



## Who's writing your life story?

### Why Do 3% of Harvard MBAs Make Ten Times as Much as the Other 97% Combined?

The answer is a simple question: "Have you set clear, written goals for your future and made plans to accomplish them?"

- The 13% of the class who had goals were earning, on average, twice as much as the 84 percent who had no goals at all.
- Even more staggering – the three percent who had clear, written goals were earning, on average, ten times as much as the other 97 percent put together.

***You are a continuously evolving being. Everyday your being seeks new ways to expand. Everything you do is motivated by a desire to be happy. In the end, the only scorecard is how much fun and happiness you filled your life with. If you are not enjoying yourself you are off course.***



### Some important rules of the game:

1. **You can do and have anything that you want** – the only thing that will hold you back is not believing that you can do it or not believing you deserve to have some of your dreams come true.
2. **Your success benefits everyone** – in reality there are no limitations except those we place on ourselves – there is not a limited amount of money or love or good health to go around – the more you get, the more you will benefit everyone around you.
3. **You can be your own worst enemy** – from the moment you were born what we will call your bio-computer basic operating system has been being programmed by everything you have ever experienced through your senses – there's lots of bad information mixed in with what has been useful to you in living a happy life – stop letting that ego voice in your head run the show.
4. **Let your heart be your guide** – you have a built in emotional guidance system (EGS) – if it does not "feel right" you can be 99% sure that it is not – that ego basic operating system voice only has past experience to base all its choices on – to be great you need to move in new directions.
5. **Make your life an Adventure and don't take yourself too seriously** – fear and anxiety are the result of your basic operating system ego predicting a future you do not want! You are in charge if you choose to accept the mission – nothing is inevitable except what you believe to be.
6. **So, what's going to make you happy?** It's a choice and you need to make being happy, having fun and loving and appreciating everything that comes along your dominant approach to your life.

**Remember, we want you to do this exercise accepting for the moment that you have NO LIMITS on what you can achieve – just ask and you will receive as long as your heart is into it.**



## Who's writing your life story?

Now, putting aside everything you have ever been told you should do or even must to do - what do you really want? What's the objective or mission you came into your life with – everyone has those wants but most people hide them away as unrealistic or they think, who am I to have or do all that? You can go back to that thinking later if you want but, **WHAT DO YOU REALLY WANT?** Where does your passion lie?

**Don't worry about it if you are not sure** – part of the adventure is that it is a quest to find out how great and cool you can be. And, something most people don't realize, there is no destination because there will always be something more – as we said in the beginning, your “being” is constantly seeking new ways to expand. Every episode in your adventure will provide new information and possibility for you.

For some of you it will be easy because you may have been born with some great physical skills or artistic talents that got you started on a clear path early on. For most of us though, it is a process of discovery. We start out a blank slate and first are taught who the world thinks we are or should be. Then at some point, we begin to clearly want in our heart to do something probably quite specific.

To help get us on the path or find our way back to it, **WRITE DOWN** a description on your life five to ten years from now in the following areas (you should get a nice book to write in – you can call it your Adventure Journal):

- Family and Friends
- Occupation / Personal Pursuits
- Relaxation and Reflection
- Recreation
- Living Conditions / Personal Environment
- Helping Make the World a Better Place
- Any other categories that feel important to you

The way to know if you are picking the right objectives is the amount of passion you feel for them. Your personal passion is going to be what will generate the energy and will to make everything you want your reality. You should revisit the story you have written regularly and revise it as feels right.

**Now for your immediate future – like today and tomorrow.**

Short term goals are the steps along the way taking you toward your big hopes and dreams. We want to let you know that writing down those short term goals is also **VERY** impactful – it's very simple, write it down and it is more likely to happen. Whether it is get an “A” on that test or get a \$10,000 dollar sale or finish a project, **WRITE IT DOWN** and **GIVE YOURSELF A DEADLINE!**

Put together a weekly calendar and write down what you are going to do each day. You can make it as detailed as you want but most important, write down the things you need to get done to move you toward to your long term goals. **CRUCIAL: Stay focused on things you are HAPPY ABOUT NOW.**