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Breakthroughs To Success

Written by Jeffery Combs

Isn't it time you broke through the invisible barriers that keep you struggling? I believe that we are all created brilliant, artistic, creative, and loving. It is our past, or our emotions connected to our past, that keep us stuck. A "Breakthrough" is the ability to create a rapid change, a shift in thought, a synchronistic event, an 'Aha' moment that allows us to let go, to move through an invisible barrier, and to radically change at any given moment. Can change be easy or is change hard? Isn't that the question?

I have been through a lot of changes in my life. I spent fourteen years of my life from ages 18 to 32 as a practicing addict and alcoholic. My addictions took me to a place of struggle, despair, incarceration, and to living with my parents at age 31. I had suicidal thoughts, believing that I could not end my insane behaviors. I felt unlovable, unemployable, and unworthy, with my self-esteem so low that I was consuming a gallon of vodka a day just to dull my pain. I did not believe that I could change. Right before my thirty-second birthday I started having delirium tremors, otherwise known as DT's, a physical state where your body convulses. I went to a doctor believing that I was having a heart attack. He immediately called an ambulance and I was taken to a detox center. The center I was taken to was a four day detox center, followed by a twenty-six day treatment program, and I decided to stay the first night. I made a decision that night that I would never

take a drink again. I have been able to keep that commitment one day at a time for 365 days for almost fifteen years.

Was this decision hard or was it easy? For me, it was very hard to get to the point of reaching that one major decision. However, once I made that decision, I found it was easy to stick with my commitment. That one simple decision has been the most important decision of my life. You see, at the point in my life when I made that particular decision to never drink again, "the pain was great enough" for me to change. This is not typically the best way to make Breakthroughs, but is typically the way most of society changes.

I have had the privilege of personally coaching well over 1,000 clients in the last few years and I have found that most members of society make the decisions that have the most impact on their lives when "their back is against the wall," when they are destitute, when they have failed over and over, or as I stated, "when the pain is great enough." As an entrepreneur, I ended up \$65,000 upside down in credit card debt and also borrowed \$11,000 from two sources. I reached a point where the only way out of my dilemma was massive success. Once again, I went to the well that never fails me, and made a simple decision that I committed to. I decided I would not be denied my success, peace, freedom, and self-love.

The real payoff has been the fifteen year process in the journey, not just the financial reward. I believe it is not what you get but what you become that matters most in life. What you become or what you are is what you will attract. You will get what you expect. I refer to this as the law of attraction. Breakthroughs are not nearly as difficult as we as a society perceive. I have found through my coaching that the average person fears success far more than failing. In order to succeed we let go of struggle, but if struggle is all we know, then what will become of our ego? People fear success (change) because it is the unknown, even though it is what they desire. People begin to express fears such as, "Success might feel uncomfortable, it might ...Continued on Next Page

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upset a loved one, and it might show up my family. I might out-earn my parents or friends. What will the neighbors think? I won't be able to handle success. The IRS or government will take all my money. I can't lead people. I don't want to be responsible." These are all emotional reasons people struggle and avoid change.

Knowing and understanding how to change becomes the key, and now I am talking about *why*, not just how. Why we do what we do becomes the beginning of change. This is about cause and effect. If you only address the effect, then you never really get to the cause.

I created a 2-1/2 day workshop, "Breakthroughs To Success," for thirty people that takes place seven times a year to specifically teaches the participants how to have "Breakthroughs" in the moment. This workshop has become my signature product and is what I am most passionate about - assisting people to change, *now*. During this event, an environment is created that is so safe that the participants are able to take off their egos for 2-1/2 days. A trust is formed where thirty people come together and connect from a deeper level than they ever have connected before. I call this connecting from the heart. We do exercises with "getting money right" where people start to address their subconscious emotional resistance to money. Barriers about trust and love start to come down and the participants start to connect from their hearts and their souls - not from their heads. The participants start to heal themselves and each other "in the moment" without stopping to think what is and is not possible. Emotional weight is released and old pain and repressed anger is addressed in this environment. In this workshop I have seen and witnessed many, many examples of people changing in the moment. I call this "changing without trying."

Is changing hard or is it easy? This is a matter of perception. Resisting change and continuing a pattern of self-sabotage can last a lifetime, or at any given moment we can choose to make decisions in the moment that allow us to change right now. It is not the physical act of change that is so

difficult. It is the decision that most people have the greatest challenge with. You can choose to be a "struggleaholic" or you can choose to be an "E.Z.ologist." The choice is yours. Are you ready to "Breakthrough" your own invisible barriers and discover the power of belief?

Jeffery Combs

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You Never Get Anywhere When You Go on a Guilt Trip

Written by
Anne Sermons Gillis

We have riots; murders, war and people starve to death. There is real suffering everywhere. Is it okay to have it easy, when people are suffering and dying?

When I was growing up one of the critical issues were the children in Africa. Information about their plight was disseminated at meal-time. I didn't know whether the kids were actually starving or if the story was fabricated to force me to eat. Sound familiar?

It took almost thirty years to realize that being a member of the clean plate club was no longer desirable and that my eating habits would in no way affect the amount of food available to African children. I stopped forcing myself to eat everything on my plate, but the guilt of *having* in a *have not* world remained. As an EZosophist I question the value of that kind of guilt. Guilt about Africa or other under advantaged populations qualifies as Ego Driven Suffering (EDS).

Today, I *know* that children, and their parents, are starving to death, not only in Africa, but in other places as well. Women are beaten, crowded prisons are commonplace, drugs abound on the streets and teachers live on small salaries.

There is instant impetus via TV, newspaper and radio to trigger guilt and upset. Television allows us to be at the crime scene minutes after a shoot out and turns war into entertainment. Newspapers give the necessary statistics to support lack thoughts and make us believe that the economy is going to fall apart tomorrow. People have the information to make nuclear bombs in their garages.

Is it possible to have an EZosophist outlook when the planet is operating in a state of emergency? Can urgent times be met without

urgent attitudes? Can we develop an easy attitude in uneasy times?

Yes, not only is it possible to have an easy attitude, it is desirable. In times when the outer world is changing, the population is exploding and children have taken up arms, it is necessary to cultivate an easy inner environment.

While growing up we made decisions that subconsciously guide our current perception. Many of were taught that life is a hard proposition, work is to be dreaded and taking time off to play requires guilt rather than enjoyment. Everything is serious including getting up in the morning and exercise.

Given the belief that life is hard, we made a decision, now forgotten, that life is hard and that suffering is necessary to be human. This is the birth of Hardaholism.

The Hardaholic Mind (HAM) goes on a mission to prove its case. The HAM searches for the evidence that life is hard. The mind overlooks all the evidence that supports joy, aliveness and ease. No matter that we don't have to hunt bears and grow our own corn, we have the insufferable task of unloading the dishwasher and taking out the trash.

Not to mention having to answer the phone when a sales person is perched at the end of the line waiting with a pre-approved credit card. What difficult situations - a HAM feast!

Our media reports evidence that supports the life is hard and dwindling down to a few endangered resources theory. The HAM loves the news because it isn't looking for the creativity, compassion, wisdom and power of the people. The HAM stalks poverty, pain and hope and finds it

"There is pain and suffering. People are starving. How do we handle it?

We can't just shut our eyes. We must be informed." This is the mind trip the ego delivers. "Do not to think of ease because there is real suffering on the planet." The mind drones on.

Is there a solution? What can an EZosophist do to be responsible and yet avoid martyr like suffering and useless pain?

Of course, there's an answer. The master told us of an inner-directed state called the peace that passes understanding. EZosophists rest in the inner state of peace while dealing with the outer commotion.

The EZosophist learns to distinguish between genuine suffering and EDS. Suffering is germane to some circumstances, but when suffering occurs as the result of a life script decision, aliveness diminishes.

EDS fuels our guilt, makes us feel sorry



for ourselves without just cause and allows us to stay powerless, hopeless and helpless. Awareness of self-manufactured suffering is the first step to choosing out of it. Drop it. EDS is an addiction that robs us of the pleasure and ease of life. We must opt out by lifting our thoughts out of the mental gutter.

Often when intense feelings are triggered by the plight of starving children, it points to personal feelings of starving for attention, time off or affection. When we stop projecting our pain onto others and turn attention to ourselves, we can provide the attention and care we need for ourselves. Thus we empower ourselves with the energy needed to help in external crises.

We are innocent. We don't need to suffer about every little thing. We are privileged people. Becoming underprivileged will not help anyone of the best things we can do for those who suffer and have pain is to appreciate what we have, count our blessings and be thankful rather than being guilty.

The EZosophist feels compassion for those who suffer poverty, pain and physical peril without taking on the pain.

Again, the answer is easy: Identify the EDS; Drop it; Appreciate what you have; be compassionate towards others suffering, but don't take on the burden. Remember, if you take on other's suffering, then you probably are not dealing with your own.

Do your work and you will make life easier. And remember the eight word miracle mantra; *everything can be easy or at least easier.*

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Hug From The Heart
Written by Chris Pattay

Have you ever noticed how we are programmed and conditioned to do certain things, to think a certain way, to act in a specific manner... many times rather than what feels right, we are trained to "think" the way it's supposed to be.

How about hugging? Hugging you may ask? How were we programmed, trained and conditioned to hug? Are there different ways to hug?

The next time you hug someone special, pay close attention to your physical actions. Do you hug the way you "think" you are supposed to hug? Try hugging the way it "feels" right. Hug from the heart. Hug heart to heart.

How do you do this you may ask? That is, how do I hug from the heart? Notice, we have all be trained to hug to the left. When we approach someone to hug them, we move our head and body to our left, their right. Picture it. When you hug like this, you are not hugging heart to heart.

Now try this. The next time you hug someone, approach them to your right, and place your head and body to your right and to their

left. When you hug this way, your hearts are physically connected heart to heart, thus hugging from the heart. You will feel a deeper connection with the person you are hugging!

"Ah-ha!" You've just had an 'Ah-ha' moment. Try it. It may be awkward at first because it's different from the way you've been conditioned to "think" you are supposed to hug. But once you start hugging from the heart, it will just feel right. You will never hug any other way again.

Connect Heart to Heart...

Hug From The Heart!

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Forgiveness:
Let Go & You'll Flow!

Written by Kim Adams

Only about two months ago, if anyone said the word "forgiveness" to me, my whole body would tighten up both inside and out. I was full of anger and rage and plagued and haunted by the constant chatter in my head. I could not go literally five minutes without thinking about past offenders, people who did injustices to me, who spoke inappropriately, who didn't treat me right as a child, people who I felt physically and mentally abused me. I wanted desperately to stop the way I was thinking and feeling because it had become a way of life, but I didn't know how to stop. More importantly I didn't want to stop because I felt that this would be let-

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Breakthroughs To Success

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"Forgiveness:
Let Go & You'll Flow!"

ting all of the people who hurt me "off the hook".

It wasn't until I met and coached with Jeff Combs that I realized that "forgiveness" is something that we do for ourselves, not our offenders. Why do we forgive? We forgive so that we can release, let go and move on. Whether it's moving on in our enterprises, personal life, goals, or whatever that case may be for you. Jeff taught me how to start the process of forgiveness, by kneeling in a prayer position and speaking forgiveness into existence for each of my offenders. I did this and in a matter of one week I started achieving peace. When the "internal chatter" tried to surface, I then became the "silent watcher". I realized that that my ego was so powerful that it was threatened at the fact that I was taking it off and leaving it at the door, never to put it on again. I felt spiritually "lighter" because such a mental bolder was lifted. It was awesome. As the days became weeks, I realized how much of life I missed out on by holding on to the past and how much power I actually gave to my offenders by constantly keeping them "alive" in my thoughts. We can all choose to be the "silent watcher" who recognizes and regulates the internal communication that's going on within us, or the "silent participator" who participates in and facilitates poor internal communication. Just remember, if you want to flow, you must let it go.

Kimberly Adams
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I Will Persist Until I Succeed!

Written by Pat Onorata

I want to share an experience that has recently taken place in my life that I believe would be of benefit to the readers of your newsletter since it has made such an impact on my life. I have been learning about (as well as working on) myself since I first started Network Marketing late in 1995. A good friend of mine (and fellow recovering alcoholic) had introduced me to the wonderful world of networking in my fifth year of recovery. I wasn't looking for

an opportunity at the time, but he was so excited (and I was so easily swayed at that point in my life) that I wanted to go to the meeting just to find out what he was doing, and more importantly to get him off my back! Although I didn't realize it at the time, this was a major turning point for me in my life, and the beginning of my lifelong journey on the road to personal development.

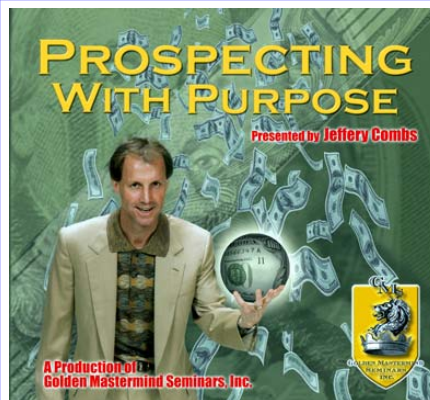
I was working in the automobile business at the time, and was making what I felt was a really good living as a finance manager at a local Ford dealership. Considering the fact that I grew up with a "poverty mindset" and thought that ten bucks an hour was doing well, \$50,000.00 + per year was something that I had never thought was attainable for "someone like me"! I was extremely proud of the fact that I had achieved this type of income, considering where I had been just five years ago.

I grew up in a totally dysfunctional family, my father was unavailable emotionally, my mother, grandfather uncle & sister were all alcoholics, and both of my grandfathers (whom I loved very much) died when I was a child. Needless to say, I withdrew from "normal behavior" due to my feelings of abandonment, and the psychological traumas that I had suffered as a child, and I became a rebellious troublemaker in my teenage years. I

dropped out of high school when I was 18 to pursue my career in alcohol & drug addiction, and I became a gas station attendant to make money. So in relation to where I was just 5 years prior (everything is relative right?) I thought I had arrived in style earning 50 grand a year, until I saw my first opportunity meeting.

I remember that first meeting like it was yesterday! There were a lot of people standing outside the room in the lobby of the Holiday Inn in Hartford, CT. There was some lively music playing, and a feeling of energy & excitement was in the air. I was trying to be cool, and not show my excitement, but the energy was really contagious! Someone finally made the announcement that the meeting was about to start, and we could all go into the room. The door opened, and like a herd of cattle, we all proceeded inside, where there was more music and excitement and I was escorted to my seat. It was an unusual feeling, and I didn't know what to expect until the speaker was introduced, and for the first time I saw an opportunity that I really got excited about! The business was built on the premise of people helping other people become successful, and helping people to save some money on their bills. We were in the position to be on the front side of some major trends that

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"I Will Persist Until I Succeed!"

were about to take place, and lastly he spoke about residual income. Doing something once, and getting paid over and over again for that one time effort, and how if you followed a simple system, talked to a lot of people, and didn't quit, you could make over ten thousand dollars per month in personal income! Ten thousand dollars a month? Part-time? Fire the boss? Wow! I was hooked right there! Everything that he said made sense, and I was ready to get started, except I had one, uh, two slight problems. The first problem was I didn't have the \$500.00 required to get started. The second problem was me.

I would like to tell you that I have, since that fateful night eight years ago, turned all of my dreams into reality, and hit the highest pin rank in my company, and that I earn \$100,000.00 per month, but I cannot. I would like to tell you that I have helped countless thousands of other people

to achieve their goals & dreams, but I cannot. I would like to tell you that I have overcome all of my fears, and have moved into the promised land cutting through the "jungle" like a charging Rhino, thick skinned and unstoppable, but alas, I cannot.

What I can tell you is this: I have discovered who I am and that I am responsible for everything that happens to me in my life. "As a man (or woman) thinks in his (or her) heart, so is he" has never made more sense to me! "For every action, there is an equal and opposite reaction" is the truth. You see, I can tell you that I have finally arrived at a place in my life, where synchronicity and serendipity are common events. The 8 years of reading the self-improvement books, listening to all of the different tapes, meeting all of my mentors and different people, and attending the hundreds of meetings, events, and seminars are all paying off. I know and understand more about me than I ever have before, and there is a reason and a lesson to be learned for everything that happens to me. I was terminated from my job last week by an individual who is miserable, spiteful, and toxic. I hated working with this person and I have since realized that the lesson that I was to

learn from the experience was that I was just like him 8 years ago! I had to go through all of the garbage that I went through to have reached the place where I am right now, and that is a place of peace, love, happiness, forgiveness, and freedom from fear! I have forgiven this individual, and I have also forgiven myself as well as everyone who has ever wronged me. I finally have come to the point of realization that I have complete control of my thoughts, and that no person, situation, or event can cause me to "feel" any emotion, unless I allow it to.

I want to share this because I know that there are some people out there who will find my story helpful, and will keep on keeping on as a result of reading it. When the student is ready, the teacher will appear! As for myself, and my business, I will persist until I succeed!

Pat Onorata
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Leadership: Is It Time to Redefine?

Written by Karen Lewis

What is leadership and how do I get it? I keep hearing over and over "I am developing leadership." Why does leadership feel so hard to get comfortable in? I have been, am surrounded by, and have observed great leaders for these past several years, but I don't seem to pick it up by osmosis! Why am I so hesitant to be a leader? What about leadership do I FEAR? Let's break it down and take a closer look at leadership through its traditionally accepted synonyms: management, control, guidance, headship, direction. AH HA... there it is control!! That is what I FEAR about leadership, control! I thought this business of networking was going to give me freedom, CONTROL is not freedom.

BUT wait...Control! It is just a word, what can it mean to our internal dialogue? Synonymous words breakdown control as: manage, power, rule, restrain, monitor, management, manipulation, influence, restraint, limitation, or check. No wonder I fear leadership. The overwhelming negative connotations of control are utilized in leadership. The use of control by leaders in our everyday life are exhibiting and exemplifying leadership in a less than savory picture. Fortunately in the business of networking, I have the opportunity to redefine and challenge the definition of ...Continued on Next Page



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In this special 8-CD audio program, Jeff shares what it truly means to have heart, and why heart is the Key Ingredient every Entrepreneur must have to achieve success and to live their dreams! You will also discover many new concepts for effectively transforming adverse situations into empowering growth experiences as you proceed on your path toward developing yourself into the leader people are looking for!

What does it truly mean to have heart?

Heart is the intangible; the invisible ingredient that is difficult to explain and measure to the average person. Heart is the magic, the juice, the stuff, fifth gear, the overdrive that great achievers in life tap into when challenges and obstacles appear. Heart is making a conscious choice to live an exceptional life rather than an average one.

Heart is about feelings and emotions rather than thinking and contemplating. This means being outside of yourself, your head, your ego, and being inside your heart and loving the process, the evolution of change. Having heart means being able to take any ball in life and saying, "Follow me! I don't know how we are going to get there, but we are. Just give me the ball."

Heart is what separates the average from the exceptional.

- Jeffery Combs

Jeff's Signature Audio Series is Available Online at

www.GoldenMastermind.com



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"Leadership:
Is It Time to Redefine?"



PEACE

Written by
Lisa Rae Molina

leadership as I know it. Since this business, in so many cases, pushes and confronts our "normal truths", it is important to redefine much of what I have seen, learned and experienced in "the real world". In networking, the positive synonyms for leadership are the norm; therefore, it is time to redefine my internal dialogue on leadership for the growth of my business.

By breaking down leadership with empowering synonyms our definition is: guidance and direction. Those are the leadership qualities I am beginning to develop in myself and my partners in this business. At least, that's what I've been observing! Redefining leadership to the network marketing model is crucial to develop my business and partners to experience the freedom and desires I am looking for and deserve. The goal of leadership is to guide and direct and assist our partners in their businesses and ultimately their leadership.

In the business of networking, there is no need for control, except to control yourself, and leadership lies in pointing people in the right direction to control themselves, to develop themselves and their businesses.

What FREEDOM!! What does that leave me free to do? To develop MY SPECIAL GIFTS to direct and guide more people looking for the freedom, financial and/or otherwise, they are looking for. By guiding and directing others in their growth, we all win. We are free to be more, do more and have more for ourselves, our families and humanity in general. By redefining leadership it frees to venture into areas and definitions we thought were prohibitive.

This shift in my beliefs frees me from guilt and creates genuine, caring leadership because there is no underlying agenda when talking to a prospect, signing up a business partner or coaching. Again, our goal is to develop ourselves and businesses through guidance and direction.

Are you ready to be the leader already within you? Or do you need to redefine leadership? I have redefined and...I AM THE LEADER PEOPLE ARE LOOKING FOR!!!

Karen Lewis
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For all of us Networkers, we know that personal growth is the key to having success in such an incredible, lucrative industry. At the start of my journey of self-discovery, about three years ago, I started to see that I was the way I was because of my conditioning. The environment I had been living in up and to this point had shaped my point of view and thoughts. My environment shaped my reality. It wasn't until recently, within the last two years, that I uncovered that despite any conditioning I had accumulated, I actually could alter my results simply by changing the way I thought, thus reprogramming some old conditioning. (Realizing this, has allowed me to go from a \$25,000 annual income to making that in an hours time!) Sound like a canned cliché – read on.

Lately I have found myself humming a tune almost continuously through out the day. That song is "Make Me a Channel of Your Peace." which was a lyric in a church song I learned when I was in grade school. Why does this song keep reappearing, I asked? I started paying attention to the feelings I was having every time this tune showed up. I finally realized the message behind the song.

What is PEACE? By Webster's definition, peace is: A state of tranquility or quiet; freedom from disquieting or oppressive thoughts

or emotions; and harmony in personal relations.

If I have peaceful thoughts, I will bring peace wherever I go and will allow others to feel that peace and be with me in peace. I have learned perhaps one of my most important roles in life is to be a conduit of peace. What does this mean, you may ask? This means to be open enough to allow peace to pass through me. This means being free of envy, selfishness, cynicism and any judgment. Peace is such a beautiful thing in life, why is it that more people do not have it? Most likely we do not take the time to slow down to feel peace. Peace begins with a stillness; a stillness of the mind. I had challenges with this one as I love to be "on the go." I did not realize that by not slowing myself down long enough to create some stillness in my rapid moving brainwaves, I would continue to have no peace. Once I allowed myself to slow down, through meditations, visualizations, or simply relaxing, I learned a whole new type of stillness, thus bringing peace.

While the rest of the world is concerned with the happenings of our nation, I have uncovered that PEACE begins with me. Pretty heavy? You bet! Personal responsibility is a vital step in any successful business, community, WORLD.

Soft, easy listening music is many times a preferred method for people to relax. We certainly don't have to wait until Christmas to sing or hum the tune, "Let there be peace on earth and let it ...Continued on Next Page



WHO IS YOUR COACH? All successful people have a coach.

Every major athlete, singer, dancer, and financial wizard has or had a coach or mentor. Sadly, the average person has no coach or, worse yet, is taking advice from someone who has never achieved a high level of success in the game of life.

You are in a position to capitalize on your coach's years of experience and challenges. The path to financial and personal freedom can be a rocky one at best. You deserve to align yourself with someone who has truly walked that path. A person who has experienced disappointments, trials and tribulations, yet has stayed in the game long enough to figure it out. Jeff understands how tough it can be to build a successful sales organization and he knows how to assist you in turning the tide today! He has experience and documented results! **Stop taking advice from people who have never been successful in this industry and start learning from the best!** He doesn't teach you theory! He teaches you what you deserve to know in order to be a super star! When you're ready to become a goal getter & not just a goal setter...call Jeff!

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begin with me". It is that simple.

Lisa Rae Molina

lisaraemolina@libertyleague.com



What Is...

Written by
Brian Soucier

'What is' can only be defined as what remains when that which is not is eliminated, for the not truly determines what is. We have been given choices in life, choices we have chosen as part of a soul contract. A soul contract is an agreement that set the stage for our existence through a process of awakening.

Opportunity for Truth exists in the separation of our innate duality, a battle between our Ego and our GOD-SELF, a unification that will awaken the masses. Quieting our Ego and being our true GOD-Self allows us to live in the 'What is', which shares the key to open the gates of freedom-heaven on earth. To reside in 'what is' and know that in the truest depths of self there is no room left for 'What is not.'

In modern-day society there is a tendency to focus our attention on the problem. We may be so focused on this problem, that although the solution is readily available, we see nothing. The chaos in our minds becomes a labyrinth filled with illusions to divert ourselves from the truth. The truth is there is no labyrinth - we simply manifest what we believe.

The answers are accessible if we are looking in the right place. The focus, when positioned internally, will establish the peace we seek. War, anger, fear, and death are all illusions based on an acceptance of 'What is not,' versus the reality of 'What is.' The material world has prepared our consciousness for a particular level of physical achievement and understanding but the time has come for a greater understanding of the spiritual truth.

What we fear, we actualize and therefore breathe life into. When we experience what we love, we release our fear and enjoy the blossom of evolution. Breathe life into and create situations, environments, and circumstances that serve you. When challenged with adversity, send light to your

adversary, 10 times that of your best friend, and upon their acceptance it will fill them with light or upon their denial they shall destroy themselves.

If 'What is' stays positive the end result is positive, for that which is cast out returns 4 times original size. Speak into existence Abundance and Prosperity, Health and Wellness, Happiness and Longevity, Healing and Forgiveness. Concentrate all your energy on positive results and know they are already yours. "Before you can ask it is already given to you." When you apply the laws of the universe, understand that these laws are always in perfect harmony. When your request is made, and what you desire is not given, look within yourself to secure the answers and receive thy asking.

Stay steadfast to your belief in self, speak only 'What is', and I promise you the life which you seek up above will present itself on it's knees awaiting your direction.

Peace, be still.

Brian Soucier

brian@riskforreward.com



Being in the Process and Prospecting with Peace and Poise

Written by Kevin Whittier

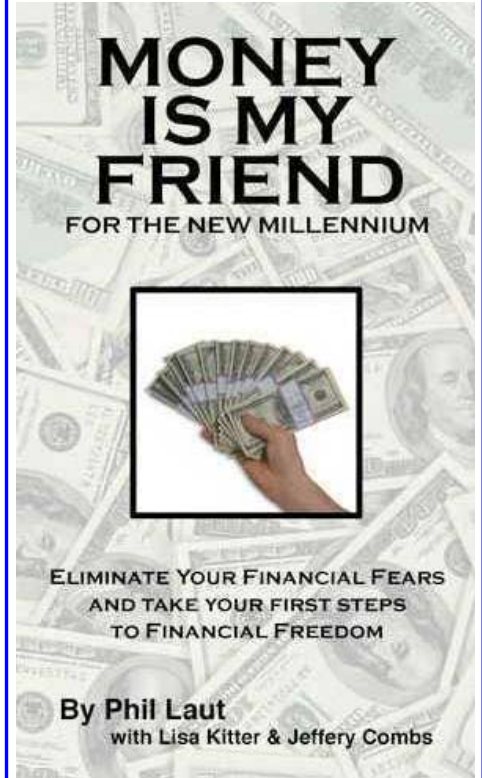
In October 2001 my life changed forever when I was introduced to a home business opportunity by someone who had been a personal mentor of mine who assisted me in getting through the challenges I faced in my career. The knee jerk reaction button went off, "Is this Network Marketing?" What Ken shared with me is that it was a unique opportunity where people in the organization focused more on a team concept. I honestly did not take action right away I waited almost two months before getting started and boy was I excited. I could not wait to share the products with the people I cared about to gather customers and save some of my less fortunate family members by sharing the business opportunity. I begged, chased, attempted to convince my warm market this is the greatest thing ever. You know I collected about 40-50 No's was discouraged and took them all personally. With the mounting stress at work and longer hours I focused less and less on the business until I was spending anytime on it except to read the email my upline forwarded to me. In February I was introduced to a gentleman in my upline who I respected immediately. I worked with David a little bit and kind of engaged by listening to conference

calls occasionally and listening to him make calls. In May of 2002 I finally decided that I would plug into the business and get up off the couch and get started. David provided some immediate action steps, one of which was to get "The Psychology of Prospecting" by Jeffery Combs. I also heard a gentleman named Aaron on the training calls and was attracted to his energy immediately. Enter the "3 Wise Men" that I have had the privilege of mentoring and modeling from.

The team I was a part of changed companies in late May and

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early June and I followed the leaders I wanted to align myself with Aaron and David. I decided that this would be my last opportunity in home business and I would do what ever it took to make it a successful enterprise. I began attracting people slowly into my business as I developed and learned. My full-time job was a negative experience for the most part in the month of June I was able to channel that bad energy away with the assistance of David's personal coaching and mentoring. I was beginning to find a little peace, but the anger and resentment from the past still lurked underneath the surface. The positive energy that my part-time business provided and I was applying what I was learning to all aspects of my life work even got better. After listening to "The Psychology of Prospecting" I drastically improved on the telephone in my sales job and had one of my best months in July. I even signed up my first member in my business and qualified for my first paycheck in free enterprise. By the first of August I was burned out from going non-stop for 31 days with work and my business. When I found out that even though I had a good month in July my job was still in jeopardy and that if I did not meet my sales objectives for August I would be fired.

I began the mindset that I had 30 days to get everything in place to work from full-time and build my business. I remember calling David everyday and asking questions and getting advice about making my transition. By the middle of August I made up my mind instead of waiting to be fired I would fire my employer. I spent a valuable weekend with David getting up to speed what he did daily to work full-time from home. It was on the ride back home that afternoon I decided that I would make my move the next week. I decided that by my birthday which was that Friday I would give myself the gift of freedom. I listened to Jeff's Mindset Call that Tuesday and heard a strong message "make your move before you are ready". I had a coaching with Aaron to let him know my intentions. I did not go to work on Wednesday. On Thursday morning I arrived at the office early to meet the manager to resign. I cleaned out my desk before my co-workers

arrived and left. I declared my independence and went full-time in free enterprise with a check in my hand for \$15.60. I made my move based on faith and determination that I would do what ever it took to succeed at this business.

After a couple of months in the business I was pretty decent prospector. I could connect with people pretty well. I had some posture which I discovered later was coming from my ego and my anger not a place of peace. I struggled my first few months full time, where I would sign a few people up and was slowly building my income. The encouraging sign is that my income was increasing. I began being a part of our team training call, taking introductions and helping out David and Aaron. Then in October I went to an event that was one of the most defining moments of my life.

I attended a More Heart than Talent Workshop in October that changed my life as I knew it. Being an analytical thinker with great skills and talent only was able to take me to a certain level of success in my life. I made a life changing breakthrough in the moment when I realized I had been living in my head to have my thoughts protect me from feeling in my heart. I broke down and began to cry as all the anger and resentment I carried with me for years began to come to the surface. Through an exercise with a partner I was able to speak out loud and release these issues that had hindered me my entire life. To be very honest it was very exhausting and grueling to let go. I made a conscious decision to live in my heart and get out of my head and be at peace. It took several weeks for the change to really sink in. While I was prospecting I was passionate about it for the first time. I made stronger connections with my prospects and enjoyed the strongest connection my older brother and I have ever experienced. We went snowboarding in Colorado over Thanksgiving and which athletically speaking was the most challenging sport I had ever undertaken. The peace that I had inside me assisted me in rising to the challenge and be able to enjoy the experience. I remember taking a break on the ski run and taking in the breath taking scenery and feeling freer than ever before.

By attaining peace in my heart and being myself and finding my true brilliance I have been able to become a master prospector over the past couple of months. Instead of posture from anger I come from a position of peace and poise. I connect with a high percentage of the prospects I contact. Everyday I am evolving in the process of becoming a better person. I am beginning to see some of the pieces of the payoff and beginning to build momentum in

When was the last time you received recognition for your Brilliance?

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my enterprise. I am seeing duplication in my organization and I am attracting a better quality person to my business and in my life. On our training calls I am taking a larger role in the training and living my dream to speak in front of a group. Thank you to my fine mentors who have inspired me to take the initiative. The peace comes from the heart and the poise comes from my belief that I am the leader that other people are looking for. I send that message to my prospects that I am successful, I am going to the Promised Land, and they are welcome to join me if they qualify. "Some will, some won't, someone is waiting, next" is one of my favorite quotes. My mindset when I prospect is to make a connection and qualify them for my time and opportunity. What I have also found is buddy prospecting has been a strong catalyst to my success. I buddy prospect with as many people in our organization as possible whether they are on my team or not. I firmly believe in assisting as many people as I can on a daily, weekly, or monthly basis. Having peace of mind and peace in my heart is what I have always desired in life and in my heart I am a millionaire (that is all that matters). Remember to be yourself and come from a position of contribution and you will attract what you deserve.

An affirmation that has assisted me through challenging times is: "Every day is a new day, an opportunity for greatness, the first day of the rest of your life." Connecting with people and

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"Being in the Process and Prospecting with Peace and Poise"

building relationships are the cornerstones of free enterprise in direct sales and network marketing. Thank you to David Roth, Aaron Rashkin, and Jeffery Combs for being my mentors to guide me through the greatest part of life, the Process.

Kevin Whittier

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Do You Want to be a Stronger Leader?

Written by Paul Heffron

Have you ever wondered why some people seem to attract others into their enterprise while others seem to struggle in this area? Have you ever been at a social event and noticed someone who had a few or more people standing in rapt attention around them and wondered how they got to be that way? Here are some important lessons I have learned concerning this.

If you have always wanted to be your best as a leader I believe that you must first see yourself as a leader. There are many qualities that make up all the ingredients that go into producing a leader. Let me share with you some of the main qualities that have made a big difference in the leader I am developing into. Notice that I use the expression "developing into". People who are leaders are always looking for ways to improve themselves knowing that you are either moving forward or sliding backwards. There is no standing still.

One of the main things that is consistent with all leaders is that they have truly discovered what they love to do and they are passionate about it. As a professional musician and speaker I can remember my early days growing up in a home where leadership was modeled for me by my parents. My mother played the piano and loved music. It was contagious. I would watch her play and see how it not only brought satisfaction to her but also to anyone else who was listening. Something is caught by others when leaders simply do what they love to do. I caught her love for music and even communication as I now travel around the country doing concerts and seminars.

All serious leaders aspire to cultivate

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the disciplines that grow out of a strong work ethic. I can still remember the words of my dad that resounded throughout the house when my brothers and I were given our chores to do. He would often say, "If you're going to do something, do it right or don't do it at all." This philosophy has served me very well over the years. Did you ever consider that it takes more energy to try and get out of doing something than it does to just roll up your sleeves and get the job done? Even now I catch myself when thoughts of procrastination come my way. I jump right into the task before I have too much time to rationalize about it knowing that time and energy are precious commodities.

One of the characteristics I most admire in leaders is their intuitive ability to see qualities in others and assist them in developing themselves. Such was the case with my piano teacher. She was able to show me how to make music come alive off the printed page. I learned from her how to express this music and how to make it become a part of me so that I could then connect with my audiences and give them something very special. She was a strong believer in "experiential learning". There is no better way to become good at something than by doing it. Reading books alone will not suffice. By continually getting up in front of audiences I learned to develop confidence and posture that have even served me well in the business aspects of my enterprise.

True leaders, while having many favorable qualities, are careful about stifling the creativity in others under their influence. Many times in my travels I meet people who want to

do what I do as a musician. I always suggest to them that they discover their uniqueness and develop their own style. In doing so they will not just be a second rate imitation of someone else, but a first rate version of themselves. I am influenced by scores of people from every walk of life but I do not try to be who they are. Hence, I use my own enterprise.

These are but a few of the qualities that leaders I have admired have possessed. The real question is this: Have you made the decision to become a leader in the first place? Have you embraced the process that all leaders must go through? If you have, then there is a world of abundance, achievement and satisfaction waiting for you and I wish you much success.

Paul Heffron

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Silencing the Voice Within

Written by
Dr. Cheryl Jack

Have you ever heard voices? How about the one from deep inside you that says, "I want to..."

When you were a child, you were asked, "What do you want to be when you grow up?" I remember a few of my answers. "A ballet dancer, a concert pianist, a doctor, an artist, an explorer and a scientist (there were a few more things)". "You want to be all of those?" I was asked. "Yes", I said. "That's good", was the usual

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reply I received.

Today, I have been a ballet dancer, a choreographer and involved theater. I have played the piano in front of a crowd of more than 3,000. I continue to be artistically inclined; however my medium has changed to film and photography. I explore the world every chance I get. And, yes, I have even been a scientist, doing research in a lab. I currently am a doctor.

My dreams have taken me to the ends of the earth and to sparsely visited regions. I have feasted on seen wonders and met many unusual, colorful, indigenous people. They have all added to my appreciation and zest for this thing we call life. And, there is yet so much more to experience.

My journey, my metamorphosis started with my listening to the voice within; the voice that ached and groaned to be free; the voice that wanted me to stand up and be counted as ME! The voice that said, "I want to..."

I thank God for that voice, for it has been my salvation. I live exactly the life I want to right now, and on my terms.

What is the voice inside you saying? Can you hear it? Or have you drowned it out with the cares of today, the day-to-day grind and/or other peoples baggage?

Is your Messiah Complex showing? I shudder to think of what would have happened if I bought the negativity other people tried to infest me with. That wasn't my station in life, that is, to be an excuse-making victim. Nope! I knew that there was much more out there for me IF...I could get past my birthright.

Yes, the biggest challenge for me (as is for many of you) was in the home. My father was an inflexible tyrant who believed that his children should fear him most of all. And he reinforced that by undeserved whippings and inconsistent displays of affection. I remembered thinking that all I had to do was hang on until I was 17 (the age I could legally leave home)...and to keep my hiding space in the closet a secret.

"We pick our pain and our poison in life". Sometimes we are just born into it. Those that survive with a semblance of wholesomeness and an intact sense of self have learned the secret on their own. And that secret is this: To preserve yourself, you

must have a place of refuge. And always listen to the voice within and embrace it - as it is you!

The voice within is your hopes, your dreams, your desires. It is full of possibilities. It can help you create a place of refuge, an island in the storm, that you can retreat to and draw strength from during times of duress. It requires a simple mental discipline that can be mastered by anyone.

This disciple has helped propel me to be who I am today. And I remember doing it as a scared child hiding in the closet.

Dr. Cheryl Jack
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How to Make Yourself Broke, Depressed and Upset

Written by Phil Laut

This article is clearly different from what you might expect to see here.

Why is it important to know how to make yourself broke, depressed and upset ? Two reasons: First, in the event you may now be unintentionally engaging in any of the thinking patterns that I'll describe , then you could choose to stop them. Second, you will notice that the causative factors that produce poverty, depression and stress are internal actions that anyone can immediately change by altering his or her internal psychology, without having to wait for different external conditions. Awareness of your personal unconscious negative thinking is an extremely valuable resource because you can change what you know about and cannot change what you don't know about.

Strategy - The strategy for poverty, depression and upset is easy to remember because each component begins with the letter "P". **Personally**

Take everything that happens personally. At the extreme, conclude that everything happens as an indictment of you. Assume that people who reject you have it in for you. See the world and the people in it as hostile or at least uncaring. Blame your condition on external circumstances. Blame reliably puts you at effect and renders you helpless. Compare yourself to others frequently and unfavorably. Complain about the people around you to anyone who listens and to some who don't. Rely on this complaining as a temporary respite from misery and as an opportunity to justify unhappiness or lack of accomplishment. Stay at work you don't like and expect the money to make up for the dissatisfaction.

Assume it is your responsibility to fix things that are beyond your control, including the feelings of others. Avoid asking for what you want.

Pervasive

Allow the negative attitude created in Part 1 to pervade other areas of your life. For example, allow setbacks at work to affect your close relationships and allow upsets in your family to detract from your performance at work. Increase the pervasiveness even more by listening to country western music or rap, if you prefer, so that your negative thinking gains rhyme and melody, thus becoming more deeply ingrained and more easily remembered. Then, seek reinforcement of this thinking by associating with like-minded individuals who drain your energy and complain to you about their own plight.

Permanent

Make all of this permanent by thinking it will never change. Or perhaps by thinking you are too old to change or that you will change after you have more education, a better job, get married, get divorced, have children, move to California or the children grow up. In your relationships, refuse to give the other person what you know they want until you get what you want from them.

A More Effective Perspective—Taking Responsibility. Responsibility is a perspective; a point of view. It is a choice. No one can force you to take it. Responsibility has nothing to do with blame, shame, guilt or fault. Personal responsibility starts on the inside.

Pay close attention to your thinking. Awareness of your thoughts is essential to change anything. People on the effect side of the equation say, "I don't know", "I can't" and "I don't know how" frequently. Obviously there are external facts that you don't know, but such lack of knowledge is temporary. If a \$10,000 quiz show prize were at

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May, 2003 Breakthroughs To Success



Mary Thrower, Brian Soucier, Piera Romanelli, and Jeffery Combs at Jeff's Home Thursday Night!



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"How to Become Broke,
Depressed and Upset"

President of the United States, then you would make a way or find a way to obtain this information. However if the question is about yourself, such as "What's stopping me?" or "How come I am not doing better?", then it is very likely that the "I don't know" answer simply serves to reinforce denial. Dig deeper.

Pay attention to the questions you ask yourself. "Why" questions may be useful if your car won't start or if your computer is broken. However, why questions about yourself most often produce lame reasons or excuses. Remember, if you allow your well being to be determined by something you do not control, you are going to experience pain. Instead, ask yourself "How" and "What" questions. "How can I do this?" "What do I want?" "How do I make this happen?" These are examples of questions that bring the power back to you.

In all of this, give up the requirement to be "right". Any thought you think is self-justifying, in other words any thought generates its own proof and appears to be right, whether or not the particular thought serves your purpose. Thus, be willing to take the risk of being "wrong" at least at first. The nature of the personal creative process that originates with thought that creates behavior that creates results makes it axiomatic that any new thought you install will appear to be "wrong" at first, because at first it has yet to generate any evidence to prove it 'right'.

Phil Laut
www.phillaut.com



Letting Go
Written by
David Huffman

If three frogs are sitting on a log and one decides to jump off, how many are left?

Most people will immediately answer two. However, just because you decide to do something does not mean it actually happens. There are still three frogs sitting on the log. We can make all the decisions we want, but it takes action to produce results.

If we decide to turn things over to God, but do not let go, we end upside down. I

found this poem in my Grandpa's bible. The edges were torn and I could hardly read it because of how worn it was. He obviously read it every time he opened his bible.

As children bring their broken toys
With tears for us to mend
I brought my broken dreams to God
Because he was my friend

But instead of leaving him
In peace to work alone
I hung around and tried to help
With ways that were my own

At last I snatched them back and cried
"How could you be so slow?"
"My child" he said "What could I do?"
"You never did let go"

The poem was entitled "Let go and let God"

David Huffman
CEO Freedom Group
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When Winning Isn't
Enough

Written by Lynn Selwa

The end of August brings our company's annual convention, including bestowing crystal symbols of accomplishment at center stage. Several are awarded by popular vote from the entire Rep base: Excellence in Training, Service to All Reps, Most Supportive Spouse. But the one I ache after the most is The Perseverance Award. The applause and an elegantly-fluted statuette acknowledging my surviving, and indeed thriving, in spite of uncles yelling, "I'll never change my phone service for ANYBODY!" And the copious business presentations I drove to and the other guy flaked. And for every hearty crash of the ball and pins during a miserable year of public opportunity meetings held at a bowling alley. Yes, I lust for recognition, and reassurance, that all the hours dialing wrong numbers were worth it.

The problem is, I was looking for that recognition outside myself. I was too stingy to give myself the gift I so desperately wanted. And I learned that habit early in fifth grade. I willingly competed in the race for better-than, in the seductive chase for the title of Best of Class. I obsessed over my name emblazoned at the top of the board outside the dean's office. I manifested becoming the valedictorian by ceaseless competition, by a margin of one one-

hundredth of a point. Push, push, push. I excelled in races established by authority figures. I learned skills simply because I wanted to win and lost interest shortly thereafter. By measuring my progress with markings on an exterior yardstick that continually stretched, I felt like a caged show animal trying to anticipate the next demand. My rewards? A wall covered in landscape-oriented paper certificates, rectangular-shaped engraved metal plates, and golden coins dangling from blue-colored ribbons. And why didn't I enjoy my accomplishments after the applause stopped? Why did I focus on the imperfect moments of the performance? Outwardly I smiled for the cameras, while inwardly I cringed in anticipation of the next test. Perfection was rewarded; mistakes were disgraceful. And gratefully, I had the talent to learn faster than most of my contemporaries. Most of the time, that is.

But after signing the paperwork to launch my enterprise, I had to start over. Stellar grades and symphonic resumes made no difference in this uncharted world. For the first time in my life, I truly understood how a person could try hard and fail to produce the wanted results. Like how teenage classmates would claim they studied for hours, only to flunk the test. I felt frustrated. I fell behind in my plans. For once, this wasn't easy. Like Luke Skywalker, I needed to unlearn and learn anew. I quietly packed the awards away and looked deep inside myself for seeds of courage.

Today, I feel proud that I kept going. Now I am willing to listen and to apply. Perhaps I needed to be humbled. I grow in compassion for others who struggle. I persevere. And, perhaps, during the quiet hours of darkness when sleep eludes me, simply acknowledging my efforts is the only recognition I need.

Lynn Selwa
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Your Aspirations Are
Your Possibilities

Written by
Laura Kaufman

I don't know who to attribute this quote to but it is one of my favorites. Webster defines an aspiration as "a strong desire to achieve something high or great." We all have aspirations for our lives but what few people understand is that no matter how



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"Your Aspirations Are Your Possibilities"

lofty those aspirations are, they are possible and achievable. Do you want to settle for mediocrity in your life or do you want to achieve something high or great?

When I was a child, I was constantly reprimanded for 'daydreaming'. What my parents and teachers did not understand was that I was not daydreaming; I was building the framework for my future. The dreams and goals that we have as children or adults can become one of two things. It can either be a way for us to escape reality, just like using drugs or alcohol can be. Or we can use our creative mind to create the future that we desire. The more time you spend focusing on your goals and dreams, planning them, thinking about them, writing them down, the more likely you are to take the action needed to achieve them. If your aspirations become more than things you just want but become things you must achieve, you will find a way to gain them. Dreams become desires, desires become goals, and goals with action applied become reality. How many things have you dreamed of having that you felt were not possible for your life? You must learn to accept that they are not only possible but probable if you allow them to go beyond desires into the realm of aspirations.

Remember the definition for an aspiration? It is not to achieve something that you think is possible or to settle for what most people have. It is to strive for what most people would consider unachievable. But then, we aren't most people, are we? We entered an 'alternative industry'. We weren't happy with someone else setting our income or determining our destiny. We aspired to greater things than a good job with a two week vacation, once a year. Think back to why you entered this industry. What did you aspire to, what are your aspirations today? Are they clear, detailed goals? Are they written down with deadlines for achievement? What have you done towards achieving them? Goals without action behind them are merely dreams and unlikely to ever be achieved. But clearly defined goals and aspirations with action applied to them consistently WILL be achieved. Let your aspirations become all-consuming burning desires. Think about them constantly and every time you hesitate to pick up the phone or walk up to someone, remember what you will gain if you do. Every missed opportunity takes you further away from your goals, while every chance taken gets you closer to the life of your dreams.

Many people dream of achieving something high or great but you, as a network marketer, have the actual possibility of doing so. If you take action consistently and persistently you change that possibility to a probability!

Laura Kaufman
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Tending Your Mind with Questions

Written by
David McMillan

Many years ago I had a dream in which I was the owner of a large aquarium. My aquarium had several kinds of animals in it, but the chief inhabitant was a snake. From time to time I would leave the care of the aquarium, trusting that the animals would respect one another. One day, however, I discovered that many of the smaller animals disappeared. My suspicion was that the snake had eaten them. As I was assessing the situation, the snake came forward to challenge me. As it rose up to face me, I immediately asserted my authority and it coiled back in submission. It knew its Master. I awoke from the dream amazed at my power.

This dream has come frequently to mind as I've faced the many challenges that new entrepreneurs go through during their first year or two. What I've come to learn is that despite whatever comes my way, I am my own Master. More specifically, I am the Master of my thoughts.

I entered free enterprise with a lot of baggage. I carried thoughts and beliefs stemming from traumatic experiences in childhood: divorce, abuse, abandonment, and rejection. My inner voice readily agreed with what the outer world was telling me: no one likes you, you don't belong, you're unloved, you deserve

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the worst. This business has taught me the importance of dealing with your thoughts before they deal with you. Do I desire freedom or would I rather keep myself tied to the past? This is a discipline that requires conscious attention, rather than passive effort.

The mind is a beautiful creation. I had no idea how powerful it was until I began experimenting with questions. Nearly every day I send an email to my upline coaches sharing the results and distinctions gathered from the day. Recently it was pointed out that although I was in touch with what was happening, much of what I shared was cast in a negative light. My daily assessments weren't allowing me to *grow to the next level*. My initial response to this was confusion. I heard so often about the importance of asking quality questions, but it never really sunk in. What were quality questions and how do I ask them? Those of course were the right questions to be asking.

My "aha" moment came soon afterward. It dawned on me that my mind was calling up its own commentary of my results. I wasn't asking it the right questions, but rather giving it free reign to come up with whatever information was available (which was usually something based in the past). This brings me back to my dream.

Our minds are like that aquarium. We too have a chief inhabitant and it's called our ego. This ego is a highly intelligent, "crafty" resident of our mind. One of its functions is to keep our thoughts and beliefs congruent with our past, even to the point of "eating up" those aspects of our true selves that are ready to emerge. Why? Any stroke of brilliance that moves us beyond what we've been programmed to believe or accept about ourselves creates friction. Friction creates feelings of discomfort and/or uncertainty. Feelings of discomfort and/or uncertainty draw us to those thoughts, beliefs, and actions that will move us away from those feelings to a more pleasurable state. Sound familiar? The wonderful thing is that we have the ability to discipline this creature called the ego and prove that we truly are its Master.

When I began opening myself to the practice of asking quality questions, I no-

ticed that my mind began delivering ideas and solutions that were future-oriented. I tapped into a new kind of creativity that overrode the belief system my ego had been working to keep intact. For example, instead of asking myself questions like "Why isn't my business growing?" I began asking questions like "How will I grow in the next week, month, quarter, and year?" The former offers the kinds of confirmations that lead to depression and despair, while the latter stimulates a desire to move into the future. What kinds of questions are you asking yourself? Are they keeping you firmly planted in the past, or are they drawing you into your future?

We've all been given charge over the care of our mind. We can also choose at any time to let it run on its own, trusting that it will practice good self-governance. Taking the high road and developing the discipline of mastering our thoughts with quality questions stands to reap the kinds of rewards we are all looking for in this journey of free enterprise.

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The Heart of Healing

Written by
Madhavi Rathod

What is it the true cause of situations in our lives which require healing? For instance, let's take the physical body. Many of us hold the belief that if there is a physical ailment in the body, and then if we treat the body, the symptoms will go away. That's what we have taught in the West to believe. We treat the symptoms, the symptoms temporarily leave and then reappear and we fall into the same cycle once again, often annually. Most Eastern philosophies emphasize treating the root cause of the problem rather than the symptoms.

What is it that is actually causing this state of dis-ease in the first place? What's really going on with your body, mind and spirit? By taking a holistic perspective, we can benefit ourselves to a much greater degree. From a physical standpoint, an ailment can usually be attributed to poor dietary habits, an imbalance lifestyle, stress, genetic factors, etc. Additionally, there's usually some emotion, trauma, repressed feelings, unprocessed information, that is contributing to or which may be the actual cause of your physical situation. For example, if you've got some physical challenges with your liver, there are probably some anger issues in your life that also need to be addressed.

Ayurveda, the ancient Eastern system of healing, teaches us that we are everything that we take in. We are what we eat. We are the emotions that we feed ourselves. We are the news we ingest.

Whatever area your challenge may lie – physical, spiritual, mental, financial, etc., take responsibility for healing that area of your life. First, start by listening to your body; it *will* tell you whatever it is that you need to hear. The body has the natural ability to heal itself, given the proper time and attention. Take some time to meditate and go inside and do some self-exploration. Start by asking yourself some simple questions.

What situations occurred in your life and overwhelmed you so that you stopped listening to your body? Was it when you were young and trying to fit in with the crowd? Was it when you were taught that you shouldn't cry in public and then began repressing your feelings? Was it that your parents were too busy with their own lives and problems that they didn't have time for *you*? Perhaps it was in high school or college when you were trying to excel academically, participate in extra curricular activities, hold down that part time job, and *still* maintain a social life. Or, maybe it was when you entered the work force. You remember, you thought that perfect job would be waiting for you after you graduated and much to your surprise, it wasn't. Or, maybe it was when you had to become the parent to your parents. Regardless of the situation, maybe it's time to listen a little closer now. What is it that you're really feeling? What is the pain or challenge truly about?

This awareness of your body and soul may not happen overnight. It took me years. It was only when I started to listen to the messages that my body was sending me that I could get in touch with my soul.

Each of us is continually receiving messages from within. However, most of the time, we choose to ignore them because we supposedly have *better* things to do.

So, start listening to your body and it is fine to start small. Next time you are having an off day or feeling really agitated, question what it is. Was it something you ate? Something someone said? Something you read or saw on tv? Next time someone says something to upset you, look at your reaction and don't judge it. Why do others' words have such power over you? Is it because you've taken it personally?

Maybe because they're pointing out something in yourself that you are reluctant to look at? It's said in the scriptures that we



are all mirrors of one another.

There's an ancient practice known as witness consciousness. It involves stepping out of your situation and examining it objectively, and not identifying with your body or your feelings. Watch them and see whatever arises as would watch clouds in the sky - from a place of detachment. Feel the feelings but realize that you are not your pain, or your grief, sadness, anger or whatever else comes up for you. Get in touch with your heart and awaken your spirit.

It's often habitual not to feel the difficult emotions. How often do you repress your feelings and discard them as you would items in your basement, to be dealt with later? That basement is our subconscious. Eventually those items resurface, often as a physiological disease that is activated by a memory or a trauma. Now is the time to clean house and there may be years of stuff to sort through. Take a trip back to the past and examine the experiences you've had over the years, both pleasurable and painful, that have left an impact on your psyche. See how these old events still contribute to your behaviors and reactions today. Become conscious of them and allow them to be let go, as you would with any unnecessary baggage. Be kind to yourself during this process.

What if it was ok if you messed up once in a while? If you've done your best was there any more that you could have done? Do you expect yourself to be superhuman at all times? Can you look at yourself in the mirror and truly love yourself for who you are?

If not, start by using the affirmation that Jeff often mentions: "I love myself! I deserve to have it all!" Why choose to be defined by your circumstances or how others see you? You may have to embark on a journey of forgiveness. The first person that needs to be forgiven is usually yourself. Then you can move on to your parents, former partners, etc. First, you must heal your heart and then only afterwards could the rest of the body follow suit.

When one works with the heart, many issues may surface and you have to be present to look at them, feel them, and process them. Sometimes it's just easier to think

it's too painful and to choose not to deal with the old impressions. It requires patience, kindness, and willingness.

As my Ayurvedic teacher, a brilliant healer, used to say, "The issues are in the tissues". It's a great art to learn to be ok with what's happening and not deny what you're feeling, either physically or emotionally, rather than spending time running to doctors or looking to others to heal your situation, examine your heart.

We all have something in our past which holds us back, which keeps us from awakening to our full potential. It may be related to your career, education, family, relationships, or health. That one thing, "If I only hadn't.... or the "What if..."

Most of you can think of something you haven't forgiven yourself for, maybe not being a good enough partner/ friend/ network marketer/ socially responsible individual, whatever.... What is one thing that springs to mind? Can you look at it without judging? Try and see that you did the best you could in that situation. Can you try and see that maybe it's all part of a greater plan that you may not see for years down the road? Can you *accept it for what it is?* It doesn't mean you have to *like* it. How about spending a minute just *feeling the feelings* without *judging* them? Can you take a moment and just try and forgive yourself for what you think you did wrong?

And if you can't forgive yourself at this moment can you at least be ok with not forgiving yourself just yet? This is where true healing begins. How about agreeing to embark on this journey of the spirit?

Start small. How about trying to accept what happens today as it is without judging it or more importantly yourself? Just be kind to yourself for the rest of the day.

You could also try and forgive yourself for not keeping the house cleaner or for not getting that prospect you swore you'd have by today or for not returning that phone call or for saying no when someone asked you to do something.

You know those instances when you think, "Oh I'm not a good person because..." Start with these things and eventually work up to the issues that have been with you for longer periods of time. You don't have to carry your past around with you like a ball and chain. Remember to breathe through it all.

It's an on-going process of being with the pain and letting it cut deep, facing and accepting whatever emotions arise and then forgiving yourself if necessary for your perceived role in the events that had occurred.

The next time something uncomfortable

comes up, resist the temptation to reach for the nearest comfort food or the telephone or to head straight to your e-mail. Instead, reach for the deepest corner of your heart and examine what's there.

You don't have to do it all alone. It's fine to seek support as you need it. However, only you can initially get to the heart of the matter.

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Loving you is the Key to Greatness

Written by Joe Syverson

Are you ready to change the way you have been changing? Accelerated change and personal growth is eminent when you start loving yourself, and begin removing layers of your EGO. Accelerate your Personal Growth - Spiritual Awareness - and Get into the FLOW ZONE, by loving yourself and detaching from your EGO.

Your Ego, Edging God Out, is really a false sense of self.. The EGO can be explained as your self preservation mechanism that has been developed through past experiences to keep you safe and loved. Although many times the needs of our ego does the exact opposite of what you designed it for. Now to be completely aware of the EGO their are 6 "NEEDS" of the Ego you must know, and by detaching yourself from these needs, allows you to remove layers and experience the real you, also known as your soul's truth. Living in your soul's truth is living in each moment with peace, power, purpose, self-love, and freedom. Are you Ready ?

Now here are the Six Needs of your EGO self - Your attachments:

- The need to know (Are you at peace when you are in a state of uncertainty?)
- The need to be right (How does it feel when you admit your wrong?)
- The need to Judge (Do you ever find yourself comparing yourself to others?)
- The need to Justify (Do you find yourself rationalizing and justifying your actions to others ?)
- The need to get even (Have you ever found yourself trying to get revenge on someone?)
- The need to look good (The better I look, the more people will love and accept me?)



Are you ready to become truly FREE ?

See, when you feel so good about you. When you truly love yourself, You don't have to prove you are right anymore, you don't have to compare yourself to others, you don't have to justify or rationalize anything to anyone and you don't have to get even, or look good, when you love you.

See, Your EGO is like a bottomless hole in your heart, that you keep trying to fill with others acceptance, approval, and love. When you truly love you, your heart is full, full of love and there is no hole. When there is no hole to fill your EGO does not have to seek others acceptance, approval or love anymore.

Are you ready to start really loving yourself? Start by detaching yourself from some of the needs of the EGO. Be vulnerable. Say what you feel, say what you mean, regardless of what the other person may think of you. Say what you feel with NO fear of judgment. This is called being candid. How many times have you said to yourself, "Ahh.. I wish I would of said that.." - JUST SAY IT. Stop thinking about how to be perfect to receive love and just be.

If you love yourself, then others will love you. If you trust yourself, then others will trust you. Just BE you, and stop being what you think you should be to gain the trust, respect and love from others. (Ego)

Isn't it time you lived life on your terms? Start today by being truly happy in the unfulfillment process of your desires. Start today by loving yourself first - and forgiving yourself for not being perfect. Start today by saying and doing what you feel in the moment. Start today by feeling good not knowing what's coming next. Start today by admitting your wrong, even if you know your right. Start today by taking one step towards YOUR dreams. Start today by NOT comparing or judging yourself to others. Start today by becoming candid and vulnerable.

Being Candid and Vulnerable enables you to become transparent, and now people can see you from the inside out. Are you ready to speak from your heart, and stand in your light, your souls truth?

Your Light or Soul's Truth will shine through you when you become transpar-

ent, and when you begin to let go. "Let go of what?" you ask. Let go of the needs of your ego, let go of controlling your life and others, let go of your past, today, and tomorrow, let go of having to know, let go of having to be perfect... let go of your desire to control... just let go of you. Let go of the pieces of you that no longer serve you and your higher purpose. Let GO of your EGO!

Are you ready to "Let go and let GOD?" It's simple and yet very profound. It's amazing how the sands shift under your feet when you decide to truly let go of your egos attachments, let go of others expectations, live in faith, be vulnerable, be candid, accept your souls purpose, and JUST BE in - the - moment.

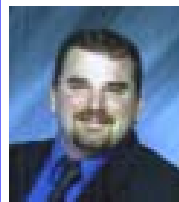
What would it feel like to say what you deserve to say, do what you deserve to do, be who you deserve to be? Are you living this way, IF not, Try it - if even for a day. Once you do, I'm sure you'll stay.

Today, right now, right here you can decide to start removing the layers of your EGO, your false sense of self, because you are now aware. Just look in the mirror and love the person you see. Loving you is the Key. Loving you is the Key to Greatness.

Are you ready to become the powerful-peaceful-purpose-filled person you already know you can be, OR are you going to continue living a life of illusion trapped behind layers upon layers of your EGO?

The voice of "Greatness" is calling you, isn't it time you picked up the call?

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3%ers Versus 97%ers Which are YOU?

Written by
James Jordan

When you were in High School, did you belong to a singular group of friends or did you migrate between many groups, befriending many who you came into contact with? Were you the kid everyone knew and could easily mingle with, but you didn't exactly fit in. Were you ever in a situation where you knew you didn't belong? Maybe you were at a party and knew that you weren't like these people. You had a great time and connected with many people, but you knew you didn't totally belong.

Perhaps while in college you found that you were being groomed to fulfill other people's dreams in the pursuit of a safe secure job. You took classes that didn't prepare you to be

a successful businessperson; rather those classes taught you to become a successful follower. Maybe you realized yet again you were just going through the motions instead of creating a legacy.

Maybe you thought these groups or cliques were rejecting you. Maybe you were the one who was ridiculed or teased about being different. You might have thought about shutting yourself off, doing a job that was a solitary position because you didn't feel you could play well with others. Many of you may have had ideas that were ridiculed or even scoffed at.

When you found free enterprise, whether it was Network Marketing or any other business, most of your friends and family thought you were crazy. They told you to "wake up and smell the coffee" or "stop chasing rainbows". They didn't understand what was so wrong with just keeping your safe, secure job. Of course we knew damn well what that was going to bring us. The 40, 40, 40 plan just wasn't going to take us where we deserved to be. That life was not going to lead to the personal satisfaction we constantly strive for. We knew truly the way life was meant to be lived and we weren't going to be denied.

Once you decided to begin free enterprise, chances are you came across people who were just like you; they were excited about living. These people loved you and were genuinely glad to see you. They were searching for other people more like themselves. You found people who, like you, knew what they were doing was not going to lead to the life they were deserved of. It was almost like ants to sugar. You were simply drawn to the feast of loving thoughts and concerned people. The people you have met in free enterprise didn't scoff at your ideas or thoughts. They received you with open arms and hearts. For once you belonged. You found a clique where you knew without a doubt that everyone accepted you and actually were glad you came.

I ask you now, how do you feel about being a 3%er? If you resonated with what I have been reflecting on, then you are a 3%er.

What does it mean to be a 3%er? To me it's continually questioning the answers that most are conditioned to say. It's constantly being ridiculed by the masses. Being a 3%er means turning left when everyone else turns right because you knew turning right was going to lead you off a cliff. It means seeking the answers in the



Continued from Previous Page
"3%ers Versus 97%ers.
Which are You?"

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- ◆ Manage Yourself Instead of Your Time
- ◆ Develop Your Emotional Resilience - Get Off the Emotional Roller Coaster!
- ◆ Live in Your Intuition, Feel From Your Heart, and Be In The Moment

discrete corners where few are willing to venture. It means asking the "hard" questions. A 3%er voices the uncommon thoughts and contemplates the uncommon ideas. You might say that the 3%er is the person who just goes against the grain.

It also means living life on your terms and in your time frame. Being a 3%er leads to a fulfilling journey on a quest to a wonderful life. It leads to wealth in all areas of your life; financial, emotional, physical, spiritual, etc. On the journey of the 3%er you get the privilege of meeting and befriending many outstanding people with enlightened souls who assist you and are assisted by you. The journey also leads you to places and events you've always dreamed of. In essence, being a 3%er is living life to the fullest and playing by your own rulebook.

I ask you again. 3%er versus 97%er...
Which are YOU?

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Masks...
No More...
Written by

Rose Marie Raccioppi

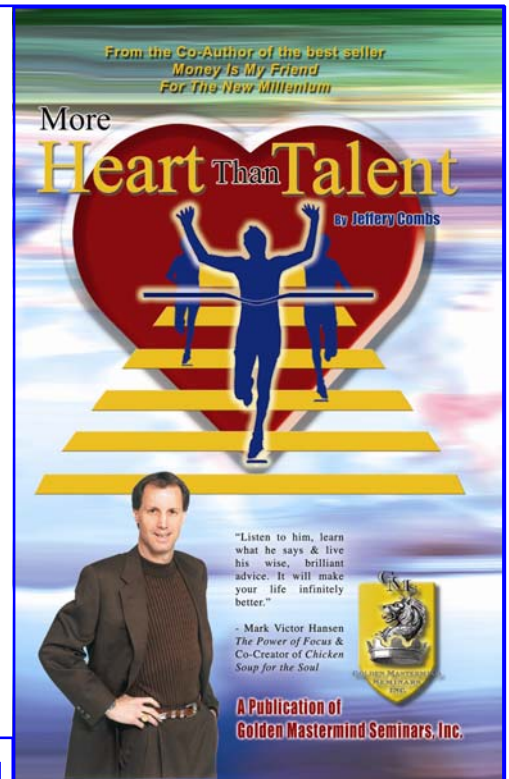
The truth, the innocence, the all knowing spirit of life fills our first breath. Who and what answers our first cry? What happens in the moments of life that fill the years to follow? Do we become the sum total of who touches, who answers, who

denies, who ignores, who accepts, who rejects, who encourages? How do we come to define ourselves? What moves us out of the shadows of our own experiences? How do we become who we really are? How do we move from an existence bearing Masks that hide the hurt, disillusionment, pain and fear to the Truth within that holds our power and potential?

At a recent seminar, Jeffery Combs told his story. He shared his Truth and empowered participants to come closer to the Truth behind the Masks worn. Words to empower, words to explore, words to reconsider existing perspectives were shared and touched each of us personally and collectively. We were embraced by conviction and faith. Jeffery set the tone and orchestrated responses. Resonance filled the room as participants reached out to support one another. Masks were cast aside and the deep hurts and fears revealed as tears of relief, sighs of gratitude were exchanged. Within those moments we were the Golden Masterminds. We were the alchemy. We once again became the creators of our NOW.

At the close of the seminar the look of pallor was no more. Faces fresh and newly vibrant exchanged knowing smiles. Yes, it is possible to have a life changing experience in a moment. Each of us has a choice to make. We can befriend the potential, the power, the all knowing life force within, free of deception, illusion and fear or we can don Masks of false identities? Your decision for *Masks no more* is a pledge of fidelity to who you really are.

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"Listen to him, learn what he says and live his wise, brilliant advice."

It will make your life infinitely better."

- Mark Victor Hansen
The Power of Focus and Co-Creator of *Chicken Soup for the Soul*

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