MOTIVATION | LEADERSHIP | INDUSTRY | VISION

Your Past, Your Present or Your Future

*Without mastering the **Art of Vision and Self-Motivation**, you and I will tend to believe those things that we have actually experienced.*

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The beginning of the question is: *"what is your vision created of... your past, your present or your future?"*

Maybe we need to back up a little to answer that. You and I have these movies we run in our head. They start with a dialog; move into pictures... then moving pictures, and then we *feel* the way these movies allow us to feel. These movies and the feelings that come with them are what I call our personal visions. Self-motivation – the **energies** that fuel our ability to *attract* and our ability to *act* – is sourced in these visions.

> ***To the degree there is a contrast between what is so now and what we envision becoming, so we are motivated to close the gap... to move what is so towards what we envision.***

These energies look like:

Enthusiasm
Physical Energy
Courage

Persistence
Confidence
Conviction
Creativity

When you and I are motivated enough – meaning we are producing the energies from this list – we can, and will, do just about anything we set our minds to. The question is: *What have we set our minds to?*

The greatest opportunity for a miscue here is to think that what you and I want, even what we have a burning desire for, is in fact what we have set our minds to. There is often a huge difference. For example, think of something you have wanted for a long while; something you've wanted very badly and may have even worked hard for, but are no closer to having now than when you started wanting it.

Now think of something you have felt for some time was *inevitable*; something you have often seen happening in your mind's eye; something you *believe* will happen, whether you really want it to or not. Notice how it seems to always happen, or how you seem to progress towards it.

Motivation has no conscience. It does not care what you want. It is not interested in what you want or don't want; need or don't need.

> ***It only produces itself in accordance with what you expect: the movies you watch; the scenarios in which you believe.***

Now let's talk about **belief**. Let's say you really, really want to incur some future prosperity. You really want to raise your income. But how do you come to *believe* you will, when perhaps you never have?

Without mastering the **Art of Vision and Self-Motivation**, you and I will tend to believe those things that we have actually experienced. When we allow our own experiences to establish our beliefs, we tend to stay stuck in creating a circle of mediocrity... going round and round, producing the same quality of results.

The only way to break this cycle and produce unprecedented results, is to establish a belief about your future that has no connection to the past.

You have to *make it up* in alignment with what you want, not in alignment with what you have achieved. To do this you must believe in the greatest gift and greatest secret of success. What is it?

The part of us that is powerful – our spirit, our emotions, our subconscious mind – the part of us that is magic, **cannot tell the difference between a real experience and one that has been vividly imagined**.

Think about that. It cannot tell the difference between you *imagining you earn* an extra $10,000 every month from your part time business and you *actually earning* an extra $10,000 a month. Now the conscious mind can tell the difference. That is the part of us that chatters away all day with loads of opinions and judgments and nay-saying. It is the part of us that sits in a movie and knows it is just fake, paid performances. But the conscious mind is fairly worthless in terms of an asset for producing greatness. It is the part of us that leads us to play small. In contrast, the part of us that is infinite and extraordinary sits in a movie and sheds tears of joy or sadness, or responds however the writers, directors and actors intended for us to respond. That part of us cannot tell the difference.

So if you really had been earning $10,000 a month from your part-time opportunity, what do you think and feel you would expect to earn next month? How would you feel about the opportunity in store for others, like your prospects? Who would you be willing to approach? What would you sound like? What feelings would the prospect get from you? What level of enthusiasm would you project? How persistent would you be... how creative? What kind of stand would you take for others, so that they too could enjoy the freedom that comes with residual income?

Compare those answers to how you do it all now. If there is a difference, your current vision is anchored in the present; and if you are only earning $1,000 a month you will be representing a $1,000-a-month opportunity.

That $9,000 difference is huge when it comes to who you see as a prospect, and how you present yourself and your opportunity.

Take advantage of the greatest gift and secret. Just make up your own movie of what you EXPECT life to be like. The part of you that will get it done cannot tell the difference, and it *will* move in accordance. It *will* start moving now, and it *will* start moving powerfully.

Richard Brooke made his first million before the age of 30, advancing to the top sales-leader position in a $60 million Network Marketing organization made up of more than 200,000 sales people. At age 31, he became the Executive Vice President of that company.

Through Richard's coaching, writings and seminars thousands of leaders have discovered new distinctions in listening, leadership, courage, relationships, team spirit and big-time fun. He is the author of *Mailbox Money, Mach II Starring You* and co-author of *The New Entrepreneurs: Business Visionaries for the 21st Century*.

Richard continues to play full out from his home on the lake in the resort community of Coeur d' Alene, Idaho, and a horse ranch in the California foothills. He enjoys Harleys, golf, water sports, scuba-diving, skiing, snowmobiling, helicopter flying, a good game of poker and a real Cuban cigar.

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