and have made their mark and impressed the soils of America. For economic, as well as personal reasons, the decision to become a goals seeking specialist should be very easy. The sense of control is attractive, and it is not surprising that a great potential for abundance in many forms is attainable from putting forth your focused effort. You can realize this too.

Maybe you want to gain control over your time, achieve freedom from debt, release your actions from oppressive governmental constraints, or to just show your family that you are engaged in a straightforward income producing pursuit. No matter what your reasons for starting in attaining the potential inside you, this book is for you.



Even nectar is poison if taken in excess – Hindu Proverb

#### Handling stress

Relax, ten deep breathes, exercise for min. of 40 min for every other day Eliminate Negativity and drain people from your life Affirm to yourself "it to will pass"

Don't be judgmental

Decrease your emotional involvement

Focus on desires

#### Flee from Fatigue

Cut down on the amount of food intake Push past fatigue get up and walk Drink plenty of water quickly Take Deep breathes Activate your adrenaline glands Re-read your goals and objectives. Fabricate to overcome Fears Caution is ok Worry creates negative conditions Get yourself comfortable Visualize the positive outcome

#### **Replacement Energy**

Why Eat Organic Foods?

Organic gardening and eating organic food protect our children

The food choices you make for your children's health when they are in your dominion (control and responsibility) will impact their health in the future. Read more

Children receive up to four times more exposure than adults to cancer-causing pesticides in foods, and they are more vulnerable because of their size and their developing bodies. Even baby foods grown with pesticides show pesticide residues. Read more

Switching to an organic diet from a conventional one provides a relatively simple way for parents to reduce their children's exposure to several pesticides. Read more

#### Eating organic protects your own personal health

Over 400 different pesticides are used in non-organic farming (also known as conventional farming). Pesticides are poisons designed to kill living organisms; their residues are present in the foods we eat.

#### Organic agriculture protects our water supply

Organic farming bans artificial fertilizers which pollute our waters. The U. S. Environmental Protection Agency (EPA) estimates that pesticides pollute the primary source of drinking water for more than half the country's population.

#### Organic agriculture preserves healthy soils

Over 30 billion tons of topsoil are eroded from crop lands in the U.S. each year, much of it due to the conventional farming practice of mono-cropping (the planting of vast areas with the same crop year after year) and other

conventional farming practices. Soil is the foundation of the food chain, which is necessary for the existence of man.

#### Organic agriculture prevents biodiversity Loss

The loss of a a variety of species (biodiversity) is a critical concern for a balanced ecosystem for our planet. Conventional farmers have ignored the value of preserving a diversity of seed varieties and the lack of natural diversity of plant life has negatively affected soil quality

The world can exist quite easily without man; the world cannot exist without ants, bees, and other creatures.

#### Organic agriculture supports sustainable practices.

Sustainable farming will be the future of the planet.

#### Organic agriculture saves energy

Organic farms use more human energy and less fossil fuels. More energy is now used to produce synthetic fertilizers than to till, cultivate and harvest all the crops in the U.S.

#### Organic food may be more nutritious

Although this is disputed by conventional agriculture, it appears to be true if for no other reason than conventional agriculture uses varieties which have been selectively bred for fast growth and high production. Read more

#### Organic foods contain more antioxidants.

Fruits and veggies grown organically show significantly higher levels of cancer-fighting <u>antioxidants</u> than conventionally grown foods. Research suggests that pesticides and herbicides actually thwart the production of phenolics--chemicals that act as a plant's natural defense. <u>Read more.</u>

#### Organic foods are not genetically modified.

The only way to make certain you are not eating genetically modified foods in North America is to eat organic.

#### Organic farming nurtures and protects wildlife.

Since World War II, conventional agriculture has destroyed wildlife. Organic farming works with nature to provide a safe place for wildlife.

#### Organic foods protect farm worker health.

Farm workers have higher exposure to harmful pesticides.

#### Organic foods generally taste better.

Many people prefer organic food because they say it tastes better. A number of top chefs in the United States and Europe choose organic foods for the pure taste of organics.

#### Organic food sales help small farmers

Although more and more large scale farms are making the conversion to organic practices, most organic farms are small independently owned and operated family farms of less than 100 acres.

More die in the United States of too much food than of too little.

- John Kenneth Galbraith



## **More Goal Planning**

Life has value only when it has something valuable as its object

- Georg Wilhelm Fredrich Hegel

Goal Planning: Another must do

What's In it for Me? The WII-FM station

You may be thinking: Why should I spend my time drawing up a life plan? What's in it for me? If you've never drawn up a plan, you are right in wanting to hear about the possible benefits before you do your work.

- (1) The first, and most important, benefit is that a plan gives you a path to follow. A plan makes the future what you want it to be. A plan with goals and action steps allows you to guide your life/business through turbulent economic seas and into harbors of your choice. The alternative is drifting into "any old port in a storm."
- (2) A plan makes it easy to let you take action. By reading, or hearing, the details of your plan you will have real insight into your situation if things seem attainable.
- (3) A plan can be a communications tool when you need to orient others and call upon your goals.
- (4) A plan can help you develop as a goal manager. It can give you practice in thinking about competitive conditions, promotional opportunities, and situations that seem to be advantageous to your goals. Such practice over a period of time can help increase an owner- manager's ability to make judgments.

There are as many rewards and reasons for being in business as there are business owners. Why are you in business?

A business plan offers at least four benefits. You may find others as you make and use such a plan. The four are: What you are to accomplish, what direction yourself for success, what is the way you earn your keep, and is your dreams when written become a believable story.

#### MAKING YOUR "CALLED UPON" LIFE HANDBOOK

If a man will begin with certainties, he shall end in doubts, but if he will be content to begin with doubts, he shall end in certainties. – Francis Bacon

<u>Assemble your Dream List</u> – sketch out a paragraph of events you wish were to happen, with out limitation of opportunites – flush out time, money, knowledge & talent, family include possessions and desires to become. Allow for expansion in the future

<u>Assemble your Goals</u> – defined, specific, workable actions and measurable – able to accomplish in 1 year. Believable, affirmations of it occurring, written down, action verbs, review it daily. Appeal your goals to your senses. Remember goals do not have be your own? It ok to takeover some else's goal if it aligns with your values and dreams.

Assemble a list of important values - harmonize your life with knowing your values

<u>Insert the task list and steps to problems solving</u> - compare goals and values then eliminate those that don't match. Develop action plan with objectives and steps to complete the objective.

Think in the morning, Act in the noon, Eat in the evening, Sleep at night.

- William Blake

<u>Create a daily activities list</u> – the evening before every day after carefully prioritizing the objectives, separate activities to main values. – review and repeat.

The actions of men are the best interpreters of their thoughts – John Locke



## The strategies-problem solving

Let me tell you the secret that has led me to my goal, my strength lies solely in my tenacity.

- Louis Pasteur

The energy secret is essential to problem solving

- 1. State a question
- 2. Collect information
- 3. Form a hypothesis
- 4. Test the hypothesis
- 5. Observe
- 6. Record & study the data
- 7. Draw a conclusion

Excellence is achieved by the mastery of fundamentals.

- Vince Lombardi

The energy secret is essential to achieve goals and overcome bottlenecks

- 1. State the goal or issue in a statement or question form identifying the reasonable date.
- 1. Rewrite it 2 times and keep it in your pocket
- 2. Gather some data about your goal and form a hypothesis or visual outcome
- 3. KEY: seek advice from someone who has achieved it before
- A. Tap into infinite energy source prayer conditioning B. borrowed energy from the universe
  - 1. Must write down over and over
  - 2. Seek the person you think best able to help be cautious in this mode
  - 3. Attract the right person that can assist with answers through proper intentions
  - 4. Borrow the right energy
  - 5. Create conditions that can achieve a desired outcome
- 4. The harnessing of the presented energy needs to be seized promptly, if not, that energy will be attracted elsewhere.
- 5. Breathe
- 6. Rewrite it again before resting

Diligence is the mother of good fortune, and idleness, its opposite, never lead to good intention's goal - Miguel de Ceravntes

Supplement steps to attract energy:

- 1. Act
- 2. Act again
- 3. Act once more
- 4. Act differently
- 5. Act again tomorrow
- 6. Act and ask for help identified as the "helping point"
- 7. Find someone who's done it Example is the school mankind, and they will learn at no other Edmund Burke
- 8. Determine what is not working
- 9. Determine what is working

#### 10. Act once more

*I find I am luckier when I work harder*- Dr. Denton Cooley



# TURN PERSONAL PERFORMANCE INTO HABIT

Without discipline, there's no life at all - Katherine Hepburn

Discipline yourself

Maintain focus

Destiny is no matter of chance. It is a matter of choice: it is not a thing to be waited for, it is a thing to be achieved - William Jennings Bryan

Keep your commitments

No excuses

Deliver on promise

Allow ample time and add ten percent

Prepare in advance

If fate doesn't adjust itself to you, then adjust yourself to Fate

- Persian Proverb

Prioritize your time

Design in personal time

Nurture the relationships at home

Source out low priority activities

Eliminate interruptions

The whole secret of life is to be interested in one thing profoundly an in a thousand other things well.

- Hugh Walpole

Have a central message mailbox

Draft in your peak times:

Be on the alert to recognize your prime at whatever time of your life it may occur – Muriel Spark

Credibility and image go hand and hand,

The secret of life is not to do what you like, but like what you do.

- American Proverb



Men's natures are alike; it is their habits that carry them far apart
- Confucius

Avoid emails until to two critical times you set in the day Avoid text messaging if it is only chatter Focus on your tasks and seek the help of others Use technology as a tool not as a ringing door bell Lean principles and 5'S

At the end of the day add some comedy – Do not take life too seriously. You never get out of it alive – Elbert Hubbard



## LOVE & MONEY & KNOWLEDGE

Some people are looking for peaches and some are looking for pears -Lou Bascaglia for matters on relationships

He who will not economize will have to agonize - Confucius

Monetary Wealth is challenging to attain. It can be elusive and plentiful all at the same stroke of a pen. Money is a tool, keep that in mind.

Warren Buffet's Money Rules: Rule #1: don't lose money

Rule #2: don't forget rule #1

Practice is the best of all instructors

- Publilus Syrus

It is by acts and not by ideas that people live

- Anatole France

Knowledge -

A man is but what he knoweth -

- Francis Bacon

Seek advice from those who really know, not just pretenders.

Find knowledge through progressive research. Search on line with securities and exchange commission, bankruptcy courts, libraries, county register offices.



### **CREATE FOOT TRAFFIC & BUZZ**

#### **SUMMARY**

The quality and thoroughness of your training programs directly reflects the quality and thoroughness of your personal growth experiences. The first true exposure a new goal acheiver has is the training process. When

the training process is presented in a professional manner, with professionally prepared materials presented by professional people, the goal acheiver feels good. If the training, materials, and are prepared and effective, the acheiver

begins to resist and questions his choice of job duties. The training process is his first fulfillment of this promise. When the support staff is confident and well trained, then customers will keep coming back for more. Its Buzz that cannot be purchased, it's the volumes of energy from those saying good things about your work.



## **ENERGY MULTIPLIER**

Decide what you want, decide what you are willing to exchange for it. Establish your priorities and go to work.
- H. L. Hunt

YOU HAVE A FINITE AMOUNT OF ENERGY RESERVES, TO GO BEYOND YOURSELF YOU MUST EITHER BORROW IT, ATTRACT IT OR AFFIRM DIVINE ENERGIES. THE LACK OF USING ENERGY WHEN PRESENTED RESULTS IN THAT ENERGY MOVING TO ITS ATTRACTED LOCATION. YOUR PAST ENERGIES CAN BE COMPILED TO EXPAND CURRENT ENERGIES RESULTING IN KNOWLEDGE GAP COMPRESSION. GIFTED ENERGY CAN BE CALLED UPON FOR YOUR LIFE'S INTENTIONS.

The purpose of getting power is to be able to give it away.

- Aneurin Bevan



## YOUR DUTY:become INVOLVED

#### Become involved in Life

It's a must to become a member of the trade organization which can represent you at the high levels, that is in the legislature. With the stroke of a pen your whole business livelihood could change and put you and your families financial picture in jeporady. Get involved at the state level, its where most of the bills will come from that have the greatest effect on you. Some states do not regulate this business and for that no state organization may be available.

Some of the advantages of professional trade organization include training on new laws, business operations, and customer service. Also as a member, many professional organizations offer discounted advertising and documentation services.

Local chambers of commerce

Because of your standing in the community, becoming a member of the chamber of commerce is critical to developing the important local business contacts. Let's face when you go home at night you have neighbors that you have to live near. As a business owner it's a good idea to get friendly with your business neighbors. In times of need, they might provide a helping hand.

Cannons

We judge ourselves by what we feel capable of doing while others judge us by what we have already done.

- Henery Wadsworth Longfellow