



How's it Going?

- Are you in control of your life or is your life in control of you?
- Are you achieving things that you have dreamed of achieving, or are your hopes and dreams shattered?
- Are you steering your life in the direction you want to go, or are you adrift, accepting what life has brought you?

A woman wearing a headset, holding a baby, and holding a mop, looking stressed.

When Murphy's Law Strikes

A woman looking distressed with her hands to her face, surrounded by children in a chaotic scene.

Murphy's Law: "If anything can go wrong, it will."

Are You Ready to Take Charge?

- Most people are frustrated or resigned because the circumstances of their life, and the influences of other people, control them
- How do you take hold of the "steering wheel" and start guiding your own destiny?

A man in a white shirt and tie, sitting in a car, looking frustrated with his hands raised.

Five Steps to Taking Charge

1. Gain a personal vision
2. Create a road map
3. Take action! Now!
4. Build your team
5. Persistently navigate obstacles


A hand holding a white mug with the word "BOSS" written on it.

Step 1: Gain a Personal Vision

A man in a suit and tie, looking through binoculars against a blue sky.


Where Are You Going?

- “Cat: Where are you going?
Alice: Which way should I go?
Cat: That depends on where you are going.
Alice: I don’t know.
Cat: Then it doesn’t matter which way you go...If you don’t know where you are going any road can take you there” (From Lewis Carroll’s *Alice in Wonderland*)
- “You are the master of your destiny. You can influence, direct and control your own environment. You can make your life what you want it to be.” (Napoleon Hill)




What is Your Life Purpose?

- What is the purpose of your life?
- Where there is no vision, the people perish (Proverbs 29:18)
- ...a man not living his Vision is living death (From *The Quest* by Tom Brown Jr.)
- “Begin with the end in mind...” (Stephen R. Covey)




Ends versus Means

- We sustain our life through food, water, clothing, shelter (and money) and we perpetuate life through sexual activity
- These are means in life, but not ends
- A personal vision is not about acquiring means of life, it is a life purpose so powerful that you will go without material things to achieve



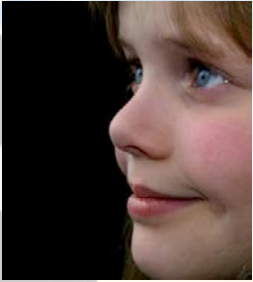
Discovering Your Life Purpose

- Mediate (or contemplate) on this question, “If nothing were impossible, what would I like to do with my life?”
- Pray for guidance as to what your life mission is
- Look deep inside your heart at what inspires you, makes you enthusiastic and fills you with joy if you contemplate doing it




What Do You Believe?

- “Seeing is believing,” is an untrue statement
- When people have a strong belief they will close their mind (and their heart) and fail to see or hear anything contrary to what they already believe
- The truth is, “believing is seeing.”
- When we open our mind to new possibilities, we remove the filters that block us from perceiving things in a new way



Opening the Mind to Possibilities

- “What the mind of man can conceive and believe, it can achieve” (Napoleon Hill)
- “...with God all things are possible.” (Matthew 19:26)
- “Charity...believeth all things, hopeth all things...” (1 Corinthians 13:7)



Clarke's Laws of Prediction

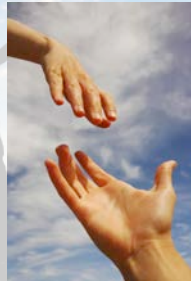
- Clarke's Three Laws are three "laws" of prediction formulated by the British writer Arthur C. Clarke. They are:
 - When a distinguished but elderly scientist states that something is possible, he is almost certainly right. When he states that something is impossible, he is very probably wrong.
 - The only way of discovering the limits of the possible is to venture a little way past them into the impossible.
 - Any sufficiently advanced technology is indistinguishable from magic.
- From Wikipedia

Can You Believe Your Own Vision?

- "To unlearn that we know that such things can't be so, we must only believe that they might"
 - From the song *Peaceable Kingdom* by Rob Carlson
- "I can't believe that!" said Alice. "Can't you?" the queen said in a pitying tone. "Try again, draw a long breath, and shut your eyes." Alice laughed. "There's no use trying," she said. "One can't believe impossible things." "I dare say you haven't had much practice," said the queen. "When I was your age, I always did it for half an hour a day. Why, sometimes I've believed as many as six impossible things before breakfast."
 - From Lewis Carroll's *Alice in Wonderland*

Consecrate Yourself

- Discover and dedicate yourself to your life purpose
- By losing your life in fulfilling your Divine calling you will find yourself
- Then, don't let anyone or anything cause you to give up believing in and pursuing it



Commit to Your Vision and You Will Be Cared For

- "Take no thought for your life, what ye shall eat, or what ye shall drink; nor yet for your body, what ye shall put on. Is not the life more than meat, and the body than raiment?" (Matt 6:25)
- "Therefore take no thought, saying, What shall we eat? or, What shall we drink? or, Wherewithal shall we be clothed? ...for your heavenly Father knoweth that ye have need of all these things. But seek ye first the kingdom of God, and his righteousness; and all these things shall be added unto you." (Matt 6:31-33)
- "...for, behold, the kingdom of God is within you." (Luke 17:21)

Step 2: Create a Road Map



Vision versus Dreams and Goals

Personal Vision

- Has a Divine (higher) origin
- Is largely selfless (oriented towards how I can serve the world)
- Will cause a person to make great sacrifices, including giving up friends, family, material possessions, sleep, food and sex to obtain
- Is driven by burning desire and enthusiasm


Dreams and Goals

- Is rooted in physical needs and wants
- Is largely selfish (oriented towards what I think I need)
- When obstacles (personal inconvenience arises), the person often gives up and looks for an easier way
- Is often driven by excitement, greed, lust and/or envy

"...seek ye first the kingdom of God, and his righteousness; and all these things shall be added unto you."

Enthusiasm and Inspiration

- The roots of the word enthusiasm suggest it means “being filled (infused) with God (theos)”
- To be inspired is to be filled with the “breathe of God.”
- Following your Divine purpose will fill you with desire and enthusiasm (excitement and drive centered within yourself)



Dream Big and Set Holistic Goals

- Be sure to tune into your dreams, define your highest aspirations and set goals in **all areas** of your life
- For example, my goals fall into four areas:
 - Spiritual
 - Relationships (family and friends)
 - Business and Financial
 - Personal Development



Build Dreams From Your Vision And Goals From Your Dreams

- What do you long for, hope for and dream of having?
- Awaken your hopes by writing them down and turning them into goals
- “Hope deferred makes the heart sick, but a desire fulfilled is a tree of life.” (Proverbs 13:12 NRSV)
- “Set your mind on a definite goal and observe how quickly the world stands aside to let you pass.”
(Napoleon Hill)




Shoot for the Moon

- Steven K. Scott recommends looking closely at your goals and revising them to “shoot for the moon”
- In other words, don’t think in terms of what is realistic, examine what do I ideally want?
- Aim for what is idealist, not what is realistic



But Shouldn’t We Be Realistic?

- But the world is full of zany and fools
Who don’t believe in sensible rules.
And won’t believe what sensible people say
And because these daft and dewy-eyed dopes
Keep building up impossible hopes.
Impossible things are happening everyday!
- From Rogers and Hammerstein’s *Cinderella* (1965)



Dreaming Up Impossible Hopes

- Heavier-than-air flying machines are impossible.
- Radio has no future.
 - Lord Kelvin (1824-1907), ca. 1895, British mathematician and physicist
- The horse is here to stay, but the automobile is only a novelty – a fad.
 - Advice from a president of the Michigan Savings Bank to Henry Ford’s lawyer Horace Rackham. Rackham ignored the advice and invested \$5000 in Ford stock, selling it later for \$12.5 million.
- This ‘telephone’ has too many shortcomings to be seriously considered as a practical form of communication. The device is inherently of no value to us.
 - Western Union internal memo, 1878
- There is no reason for any individual to have a computer in their home.
 - Kenneth Olsen, president and founder of Digital Equipment Corp., 1977.
- Well informed people know it is impossible to transmit the voice over wires and that were it possible to do so, the thing would be of no practical value.
 - Editorial in the Boston Post (1865)

• From: <http://www.lhup.edu/~dsimane/neverwrk.htm>

You are Not Inadequate to the Task

- “Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that most frightens us. We ask ourselves, ‘Who am I to be brilliant, gorgeous, talented, fabulous?’ Actually, who are you not to be? You are a child of God. Your playing small does not serve the world. There is nothing enlightened about shrinking so that other people won’t feel insecure around you. We are all meant to shine, as children do. We were born to make manifest the glory of God that is within us. It’s not just in some of us; it’s in everyone. And as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others.”

— Marianne Williamson in *A Return to Love*

Achieving Goals is Like Taking a Journey

- Whenever you travel to a destination you have to traverse the complete distance between where you are and where you want to be
- When you achieve goals you are also taking a journey, but you are traversing a series of steps and tasks taken a period of time



In Setting Goals...

- Don’t worry about HOW or WHEN
- Concentrate on defining WHAT and WHY
- What do you want to achieve?
 - Define it in terms that are as SPECIFIC as you can make them
- Why do you want to achieve it?
 - How will it benefit you?
 - How will it benefit others?



Creating Your Map

- Personal Vision
 - Dreams
 - Goals
 - Steps
 - Tasks



Write it Down

- It is essential that you write down your visions, dreams and goals, and then make lists of steps and tasks to achieve them
- Review your vision and goals regularly
- Review your list of steps and tasks daily and cross off what you have accomplished, while adding additional tasks and steps



Personal Example

- Personal Vision: To share the principles of natural healing with millions of people
 - Dream: To successfully develop and market books, courses and other materials that help people heal physically, mentally, emotionally, spiritually, socially and environmentally.
 - Goal 1: Continue to market and periodically update The Comprehensive Guide to Nature’s Sunshine Products.
 - Goal 2: Market and periodically update Modern Herbal Medicine book
 - Goal 3: Set up herbiverse website as a resource for herbalists, herb schools and people searching for herbalists and herbal education
 - Goal 4: Write and market Healing is a Divine Gift
 - Goal 5: Start and develop a personal coaching program

Another Personal Example

- Personal Vision: To share the principles of natural healing with millions of people
 - Dream: To be an example of all I teach by staying health and creating a happy life for myself.
 - Goal 1: Be healthy and physically fit.
 - Step 1: Exercise 3-4 times a week
 - » Go to the gym three times each week in January
 - » Work in the garden or go hiking on weekends
 - Step 3: Get a good night's sleep (8-9 hours)
 - » Task 1: Don't eat after 10:00 at night
 - » Task 2: Go to bed by 11:00
 - Goal 2: Spend more time in nature

The Path Reveals Itself

- Don't worry if you don't know all the steps necessary to achieve your goal
- Steps can include:
 - Practice
 - Study or mentorship
 - Finding partners to help you
 - Raising capital for your project
 - Praying for guidance



Step 3: Take Action! Now!



Thinking Alone Accomplishes Nothing

- To think that just by thinking you will make anything happen is "wishful" or "magical" thinking
- Real faith or belief causes you to take action upon your thoughts
- Belief = thought + feeling yielding action
- Real faith causes you to take action



Exercising Faith

- Faith is the willingness to act on an idea, to test it and see if it is true
- The exercise of real faith is a conscious effort, and not an act of blind acceptance
- "Prove all things, hold fast to that which is good." (1 Thess 5:21)




Action is Applied Faith

- "Faith without works is dead..." (James 2:20)
- When you take action on a goal or idea you are exercising faith
- Napoleon Hill considered action "applied faith"
- When you start acting on your plan, doors start opening to help you achieve it



The Importance of Taking Action

- “Do not wait: the time will never be ‘just right’. Start where you stand, and work whatever tools you may have at your command and better tools will be found as you go along.”
- “Action is the real measure of intelligence.”
— (Napoleon Hill)
- Do It Now!



Step 4: Build Your Team




The Master Mind Alliance

- According to Napoleon Hill, all truly successful people utilize the principle of the MasterMind Alliance
- This is where two or more people come together, working in the spirit of friendly co-operation, to achieve a common goal
- By combining their brains and talents teams achieve more than individuals ever could




Common Purpose

- “Our differences become our strengths when we are united in a common goal.” (unknown)
- When we have a common purpose our differences create strength
- Without common purposes differences create contention in relationships
- “...if two of you shall agree on earth as touching any thing that they shall ask, it shall be done for them of my Father which is in heaven.” (Matt 18:19)



Keep It Positive

- It is essential that all members of any MasterMind Alliance stay positive in their attitude both toward the goal and toward each other
- All negative people should be removed from the MasterMind Alliance as quickly as possible
- Negative, angry, fear-based discussions poison the alliance and render it non-productive



Positive and Negative Living

<p>Negative Living</p> <ul style="list-style-type: none"> • Focusing on what you lack • Complaining about you don't like or don't want • Criticizing, fault-finding or otherwise pointing out the faults in others, gossiping • Worrying about your problems • Trying to avoid pain, stress and unhappiness 	<p>Positive Living</p> <ul style="list-style-type: none"> • Focusing on what you have • Actively working to create what you like and do want • Seeing the talents, abilities and good traits in others and encouraging and praising them • Looking for solutions • Looking for ways to create pleasure, joy and happiness
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Accountability NOT Willpower

- You don't need willpower to achieve your goals
- The most powerful motivator is not willpower, it is accountability, committing to others who care about you and want you to succeed
- Not wanting to disappoint someone who cares in us and believes in us is the most powerful motivator in the universe



An Encouraging Word

- Having someone encourage you in your goals and dreams will create more powerful drive than your trying to believe it on your own
- When someone else says, "you can do it," it is ten times more powerful in helping us achieve it than when we think or say, "I can do it."



Step 5: Persistently Navigate Obstacles



Overcoming Obstacles

- "Before success comes in any man's life, he is sure to meet with much temporary defeat, and, perhaps, some failure. When defeat overtakes a man, the easiest and most logical thing to do is to quit. That is exactly what the majority of men do. More than five hundred of the most successful men this country has ever known told the author their greatest success came just one step beyond the point at which defeat had overtaken them." (Napoleon Hill)

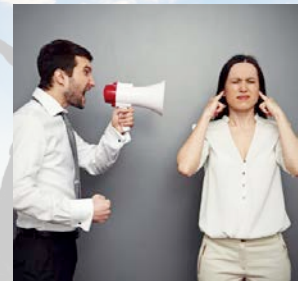
Your Biggest Obstacle

- Your biggest obstacle to change will usually be the people you are closest to. They are comfortable with the status quo and will discourage you from change
- In fact, many people will think you're crazy!
- **The Mad Hatter:** Have I gone Mad?
Alice: I'm afraid so. You're entirely bonkers. But I'll tell you a secret. All the best people are.
— From Lewis Carroll's Alice in Wonderland



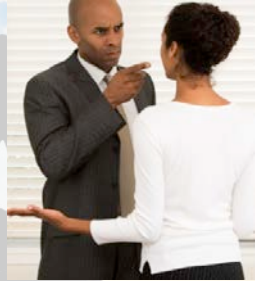
Ignore the Opinions of Others

- "Opinions are the cheapest commodities on earth. Everyone has a flock of opinions ready to be wished upon anyone who will accept them. If you are influenced by "opinions" when you reach DECISIONS, you will not succeed in any undertaking." (Napoleon Hill)



Befriending Criticism

- When you are criticized you have an opportunity to advance your cause by considering:
 - The source of the criticism
 - The motive of the criticizer
 - Any truth in the criticism that can help you grow



The Opportunity in the Obstacle

- "Every adversity, every failure, every heartache carries with it the seed on an equal or greater benefit."
(Napoleon Hill)
- All adversity, setbacks and obstacles are opportunities in disguise



If You Need More Help

- We are offering personal coaching to 8-10 people who need help with their goals.
- Coaching consists of a one hour initial coaching call followed by ½ hour follow-up call each week
- Cost: \$175 for the first month, \$125 per month thereafter
- Apply by filling out survey at: <http://www.stevenhorne.com/coaching-application.html>



Question and Answer Time

