



Dealing with Self- Sabotage



Todd Hutchison
the Corporate Mechanic®



Millionaire Mentors

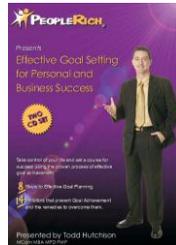
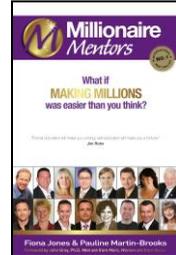
Millionaire Mentor

Todd Hutchison is a Millionaire Mentor, known as the *Corporate Mechanic*, and featured in the international best seller 'Millionaire Mentors' book. He specialises in business and people performance.

This eBook is a complimentary gift from Todd Hutchison to readers of the book.

To learn more about human dynamics, goals and the 14 inhibitors of success, secure your copy of the 2-CD audio program:

“Effective Goal Setting for Personal and Business Success”.



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Table of Contents

1.	INTRODUCTION	4
2.	HAPPINESS AND SUCCESS.....	4
3.	UNDERSTANDING STRESS.....	7
4.	SETTING UP FOR SUCCESS	10
5.	ORIGIN OF OUR ISSUES.....	11
6.	IMPACTS OF OUR THINKING	18
7.	THE POWER OF RESPONSIBILITY	19
8.	THE POWER OF HAVING GOALS	21
9.	THE POWER OF VISUALISATION	24
10.	THE POWER OF AFFIRMATIONS.....	24
11.	THE POWER OF AWARENESS	25
12.	THE POWER OF REPLACEMENT	27
13.	THE POWER OF ANCHORING.....	28
14.	THE POWER OF EXERCISE.....	30
15.	THE POWER OF NUTRITION	30
16.	THE POWER OF ACCEPTANCE.....	31
17.	THE POWER OF TAPPING	33
18.	THE POWER OF APPLICATION.....	33
19.	THE POWER OF CYCLES	37
20.	THE POWER OF EXPECTATION	38
21.	FINAL THOUGHTS	41
22.	ABOUT THE AUTHOR	43

1. Introduction

There exist too many talented people in this world that fall short of their success potential. They may have the necessary mix of skills, network contacts, qualifications and creative ideas, but something seems to be working against them. Some people find they are even working smart, utilising their natural skills and talents, seemingly doing all the right things, and yet there is something that is holding them back.

The place to look for these challenges is inside our very own mind, and through our thinking we may be our worst enemy as it impacts our self-esteem and confidence. Wealth educators around the world suggest that your success heavily relies on your thinking patterns and belief systems, and your inability to perform is likely a result of your own self- sabotaging acts.

Self sabotage is a term used to explain the conscious and subconscious influences that become inhibitors or barriers to our own achievements.

This eBook examines how to identify and resolve most of these self-sabotaging behaviours and thoughts. Some barriers may need to be addressed working with a therapist or performance coach, however you will be amazed at the limits we put on to ourselves and our ability to take control.

2. Happiness and Success

Some people spend their lives chasing what is termed happiness. The extensive research around happiness suggests it is more of a state of mind than a position in life or a point of wealth. In fact, most people cannot define it.

If you ask yourself what happiness actually means to you, you may be unable to specify define what it exactly is. It can be argued that it is a sense or feeling of control, security, contentment and just being. The best way to describe it is a chemical balance in the brain that makes us feel joy and content. Neuroscience research, through digital imaging technologies, is starting to find that the brain has different emotional centres for happiness and sadness, as the emotions involve separate parts of the brain to be active.

In fact, the study of happiness showed a characteristic brain pattern where there was a decrease in the regions of the cerebral cortex that is committed to forethought and planning, making the person likely to feel more content in the now. The brain and its neuro-chemistry is very complex, and no two brains are the same.

Abraham Maslow's hierarchy of needs model showed self-actualisation as our highest need. It is defined by characteristics like the acceptance of facts, lack of prejudice, mortality and creativity. Maybe this suggests that happiness is a point of inner recognition of life, the fulfilment of self-ambitions, and comfort in self and in the concept of death.

Before we go any further, we should agree that individuals have very different views as to what success actually means as well. Generally, in research they use wealth-based measures of net financial worth, as quantitative research needs to be based on elements of fact that can be readily measured and compared.

We all know that success is far more than just a monetary measure, and you personally may consider success to be a loving family, maintaining good health, through to your spiritual relationship with God. Whatever the definition you wish to have is appropriate for you, and don't be surprised if it

changes over time. Equally, we must respect other people's views of success for them.

Many people believe that wealthy people are greedy or selfish, however my observations have been quite the opposite as I witness these same people setting up and donating significantly to charities and other community-based causes. The reality is that having money just amplifies the person you are. If you are greedy, then having money makes it more obvious.

My experience as a therapist has shown that all people, from all cultures, from all classes and walks of life are carrying some baggage from the past that is having a negative influence on their state of emotion and life. It is somehow impacting them, holding them back or slowing down their ability to be successful.

The other interesting factor is that wealth from a financial perspective, allows you flexibility to utilise your time and money to help others, and spend your energy on those things that you are passionate about and interested in. This life is not a rehearsal – it is real and it is finite. Your time, unlike money, cannot be increased. Independent on a person's wealth, we all have the same hours in the day.

You can choose to live an extraordinary life, or a mediocre life, however if you are choosing to make the most of it, then we need to review how you are influencing it, and how your thoughts and behaviours may be causing you disappointment or frustration that needs to be dealt with.

What this book reveals is that you are the captain of your own ship (your body and mind), and you may just be the cause of your current situation and circumstances, but you do have the power to control and change it.

3. Understanding Stress

Stress is medically defined as “the process of mental and physical activation in which your body secretes a flood of steroid stress hormones and excitatory chemicals into your body and brain”. These stress hormones include cortisol, growth hormone and norepinephrine (adrenaline).

We all need a level of healthy stress hormones in our system occasionally to get us motivated through challenges that help us perform better to stimulate action.

Stress hormones exist and are designed for the natural “fight” or “flight” survival instincts we possess. Such instincts trigger neuro-chemicals like adrenaline. The results include increased brain activity, faster heart rate and increased blood pressure, but clearly these states over a prolonged duration cause us emotional upheaval and take a toll on the health and wellbeing of our body and mind. These symptoms also effect our metabolic processes, such as digestion, reproduction, growth and immune system.

Stress chemicals are designed to be released only for short bursts of time for survival purposes and in times of critical need, lasting as long as 72 hours before the hormones return to their normal levels. It has been found however that these states are not being so easily turned off in some individuals through continual emotional struggles, with constantly flowing stress chemicals that are damaging brain cells and causing many cases of depression. They deplete the brain’s natural healing chemicals and shutdown our immune system.

Emotional stress is not just a state of mind, it is a biological reality that involves primarily the release of cortisosteroids that impact our body. The prolonged release of cortisosteroids leads to a structural change in the brain that produce

impairments in the brain's functioning and subsequent other physical conditions that show up as a consequence. As our whole body is a system, any part that malfunctions will have a cascading effect on other parts and some alter to compensate.

Stress management can be a multi-angled approach from exercise (physical), healthy diet (nutritional), and our emotional state (mental). We are focusing on the mental well-being in this book, and the stress that results from our feelings of mental instability, uncertainty, impairment, exhaustion or lack of control.

The perspective taken from this book is that emotional stress most often relates back to our level of control. It can be viewed as a state of feeling either real or perceived loss of control. When we feel out of control, we are in a state of emotional stress. In the extreme cases of feeling continuously out of control at a very high level and where we believe we have no options available to us, it can lead to feelings of depression or suicidal tendencies. Suicide may be believed to be the only option, even though we logically know that there are also options. In these extreme stressed states, our brain starts shutting down and we lose our logical thinking ability.

Control can also relate to our ability to have influence in the workplace, home and community. Research on primates is suggesting the lower you are in the structural or social hierarchy, the more stress you will likely be exposed to. This stress tends to show up in the same conditions mentioned earlier, such as increased blood pressure, faster heart rate and increased brain activity. Heart disease is a common effect of prolonging these conditions.

Some people's stress levels are influenced more on what they are witnessing externally to themselves (the external factors that surround them), whereas in others it tends to be a judgment on what is happening within them (influenced

primarily by hormonal changes in their own body). Both are influenced by our thinking, value and belief systems.

The first thing to realise is that we may be only perceiving we are in a stressful environment or circumstance that causes us to release the stress hormones, and this is why individuals react differently to the same situations. Perceptions are a high cause of stress and allow us to lose a grip on reality.

It is largely the meaning we give to events, particularly fear relating to future events, as again – you may begin to realise it is because we cannot control the future. If you have confidence in the difficult circumstance being a short-term circumstance based on having a similar past experience that you got through, you may react differently to a person going through it for the first time and expecting a bad outcome. This is because you have a higher degree of control based on having knowledge of a previous outcome. Control in this context relates to more certainty of the outcomes.

This means we have to be careful that the stress we create within ourselves is not based on a perception of a worse scenario, the uncertainty of a future event, or a result of negative thinking. There are two sides to every coin, and if you choose to look at the side with all the disturbing thoughts you will find yourself in a negative state of mind.

The most important point is that you are controlling your mind and that means you are also controlling the hormones it releases. As you are the captain of your own ship (the body and mind), sometimes it is about taking charge and control as the captain.

You choose what meanings you give to things, and your choice impacts your responses and actions. Recognising that you have a choice is a key to having a sense of control of your life.

4. Setting Up for Success

Behavioural profiling tools, like Extended DISC, allow you insight into what you “flow” in. Flow is represented by the things you find easy and natural to do, and you find you do them faster and more proficiently than others do.

When you are in your flow, life seems fun and exciting, you achieve more and challenges appear far easy to deal with. When you are in ebb, which is the reverse situation to flow, it may feel like you are swimming upstream – not getting very far, getting exhausted, feeling helpless and life is not much fun.

Our fears, limiting beliefs and doubts hold us back from making the right changes to our circumstances, like finding a job that is more suitable to us, or a new relationship that better supports us. We tend to remain in our comfort zone, even if it is bad for us, as the uncertainty in change, compared staying with the devil we know, as we have a fear of the unknown (lack of control). This fear of the potential loss of control continues to hold us back from the needed change.

Getting back to our flow and profiling tools available to us, Roger Hamilton’s Wealth Dynamics profile (http://wdprofiletest.com/?a_aid=PeopleRich) gives the behaviours a name that relates to your ability to become wealthy using the same principles (e.g., Creator, Star, Supporter, Deal Maker, Trader, Accumulator, Lord and Mechanic).

Using profiles to understand yourself is the fastest way to progress yourself towards your flow. Once you know your flow state, the next step is to find a job that makes use of your unique natural talents and patterns, using the behavioural tools to understand what your strengths are, and what types of

roles you would excel in. You often don't recognise your natural talents instinctively as they are so natural you do not acknowledge them as gifts.

The next stage is to know what you want in life and that is about having goals. This will be discussed later, however this provides you with purpose, meaning and direction in your life.

If you are then operating in your flow, and have direction by having goals and you are still overly frustrated, then it is most likely to associated with limiting beliefs, fears or doubts that are holding you back.

5. Origin of Our Issues

Research has shown that your brain's neuro-networks formed from your life experiences began wiring while you were in the womb. This means what was happening within your mother's life, based on her emotions and consequent neuro-chemicals, directly impacted your development.

Evidence has shown that a baby in the womb will jump when the mother responds to the husband yelling in anger. In this example, anxiety issues, based on the same neuro-chemical response experienced by the mother at the time, can form even before birth. Even these challenges can be remedied through therapy techniques like time line therapy, which regresses the participant back into the experiences within the womb.

Similarly, recreational and medical drugs taken by the mother during pregnancy can equally expose the foetus to neuro-chemicals that have a negative effect. As a result, a heroin addict can produce an addicted newborn.

After birth, the things you are taught or observe begin influencing your life. Evidence from real life cases of abused children being brought up in animal pens with the animals showed they adopted the same behavioural habits.

It was from monkey research where scientists realised that offspring were learning from observation, such as the case of the mother monkey who brought the baby monkey in the room while performing the sequential tests. The observers were shocked when the baby copied the mother to receive the same treats.

This has been witnessed by all parents. When a young child falls over, they often look up toward the parents to observe the expressions on their faces. If a parent looks horrified and panicked, the child will sense that the fall should be associated with pain and start crying, or laughter if the parent's laughed instead. In fact, when they get a laugh, they sometimes will try and repeat the same fall. What this means is that much of your learning came from the observation of those who took care of you during your development years.

Most interesting is that a newborn's brain frequency is equivalent to an adult's brain activity while in deep trance. They basically operate in a hypnotic trance, and because they have no references to compare experiences in their brain, they absorb information easier and faster.

If you consider the structure of the brain, the unproven ratio given by the psychology profession in the mid-1950s suggested that your conscious mind accounts for only ten percent of your brain's activity, and ninety percent is allocated to the subconscious. Between the two of them there is a filtering type system that medically is called the 'critical faculty'. This is important to know, because the critical faculty is what protects limiting beliefs, fears and doubts from being resolved later in life.

Hypnotherapy is a technique that is said to turn off the critical faculty of the hypnotised person so that the therapist can dialogue with their subconscious mind.

Basically, your beliefs and values are developed over your life time, and much of the messages you accepted as a child through your observation and personal experiences have shaped the person you are today. If you grew up with a pet dog, compared to not having a dog and being savagely attacked by one, then you will most likely have a very different response to, and opinion of, dogs. It is just like the first time a child sees a snake and when the mother screams the child concludes that the snake equals danger. They will likely have a similar response to snakes as an adult. A child growing up with a parent who is a snake handler will clearly have a different opinion of snakes.

With wealth, we often have to have a healthy opinion about what money is and how it is an enabler to enriching lives and living life to the full. If you are having money problems today, just take a moment to think of all the sayings you recall from your childhood about money, such as “money doesn’t grow on trees” and “money is the root of all evil”. Make a quick list now and you will be surprised how many there are. Now consider if you believed in all these things – what effect would that have on your attitude and life? You may find your deep seated beliefs are reflective of the results you are getting. If I felt money was the root of all evil and I was very religious, then it is highly likely that I would not want to keep it, thereby impacting my ability to save.

If you did do the exercise, it is likely that you were able to create a list so easily that it shows that these sayings have been etched into your mind. The concept of money is very different between those born into poverty compared to those born into wealth. The money has not changed, but our beliefs and meanings we give to it certainly make it different.

Emotional issues often start or are linked to these past events that are stored in our memory. At the lowest possible level, a memory is simply a picture, sound, or feeling, or a combination thereof, that you recall or recreate in your mind's eye.

Neuroscience research has also proven that you can create a virtual event and it gets stored as memory when you think of it with emotion (the needed ingredient to tell the brain it is important enough to store), you create the same neuro-networks in the brain as if it was a real life event. Basically, you can not only recall real memories from the past, but you can also create new virtual experiences in your mind and they get stored in similar ways.

Can you remember a time when you told a story and adding some embellishments to it. You realised the story sounded better with your added bits. Then you add more, and more, and over time you have a great story that people love to hear. The only challenge is that the pieces you added have become blended with the real aspects of the story, and you no longer can distinguish which components was the real story with strong clarity. You are now demonstrating that the same processes in the brain for recording real and virtual events are the same. In fact, this is the basis of a compulsive liar, who believes that their lies are true as their brain tells them that their truth now exists, and they pass liar detector tests, as the brain is unable to distinguish anymore what was added by real experience and what was virtually added.

Most important, is when we recall these real or virtual events in our mind, the consequential neuro-chemical have an impact on our emotional state. When you recall fun and happy times you will feel great, and vice versa for those bad memories.

In addition to what you have learnt about adding new virtual experiences, you can also have the power of mind to modify

existing memories like a volume control on a speaker where you can add more colour to a past event, and you might start making a bad event even more sinister or more painful. You are again in control. You can equally turn down the volume, or dim the lights on any past memory that is impacting you to neutralise the effects it is having on you.

Regression therapy takes a person back to events in the past to take new lessons from previous experiences and to release emotional charge that may be impacting their current life. In time-line therapy, when a client regresses to the past and they view a period in time that is blackened out, it can be a result of something so difficult for them to have dealt with that they have effectively turned the lights down on it. Their emotional system may have shutdown from a specific event as a self-protection mechanism. The therapist has to protect the client and would normally pull them out of trance and explain the consequences of turning the lights up. This coping mechanism subconsciously applied to hide some event or events that were too difficult to deal with in their past can now be overcome. This starts to explain why adults may recall horrific and traumatic events from their childhood like being molested, as they start triggering neural-networks that recall those events later in life.

For a memory to exist, it had to be given the power of an emotion. This explains why the most exciting events and those where we experienced our greatest pain become our strongest memories. Bringing it down to basics, your memories are simply pictures, sounds or feelings. Those moments when you are self-sabotaging yourself, you are playing something similar to a musical record in your head that contributes to your negative mental state. You may be playing “you’re not good enough”, “you’re not smart enough”, “they don’t like you”, or “they won’t be interested in your product”. This little voice or the picture of a past failure or that terrible feeling of

unworthiness all directly impacts your brain neuro-chemicals that drive your behaviour and emotional states.

Dealing with these records starts with recognising what are the pictures, sounds or feelings you are experiencing during these moments of struggle, fear or doubt. The interesting thing is that you are the record player and can choose to change that record at any time.

Many of the methods of dealing with horrific past events is not about removing them from the brain, it is about disconnecting the emotional charge they have, so they don't affect us in the same way.

To explain this, imagine you are arguing with your partner and you are standing your ground. You are in what psychology calls an associated state, seeing the argument through your own eyes. In this position you see and experience the emotion. Now if you could drift out of your body and see yourself and your partner arguing from an observer point of view, you are in a disassociated state. As the observer you are more independent and not living the emotion, and therefore you might conclude that the argument, which is about whether the paper on the toilet roll should roll from the top or the bottom is a silly thing to be arguing about and risking the relationship. In a disassociated state, you are in control, you are detached from the emotional content and you can think more logically. This is why you can help other people with the dramas in their life and often not in your own, as you cannot disassociate yourself from your emotions when you are in it.

We can therefore conclude that any past event, real, perceived or virtually created, that is challenging you, is actually happening within you and you are in control of it. Consider the salesperson who starts to doubt their own abilities when they get sales rejections, or becomes disheartened when they see the achievements of others compared to their own sales

results, and they start dangerous self talk that counter acts all the positive thinking they have. They will typically start achieving less future sales as a consequence, and then they start believing from demonstrated evidence that they cannot sell as well anymore. With this belief, the subconscious goes about making it true, and it becomes a self-fulfilling prophecy.

Remember that the subconscious takes its instructions from the focus and interests of the conscious mind. It does not have a sense of humour, so when you joke about not being good at something, and you say it frequently enough (and believe it), you will start wiring the brain to believe that you are no good at sales and therefore your brain will start hampering your efforts in selling as it has been wired with a new excuse not to perform. The danger in this is that you have to become aware of what is influencing you and ensure that you have positive influences in your life as often as possible.

So if you say you can't do something, you are not good at something, you are not happy with something, or sick of something, then this is what it will create as beliefs and to the extremes where a person can bring on an illness or even death. Studies of ancient witch doctors that would point the bone and effectively curse a person to death. The sheer belief in the witch doctor would cause them to accept death, and the subconscious would begin the process.

Not too dissimilar is the research around current medical doctors accuracy in predicting the death of a person with a particular disease. Generally they would make predictions based on previous cases, yet the accuracy seems to be high. The studies often indicate that the client had believed the doctor's prediction that it became a self-fulfilling prophecy.

The good news is that in understanding the power of the mind and thereby reclaiming our right to lead it, we can change our wellbeing. We can also do something about all the negative

and self-sabotaging behaviours we have been doing and now we will explore some self-managed solutions you have in taking back that control.

Earl Shoaff said it well, “Don’t wish it were easier, wish you were better. Don’t wish for fewer problems, wish for more skills. Don’t wish for less challenge, wish for more wisdom”.

6. Impacts of Our Thinking

You now know that our thinking directly impacts our actions that give us our results. Therefore, if there is something happening in your life or you are not in the position you want to be in, then it is most likely related to your thinking. This thinking can be conscious (thoughts you are having at a conscious level) or subconscious (the automated self-talk we may be experiencing).

The old adage, “fake it until you make it” is all important to understand, as it makes you start thinking about the way you wish to act, and if you act with that mindset then you become just that. Take the example of thinking like a millionaire, so you start believing you are one. When this happens you start being influenced by millionaires so that you mimic their behaviours through modelling what they do. It is likely you will become a millionaire as a consequence. Again, it becomes a self-fulfilling prophecy, as the subconscious will take it to be fact and prove it to be right.

If you are thinking negatively, then it will impact your results and you start to find more setbacks are turning up in your life. The subconscious is helping to create or make you aware of the challenges as it is supporting the negative thoughts you have as it accepted them to be an instruction of what you want. These negative thoughts directly impact your confidence, just as winning makes you more confident.

Just think of how often your lack of confidence, self-esteem, limiting beliefs or self-doubt impacts you from taking that next step to closing that last sales deal or taking that important next step to success? You walk away mystified that you 'almost got there' or you 'just missed' the opportunity, unaware how you may have been self-sabotaging yourself.

Our self-esteem is the single most important factor in our ability to become great performers. We are less likely to be impacted by other's negative comments when we are confident within ourselves. In fact, we call this becoming resilient to negative outside influences.

This includes sharing our goals and dreams with those who will support us and not with those who will put us or our aspirations down. This is not about avoiding risks, as risk management is a part of planning your success, but avoiding being so risk averse that you do not act.

7. The Power of Responsibility

One of the most powerful ways to take back control over your life is to take responsibility for it. Each of us considers our own life, and that of our own families, to be the most important one.

It is too easy to blame the government, your upbringing, your education (or lack of it), your level of current income, and your external circumstances. In fact, the time a person spends blaming themselves or others, is simply time and energy lost. The real challenge is the emotions we endure that are associated with feelings of blame, guilt and playing the victim that are all causing stress hormones in our body and is depleting our health.

As you are the most important person in your life, no one is going to care more than you about your success as often as you would when you are thinking straight.

First thing to realise is that becoming successful is an inconvenience. It is inconvenient to study and get an education, it is inconvenient to take on more work and get better experience, it is inconvenient to turn up to networking events and meet people that may help you in the future, it is inconvenient to write up a budget and review your financial position, and it is inconvenient to be taking action, when sitting in front of the television and internet surfing is much more fun and less taxing on the mind.

The greater concern is in action is not attributing to your growth, and when you don't use your brain you start to lose its capabilities. If you are avoiding these types of things, you will start to notice that you are indeed self-sabotaging yourself.

You will be a far greater coach to someone else and be able to point out their flaws and what is holding them back, and the simple actions they need to take, than to apply these same principles to your life.

Simply put – success takes action, effort and time. It requires you to take responsibility for where you are spending your time, how much time you spend on specific activities, who you are sharing your time with, and what you have set up to achieve – being your goals.

Ask yourself what you are committed to and then review your life to see if you are really committed by the evidence of your actions. If you are not committed to your commitments, then review your “why” and determine if it is powerful enough to cause action. Ask yourself why you are acting as you are, or in some cases, not taking action. There is a reason behind all inaction.

8. The Power of Having Goals

So the question is that if we can change our results through our behaviours, and our behaviours are based on our thinking, what do we have to change in our mindset to get us to success?

The answer lies somewhat in understanding motivation and goal setting, as a human being is naturally goal-oriented, whether we want a drink, or wake up to go to work – everything we do is to achieve something.

Understanding the great importance of achieving bigger things in our life starts with the appreciation of how we are motivated. There are two main types of motivation, ‘away from’ motivation and ‘toward’ motivation. ‘Away from’ motivation is about avoiding pain. As a short term strategy it can be effective as it may act as a protective mechanism to help remove us from bad environments, such as when we are trapped in a negative scenario and then get motivated to leave it. It may help us leave a bad relationship or job, so it has some benefits. The danger is that this motivation style focuses on what we do not want. If we over use it or focus on the negatives too long, we become focused on what we wanted to avoid, transfixed on the negative, and that is exactly what we will attract. This is the type of thinking we want to eliminate in our lives.

The better solution for success is to use ‘toward’ motivation, as it focuses on moving toward a specific goal. It is motivation based on gaining the most benefit. This is the most powerful tool in moving towards success, however it does need the individual to know what they do want. This means that unless you have goals in your life, you are not able to utilise your greatest power. Your subconscious mind is your best fulltime

twenty four hours a day employee, if you choose to use it, but it does need instructions from the conscious mind regarding what you do want.

Independent on the motivational style you use, the Law of Attraction applies based on what you are focusing on or interested in. So what are the steps for leveraging this Law? Simply you need to know exactly what you want, and to think positively and continually about it. If you started taking an interest in boats, your filtering system will be influenced to allow anything associated with boats through to your subconscious awareness. You will start noticing all the boats in people's driveways as you drive through the streets.

As you walk into a café you suddenly notice the boat magazines first from the magazine rack, and when you read the newspaper your attention is mysteriously drawn to the advertisements relevant to boats first. When in a crowd, your ears will pick up on conversations about boats, and you will be most likely to speak about the topic every chance you get, thereby tapping into other's knowledge and experiences of boats. You start becoming aware of all the opportunities regarding boats because you are initiating or joining in on related conversations. You have effectively wired your brain to respond to any association with boats. When you decide on what boat you want and you have an expectation to obtain or possess it, then the mind starts looking for both opportunities and ways to make it a reality.

You will recall that to perform at our best we need to be working in 'toward' motivation. This means knowing what we want with as much clarity as possible. We therefore need to apply this to having goals that have a defined time to complete and help inspire us to achieve results. Be careful that they are realistic so that you do not become disheartened by not achieving them, but also challenging enough to force you to think out of the box and innovatively in how to challenge

yourself to take on more and grow. Some people start goal planning by having small goals that they will achieve and thereby build up confidence to aim for bigger goals.

Most important, is the belief that you can achieve them – a desire is not good enough as you may not play the game hard enough, whereas having an expectation to achieve will be reflected in your dedication, effort and commitment to win.

In summary, to set yourself up for ‘toward’ motivation you need to have goals that are:

1. Specific and measurable;
2. Defined by a specific achievement date; and
3. Be realistic and something you expect to achieve.

In a business context, corporate goals may be called strategic objectives, initiatives or project deliverables. Even our work needs to be goal oriented to move the organisation forward.

Remember that your subconscious brain works best for you, and that it is your 24 hour a day best employee (if you choose to use it). If you are not using it to its full capacity, you have to work harder to achieve to the same level of success, and that usually takes longer.

People Rich have created a full world best practice goal setting model. To get an electronic version of a goal plan contact todd@peoplerich.com.

To get more information on the internationally renowned eight step goal setting process, go to the free resources section of www.peoplerich.com.

9. The Power of Visualisation

You may recall that when you visualise something with strong enough emotions, you create almost the same neural-networks in your brain as a real life experience. It can be the start to convincing yourself of a new reality or a new you.

Visualising your success is a way to create your own power recording in your head, as we become programmed to believe it is true, just as compulsive liars eventually believe their lies are the truth in the same way.

Start to take time out visualising yourself achieving your goals, looking successful, and processing the things you want. You will be surprised what it does to your confidence and what results you set in motion.

Remember we become who we believe we are, because our thinking drives our actions that automatically bring us our results. When visualising, remember that some people will be better able to feel what success is like, and some prefer to listen to a sound track of cheering or clapping instead, as you are either dominantly a visual, auditory or kinaesthetic (feeling-based) communicator.

10. The Power of Affirmations

Affirmations or positive self-talk also create success recordings in our head, providing it is something that we believe is true and possible. Visualising or saying affirmations does not work unless they are done with emotion – remember emotion makes it a memory!

The subconscious will need to feel it is true, so you have to say something that is or could be true. For example, if you are

a poor salesperson today, saying something like, “I am the world’s best salesperson” will not be taken as an instruction by the subconscious. It may not be taken seriously enough to change your thinking, mainly because you will not be able to link the emotion to it as you consciously do not believe it yourself. You could convert this into something that is believable or true today in the same situation, such as saying, “every day in perfect ways I am getting better at sales and more successful at selling”. This affirmation could be true for the lowest skilled salesperson – so it is believable today as it would be tomorrow and the next day.

The trick with affirmations is to say them daily. Psychology research indicates that we need to do something for 21 to 28 days straight for it to become a habit. Imagine if you got into the habit of talking about success to yourself each day. When you do say it, get in a habit to say it about four to six times in a row, and with as much emotion as you can, emphasising the words ‘better’ and ‘successful’. You will start to believe it to be true, and if you are getting better each day, then the results are sure to follow.

You may find it beneficial to stick it on your bathroom mirror or on the back of the toilet door to remind you to say it. Some people laminate them and place it in the shower to avoid any embarrassment of visitors seeing it, and at the same time using the shower time as part of your success training.

11. The Power of Awareness

Now you know how to place images and thoughts into your mind, the next stage is to know how to change those ones that are not so positive. These are the times that you find yourself upset, feeling bad or in a low motivation state and may not know exactly why.

When you are feeling down you can take the opportunity to sit quietly or pause and ask yourself what is it that you are seeing, feeling or hearing in your head. What exactly is that record you are playing that is causing these ill feelings? You now know that you are the person controlling them. Fancy that – you are responsible for all those sad moments – you are doing it to yourself!

You now have a fascinating opportunity to become consciously aware of what is inhibiting your success. You may realise you are thinking of something bad that happened to you in the past, or a scene that you witnessed that made you feel uncomfortable. Given that you are projecting it in your mind, you can also witness what it actually is once you consciously stop to analyse what you are thinking about.

At a conscious level you can often remove the inhibitor by recognising that the meaning you gave to that specific event was inappropriate and you can consciously change it. For example, you may recall a moment in your childhood that you remember when you were asked to stand up in front of the class because you were being naughty. At that moment in time, you may have made the decision that standing up in front of your peers symbolizes being humiliated. You gave it a new meaning. Now consider if that were the case, it would not be surprising for you to fear delivering a talk in front of your colleagues, as the anxiety is a subconscious conditioned response to protect you from being humiliated again.

In reality, now you are conscious of it, you can give it a new meaning and suddenly you may find the level of anxiety starts to lessen. This new meaning has changed a belief you have carried since childhood.

So next time you are thinking of something that is causing you issues, sit back and close your eyes and sense what the pictures, sounds or feelings you may be recalling or

experiencing that make up the record you are playing in your head, and you can choose to replace them with more positive and empowering thoughts.

When you are focusing on creating a more positive mental state, wiring your brain for success, releasing neuro-chemicals that help improve your cell health, and bringing more joy into your life, then you regain the control.

Remembering that stress often relates to a feeling of loss of control, and the basic rule is the record in your head with the highest volume wins.

12. The Power of Replacement

The next thing is to manage our negative self-talk. It can be playing in the sub-conscious all day long and countering our positive thoughts. When you become consciously aware that you are saying something negative, then this is the time to correct the subconscious mind. Scratch the record so it soon can no longer play.

The technique is very simple. When you realise you are saying something negative, like “I cannot sell”, or “I am hopeless at selling”, or “they will not buy from me today”, or “I do not have enough information for this prospect”, then you simply say (in your head) “Reject” (or “Cancel”) and then state your preferred thought or thinking.

What this does is it instructs the subconscious mind to cancel that thought (filter it out) and replace it with the more positive thought. For example:

“I cannot sell” – “Reject” – “I have all the sales skills I need to sell successfully”.

“I am hopeless at maths” – “Reject” – every day I am getting better and better at understanding and applying mathematics”.
“They will not buy from me today” – “Reject” – “People love to buy from me because they like and trust me”.

“I am not good enough” – “Reject” – I have all the resources I need to become great at this”.

The Reject-Replace over time helps you control your negative self-talk and as your positive thoughts start becoming more dominant you become more positive, more confident and more likely to succeed.

13. The Power of Anchoring

Another powerful technique in taking control of your life is to learn how to deal with those times when you are feeling at a low point, or you find yourself in an uncertain and full of doubt state, where you can change your state at will.

Just as your emotional state can instantly be altered by something you witness or your response to something someone may say, you possess the ability to always change it to a positive state.

Kinaesthetic anchors represent a feeling-based trigger that links to, and replays, a past emotional state linked to an event. For example, someone cheerfully slaps you on your back and you suddenly remember the time your dad did the same thing in congratulating you that time you won an award as a teenager. In this case, this kinaesthetic (feeling) trigger point on your back was anchored to your award ceremony night. Suddenly you felt that same proud feeling as you did back then, and your emotional state was changed that easily.

Have you ever witnessed a sports athlete and when they have a great success they jump, throw up their arms, or make some gesture of acknowledgement in their physiology? Watching them over time, they will typically use the exact same movement every time.

They are triggering and reaffirming a “confidence anchor”. This is a resource they can use at times when things are not going so well for them and that they need to trigger that great feeling to pull themselves out of a low point or a point of lack of concentration to go onward to success. Equally you can set up a confidence anchor yourself.

Pick an event in your past that was an absolute highlight, something that when you think about it deeply, your whole body remembers it – you may start smiling, you may start noticing some tingling feeling in some part of your body and you may even hear noises. Remember that memory is linked to emotion, so the more emotion you attach to this, the more results you will get.

Now select something that you can use as an anchor, such as pressing on your ear lobe, or holding your little finger. It is best to be something that you would not do naturally. The intent is that when you are in that peak mind state, reliving that experience, you squeeze that ear lobe or finger and what you are doing is connecting that physical feeling to the same neuro networks of that event.

Remember that whatever neuro-pathways fire together wire together, so that physical squeeze becomes wired to neuro network that links to the memory of that event. Now get yourself into that peak state, seeing, feeling and hearing that event with intense emotion – now squeeze, live it with even more emotion – now squeeze again, turn the colour up in your head, amplify that feeling and turn up that volume – now squeeze again.

You should feel great and you have now set a confidence anchor. Later try triggering that anchor and you will be surprised to realise you suddenly feel much better instantly (particularly if you are in a low state). Now overtime when things are going great for you – squeeze the anchor and start making it stronger and stronger.

You have now learnt how to change and somewhat control your neuro-chemicals in your brain and change your state of mind instantly. Next time you need that emotional pick up, or that confidence boost, press the trigger and enjoy the rush of those neuro-chemicals and then utilise that boost of confidence you have given yourself to sell with confidence.

14. The Power of Exercise

Although this book focuses on the mind science aspects of managing self-sabotaging, it is important to recognise the power of exercise and how it releases neuro-chemicals that combat the chemicals created from stress.

Exercise releases neuro-chemicals that can be used to neutralise the harmful neuro-chemicals released by stress.

15. The Power of Nutrition

Similar to exercise, what you eat has a chemical reaction in our body that impacts the alkalinity or acidity ph levels of the body. More correctly, the body is responding to the nutrients that you provide it, and will resort to finding what it needs elsewhere.

The brain runs on glucose, which is a form of sugar it takes from the bloodstream, and as neurons cannot store glucose,

they depend on the constant supply from the bloodstream. Your brain cells need double the energy than the other cells in your body.

Although the focus of this book is not on dietary requirements, as an example regarding the need for brain sustenance, if you take the effect of consuming a sugary snack or soft drink that quickly raises your blood sugar level to give you that boost, you will find the energy lift is short-lived. When you eat something with a high sugar content, your pancreas starts to secrete insulin that triggers cells throughout your body to pull the excess glucose out of your bloodstream and store it for later use.

This impacts the glucose being made available to your brain and as neurons are unable to store glucose, they experience an energy crisis. Hours later, you feel spaced-out, weak, confused, and/or nervous. Your ability to focus and concentrate starts to suffer. The name for this glucose deficiency is hypoglycaemia and it can even lead to unconsciousness in some cases.

The brain weight represents only two percent of your whole body's weight, and still consumes twenty five percent of the glucose that your body converts, as well as twenty percent of the oxygen you breathe. Foods known to be good for the brain are fish, broccoli, brussel sprouts, nuts and beans to name a few.

16. The Power of Acceptance

As we are social beings by design, we often are upset by events relating to our relationships with people. Often people disappoint us, and it impacts on the quality of the relationship thereafter or the trust in the person.

One interesting aspect of human behaviour is that we are always purposeful in what we do. This means that at some level, there is a positive intent in everything a person does.

People often make the best choice they can at the time they act, based primarily on the options that they were consciously aware of, their own level of self-belief and confidence, and their awareness of their own expertise.

Whilst choices can be based on flawed or inappropriate thinking, beliefs or values, psychology research has shown that we always act with good intent.

Without justifying the inappropriate actions of others, even in the case of a murderer, there was good intent. The good intent may have been to survive (in the case of self-defence) or to gain some level of self-satisfaction (even where it is based on inappropriate values or beliefs).

When a person understands this, they become less judgemental and therefore better able to help others and self-equipped to deal with events that would otherwise negatively impact their ongoing relationship with another person.

In many cases the person may not have been aware of the other options they had at the time. If a friend is too judgemental and makes the person feel guilty about their past actions, the session may not be a positive experience and the opportunity for improvement may become lost.

Understanding that all behaviour at some level has a positive purpose means that people make bad choices and not necessarily mistakes. Sometimes we have to recognise that single one-off event that we do not understand the logic behind, is not worth losing a great relationship over. Forgiveness is a very powerful act, and it allows us to dissipate the stress associated with playing the blame, prosecutor, victim or guilt game into our future.

17. The Power of Tapping

Introduced by Gary Craig in 1995, emotional freedom techniques (EFT) is a simple, non-invasion and gentle tapping technique that falls under the umbrella of "energy therapies".

The technique has proved to be a very effective method of self-managing stress. It is based on the ancient principles of acupuncture, and it seeks to address unresolved emotional issues that negatively impact on our physical and psychological wellbeing.

This is carried out using a simple and painless tapping procedure that is applied to specific parts of the body to realign the body's energy system. EFT works on the premise that negative thoughts, memories or experiences cause disruptions in the body's energy meridians, resulting in physical, psychological or emotional pain.

When applied properly, EFT re-balances the energy disruptions and as an outcome of the process, it dissolves associated symptoms, leaving the person with an experience of emotional freedom.

This specific method is mentioned as it is easy to learn, remember and apply, however instruction in its application is required.

18. The Power of Application

A mechanism to deal with stress is to act on feelings of frustration as they arise, and before it becomes significant stress. It is called the CIA Principle™.

Frustration stems from a sense of helplessness or a perceived inability to adequately control something or someone. When you find yourself approaching a state of frustration it simply means that your efforts and energy are misguided. Chances are that you are trying to control a person to act in a certain way that is not consistent to their own behaviours or desires. In fact, we cannot control people, we can only influence them.

In all circumstances where frustration is being experienced, you need to apply the CIA Principle™ to assess your ability to change your state into a more positive one that better directs your energy. This is achieved by simply considering the elements you Control, the elements you Influence and those elements that you might need to Accept for you to move forward. CIA therefore is represented as C for Control, I for Influence, and A for Acceptance.

Typically we can control our attitude, presentation, mannerisms, and our responses to events. Control is about what we can do with (and about) ourselves. If we have a goal that only requires our time and effort, then the achievement of that goal is totally under the control of our own thoughts, actions and behaviours. When applying for a new job, we can control many factors from the way we prepare for the interview, the time we arrive, the body language we use when being interviewed and our verbal responses to questions we deliver.

The key message is that we can only control ourselves. When it comes to other people, we can only influence them. The perceptions of the interview panel, which may be biased from their own life experiences, will be influenced by our attitude, dress, actions, language and the information we present. By focusing on how they are best influenced may improve the likelihood of the job offer.

This equally applies to selling products, by focusing on the potential buyer, you sell the value and not the product to best influence their decision to buy.

For example, consider the car yard trying to sell a four wheel drive vehicle. The potential buyer may not be interested in the mechanical specifications of the 4WD's engine, but is interested in the opportunity it will give them. Instead of talking about the technical aspects of the vehicle, the salesperson would focus on what specifically it offers that exact potential buyer. After asking a few personal questions to determine what is important to them, like whether they like fishing, then the salesperson can make comment relating to their values, such as, "that is great, because with this vehicle you can get to those special fishing spots that are unavailable to normal cars".

Influence works best when you connect the required action to a motivating emotion, as emotions are catalysts for memories or actions. For example, the salesperson seeing that the potential buyer had children, could have said, "the main benefit of a four wheel drive in the City is safety as it allows you to see what is happening further up the road so you can avoid the accident. Of course, in an accident, this vehicle is extremely robust and would better protect your family." In this example, influence called upon their emotions and associated the vehicle with the concept of extra protection for their beloved children.

Where the achievement of a goal or outcome involves other people, we can only influence their mindset and behaviour. When realising that we are unable to control others, then our focus and energy can be directed to the most effective way to influence the other person. This can particularly work when a person recognises another's values, listens intently to them to elicit what is important to them, matches or mirrors their body language to sustain rapport and clearly communicates to them

in a way that reflects their human representative system. The person becomes well-acquitted to what things would most likely drive the other person to act in their favour. In some cases, control and influence will not be the solution. The events that require acceptance are those that are typically out of our control and cannot be influenced, such as laws and other physical constraints.

Acceptance is not a state of giving up, rather it is in recognising that one particular course of action is not possible and not an effective use of our time and energy in trying to change something or someone. In accepting that, the mind can then creatively look for new ways and methods of achieving the same or similar result without dwelling on that single obstacle. When people find themselves in a rut in life, it is generally because they have failed to accept a particular circumstance or event and they have become transfixed on the impossibility of their situation.

A young couple gave birth to a blind child in Adelaide, South Australia. At first they were taking the control approach by blaming each other for the birth defect, however this was not helpful in building a healthy relationship and a good mental state, nor did it help the child. They then reverted to trying to influence the medical staff to 'fix' the problem. It was not until they both accepted the condition that they then were able to give the child all their focus and love and to open up the opportunities for that child to develop in the best possible way. It was in the acceptance that they found the peace they needed and the energy to make the best of the situation.

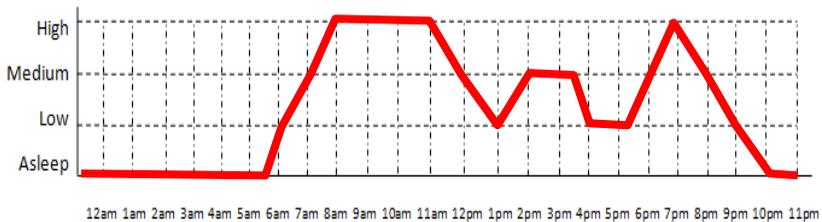
Positive and successful people often use the CIA Principle concepts naturally in a similar way to the way a small soldier ant behaves. For example, when you place an obstacle in front of an ant, it stops to assess the situation and then immediately starts on a new route to go around the obstacle.

If you surround the ant with a ring-like object so it cannot go around the object, it will typically move around the inside of the ring until it recognises it has been totally surrounded and then immediately attempts to climb. Taking this solidier ant analogy, by using the CIA Principle in your own life you will become more responsive to challenges and be better empowered to eliminate frustration as it arises.

19. The Power of Cycles

Some people refer to themselves as morning people, or afternoon people, and sometimes night people. They are referring to the times when they operate the best, which correlates to when they feel most energised.

Over a period of a week, record what your natural performance cycle is, using the graph below to note your typical level of energy across the twenty four hours in the day:



The interesting thing about human beings is that we like to do what we find fun when we feel the best, and then when our energy is low we are able to justify postponing the difficult things to do.

There are two tricks to transform your performance immediately using this model and get more quality achievements in the day is to do the hard and important things when you are feeling at your best (high energy).

During this period you are working at your best peak performance state and therefore you can get those difficult tasks done faster, easier and more proficiently.

The second trick is to then do the fun tasks when you are feeling low energy, and you will be surprised to find that your energy level will actually increase. This shifts your general low energy periods up to a higher energy level, and you are able to achieve much more in your day during your previous low energy cycles. This will make a phenomenal change to your performance.

20. The Power of Expectation

The Germanic new medicine model is a fascinating and controversial medical model that proves the connection between our emotional states and extreme points of emotional upheaval and the wellness of the brain and body.

Dr Ryke Geerd Hamer's scientifically proven framework has found that there is a biological meaning in all diseases, and that there are not mistakes in nature, rather meaningful events. Everything has a purpose, just as bodily pain itself is an indicator of a hurt or issue. As such, disease would be better termed an "intentional program of nature", as it is the body's natural response to dealing with a conflict.

Basically, the model looks at the fact that the brain controls the body, and the different regions of the brain control different parts of the body. It basically links ill-health to significant, dramatic, unexpected shock-based emotional events that catches the person totally unprepared and where they don't have a coping mechanism to deal with it.

During those events, the brain is impacted in a way that a certain region of the brain cannot function in its normal state

and therefore the control messages it sends to specific body parts to maintain their health becomes hampered and a conflict in the brain results, termed the state of 'sympathectonia'.

If it is prolonged (i.e., the emotional conflict is not resolved), it becomes a state of 'hanging conflict'. Difficulties also arrive when there are conflict relapses, which can include other triggers that are similar in nature to trigger the same emotional responses.

Dr Hamer's model can even indicate the basis of the events that have occurred by what parts of the brain are shown to be impacted. By looking at a CT scan of the brain, it can determine what body parts have been effected, and whether the conflict is still active or have been resolved.

To complicate this further, a person may have several biological conflicts that they may be dealing with, hence a more complex interweave of challenges are happening. This starts to explain metastases (the term given to the spread of cancer), which is argued that it is not the spreading of disease, rather multiple conflicts.

Have you ever wondered how disease can seemingly spread by jumping over certain organs that may have a more similar organic structure to other parts of the body? It makes far more sense that these are multiple conflicts, than the spreading of the disease.

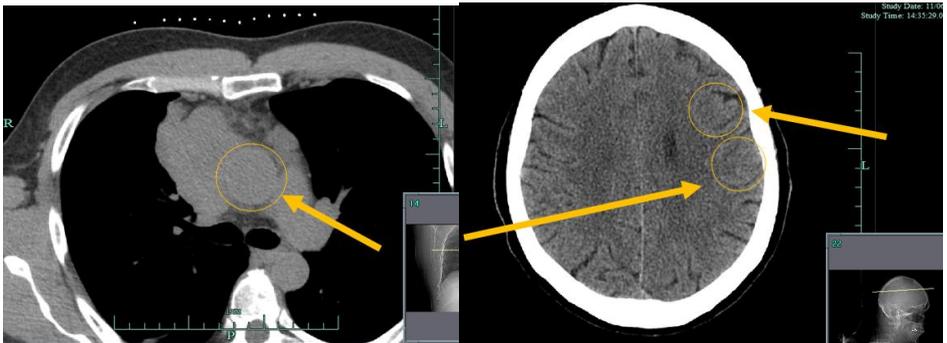
Dr Hamer called the shock event a Dirk Hamer Syndrome (DHS) after his son whose sudden death was linked to Dr Hamer's own cancer, otherwise referred to by other medical doctors as a significant emotional event (SEE). This was the turning point in Dr Hamer's life where he found purpose in researching the causes of emotional trauma and its causal links to cancer and other significant diseases.

It also shows why the loss of a child during war time typically has less impact on the parent than in non-war time, as there is an expectation of a person being killed while in the war zone, so the death at some level could be expected.

The premise of healing is that the emotion is the cause and the disease is the effect, therefore if you do not deal with the cause, your remedy of the effect may be short-lived. This means that the emotional content needs to be resolved for the conflict to be remedied and the brain to return to its natural state, and in most cases than dealing with the medical remedy of the disease. Both emotional and physical treatments work in complimentary fashion for a holistic healing.

The Germanic new medicine model is validated by CT scans of the brain, the organ and the recognition of the emotional event or events. At the precise moment of the DHS, a hamerschen herd (HH) occurs both in the brain and the corresponding location of the cancer growth or necrosis on the organ, which is visible as a target ring on the CT Scan image.

They have been disregarded in the past as circular artefacts caused by the equipment, which has since been confirmed as incorrect by the Siemens Corporation who manufacture the equipment in subsequent tests in 1989 and 1990.



The result is likened to a brain relay being flipped, and instead of sending out its normal messages to the body and organs, it sends out the wrong messages and ill-health arises. Its location in the brain is indicative to the organ that is impacted. As mentioned, there are three levels for diagnosis analysis:

1. Psychic level (emotional state)
2. Cerebral level (brain relays)
3. Organic level (body organ)

It is thought that by the time a disease is diagnosed, the significant emotional event was within a typical one to three year window before the diagnosis, although this was never suggested by Dr Hamer.

Why this model is important, is that it shows medical evidence for the connection of the state of our psychological wellbeing and the physical condition of the body.

It also can be suggested that if a person believed in a higher purpose for events that happened to and around them, that they accept dramatic life events as “it must be meant” at the time, that it could be a good coping mechanism to deal with emotional shock if it arose. Research into this causal linkage of preparing the mind and it having an effect on avoiding disease has not been undertaken.

21. Final Thoughts

In summary, you have much more control over your emotional state and destiny than you have ever thought possible, and these simple techniques and insight can be used to bring you

more power over your mind. You are the captain of your mind, and now you have a better understanding of some tools you can easily use to take control.

Taking responsibility as the captain of your own ship, you need to start taking notice of the triggers that cause you to feel great and feel not so great. At times of feeling down, take a conscious stock take of what you may be thinking about (events in your past that you may be seeing, hearing and feeling).

Become conscious of what you are saying to yourself, and use techniques like the Reject and Replace method to correct the thoughts in your head. Take responsibility for your results and be proactive in your actions.

Make sure you have goals, and start affirmations and visualisations around what you want to have, be and become.

Also start becoming aware of the influences of the people you are associating with and the environments you are spending time in.

All these are factors affecting your performance. You will never be able to think positive thoughts one hundred percent of the time, but through these techniques you will be able to reduce the negative thought time, minimise the source of negative thoughts and recover faster and more freely than before.

You are in control, and you have more control than you may have ever realised.

22. About the Author

Todd Hutchison, known as the Corporate Mechanic, is an international business consultant and behavioural specialist. He is an accredited trainer, Certified Speaking Professional (CSP) and certified Master Coach.

Todd has been formerly trained in neuro linguistic programming, time-line therapy, clinical hypnotherapy, Germanic new medicine, and neuroscience.



He has some seventeen qualifications, including a Masters in Business and Administration from Deakin University, and a Masters in Commerce from Curtin University of Technology. In addition, he is a certified Master Coach, Master Project Coach, Project Management Professional, Master Project Director and Master Practitioner of Neuro Linguistics Programming.

While working as an academic Director of a health technology research centre, he began his passionate pursuit of understanding human dynamics. Todd continues his studies in neuroscience, psychology and coaching to expand the understanding of human behaviour and its relevance to personal and team performance. He is a founding Director of the 'Institute of Mind and Behavioural Sciences' and the 'International Institute of Project Coaching'.

Having successfully established a number of businesses and achieved awards for his performance, Todd has demonstrated that success starts with your thinking, and is a living example of how you can fulfil your dreams.

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