

## 7 Secrets to Happiness—Module Six

### Are You Prepared To Pay The Price?



*Everything you want in life has a price connected to it. There's a price to pay if you want to make things better, a price to pay just for leaving things as they are, a price for everything.*

-Harry Browne

I would like to share with you one of life's great truths...

Something ALWAYS has to be sacrificed in order to get something else.

When most people hear this, the tendency is to believe that we must give up something of great value to us, something that we don't want to give up. Sacrifice is thought of almost in a religious context.

This is not the case.

What I am referring to is the necessary, unavoidable sacrifice that creates the vacuum in which to place that which we really want.



In reality, almost always, we give up something of a lesser value in order to get something of a higher value.

A simple example of this was illustrated in the movie ***The Secret***, where we witnessed the story a woman who created space for new clothes by sacrificing her old ones and clearing out her wardrobe.

Other examples include any high achieving individual that you have ever heard of, each who credit years of practice, training, study, discipline and sacrifice for their success.

Warren Buffett is renowned for the hours he spends studying financial statements of potential investments.

Bobby Fischer, who became a chess grandmaster at 16, did so after nine years of intensive study.

According to John Troup, the average Olympic athlete trains for 4 hours a day at least 310 days a year for six years before succeeding.

Tiger Woods, who doesn't need any formal introduction, was so intensely focused on succeeding and being number 1 that he spent more than a year breaking down the mechanics of his swing and completely rebuilding it.



In all of these cases, I'm sure you will agree, the discipline and "pain" of their sacrifices was only temporary...while **the benefits last FOREVER!**

In this course we focus on changing our HABITS so that we can take control and experience the best that life has to offer. And don't worry, I'm not suggesting that you will need to make massive sacrifices like the examples above.

Maybe your first step is to get off of the sofa and away from the TV each night which may require some discomfort and discipline.....

The question will always be: **are you willing to pay the price?**

In the words of the great philosopher, Aristotle:

*"We are what we repeatedly do. Excellence therefore is not an act, but a habit."*

Life is a series of habits. In considering who, what and where you are now—ask yourself whether your current habits are giving you the life you want?

Whenever you strive for a goal, more than likely you will experience the pain of discipline, the pain of hard work and the pain of sacrifice as you pursue that goal.

What you need to question is: Is that pain worse than if you don't go after your goal? Will you experience an even greater pain, the pain of staying where you are, the pain of regret.



As Sydney J. Harris wrote, "*Regret for the things we did can be tempered by time; it is regret for the things we did not do that is inconsolable.*"

Everyone's sacrifice will be different. You may need to spend time and money to learn new skills, invest your well earned savings, step outside your comfort zone, demand discipline to implement the habits in this course or put everything else in your life on hold while you focus on the goal you have set.

Personally, my two biggest accomplishments to date required substantial discipline and sacrifice.

Discipline and sacrifice made an immense contribution in the great success of the Mind Movies re-launch in 2008 (and why my weight ballooned so much).

We worked 12 to 14 hours a day for 2 months. We ate takeaway food at all the worse times. We had no social life. I learned something new and challenging (and for the most part stressful and WAY outside my comfort zone) every day.



Basically, for 2 months we completely immersed ourselves in the work we had to do to make the launch a success.

Failure was not an option.

Even though we recognized that this lifestyle was not healthy over the long term, we knew it would last only for a relatively short period of time and were willing to make the sacrifice.

As I look back on our Mind Movie journey I am grateful we achieved fantastic results. Never once did I think *"It's not worth it"* or *"This is just too hard"* or *"I hate what I'm doing here"*.

My eyes stayed focused on the prize.

If you have a true burning desire to achieve the goal you have set for yourself, to you the work is not hard, the discipline becomes easier and the sacrifice is a small price to pay.

Take a moment to focus on the goals you have set for this course and ask yourself these questions:

What is your situation now?  
What got you here?  
Where do you want to be?  
What will you have to sacrifice to get there?  
What discipline will be required?  
Are you willing to pay the price?

Take some time to meditate on these questions. With a clear understanding that there is no such thing as something for nothing, you may be suddenly willing to give that one thing that you were never prepared to sacrifice before.

In my journey from size 14 to size 10, I had to give up my favorite foods and an extra hour of sleep every morning. It became quickly obvious that I would have to display MAJOR discipline to make the sacrifices necessary. Remember that I had *"failed"* many times before and all past references told me that I couldn't do it.



This time was different though. This time I had a cache of *"secret weapons"* I had never used before: my Mind Movie (plus subliminal software), these 7 Secrets to Happiness and a specific motivation – my 40<sup>th</sup> Birthday Party.

Once I wrote my Great Life Story and created my Mind Movie, which I played each day in the Mind Movies subliminal program, I mapped out my plan.

I'm not sure if I should share this with you but...

I worked in the Fitness Industry as a Health Professional for 11 years during my 20's. You see I knew exactly what I needed to do to lose weight – I'd always known.



*I JUST DIDN'T HAVE THE DISCIPLINE TO DO IT BEFORE!*

I drafted a plan that covered the basics, my new diet, my new exercise plan, my new “habits” and my new lifestyle. This last part touched on alcohol consumption, social events and incidental exercise.

From past experience I had no problem adhering to the eating and exercise parts. Fortunately, I love all food—including the healthy stuff—and my favorite time of the day is each morning when I’m jogging along the beachfront listening to my latest book or other product.

The challenge for me was lifestyle--great wine with great people, the social aspect. As true Aussies, you could say we don’t need a lot of encouragement to go out and have a good time.



My particular “*weak spot*” happened at about 5 PM. Technically, with the work day over, I was in the habit of grabbing some beautiful creamy cheeses, tantalizing dips and a wonderful glass of Australian Shiraz or Chardonnay to sit down and recount the day’s events with Glen.

Of course this did not fit in my plan.

As you can imagine, each time I attempted to lose weight, sooner or later the old familiar “*5 PM habit*” would sabotage my progress. My resolve would weaken at a social dinner or function.

This time, armed with specific motivation (my 40<sup>th</sup> birthday), I tapped into the discipline needed. I was prepared to pay any price to reach this goal.

As a result, the sacrifice and discipline of implementing and taking ownership of my 7 new habits didn’t feel like such a monumental undertaking. I found that the habits themselves set me up for success.

By playing my Mind Movie in my subliminal program all day I stayed focused on my end result. I didn’t FEEL like having wine and cheese at 5 PM...and if I did, I would play my Mind Movie at full volume in my iPod, dance around the room, put myself into “*peak state*” and remind myself that being a size 10 was a much better feeling than the fleeting impulse to eat and drink the wrong things at that moment.

Starting the day positively with revising what I'm grateful for and consciously thinking "What will I do today to bring me closer to my goals?" gave me that extra energy to work out just a little bit harder each morning.



Practicing my Habit of Deliberate Intentions on the way to a social engagement helped me stick to my "no alcohol, low carb" choices while still having fun.

I consciously looked for the best in all people and situations with my Habit of Admirable Thinking which kept me vibrating at a positive level.

At the end of each day, I wrote out what I felt grateful for and completely immersed myself in the acknowledgement that I would be a size 10 and now had control over ANYTHING I wanted to manifest in my life. It was the most empowering, joyful, ecstatic feeling that I strongly urge EVERYONE to experience for themselves!

All of this benefit stemmed from the willingness to sacrifice the time, make the effort and adhere to the discipline to implement these habits and make them a normal, automatic part of my behavior.

Now, it's YOUR TURN.

Imagine being able to do all that you wish.



*"Nothing of great value in life comes easily. The things of the highest value sometimes come hard. The gold that has the highest value lies deepest in the earth, as do the diamonds."*

-Norman Vincent Peale

## The Habit of Deliberate Intention

This habit is specifically designed to help you stick to your plan in situations that would normally “test your mettle” (that’s Australian for “challenge your will.”).



Again for this habit to be most effective, it helps to have either an anchor or a trigger. My favorite is a smiley sticker stuck to either the mirror in your bathroom, the fridge, your work desk, the dashboard of the car or anywhere that you will see often throughout the day.

Suppose you have business meeting where you want to close an important sale. Your “smiley sticker” will remind you to visualize your deliberate intentions for that meeting—your confidence, how well you and your prospect bond together, how well you know your product. It will help you answer every question easily, focus on how to have your prospect ask you how he can buy (rather than you needing to “sell” him), how you feel when you’ve made the sale and so on.

Imagine that you are attending a dinner party where you want to stick to a specific eating plan. Your “smiley sticker” reminds you to visualize your deliberate intentions for that party—how you instantly connect with all of the guests at the party (and they instantly respond to your energy), how you have many stimulating, conversations during the evening, how every time you sip your club soda it reminds you that you will be a size 10, how much energy you have, how quickly the night seems to go by, how delicious the healthy food choices are and the like.

In essence, before you head into ANY situation from a business meeting to a family get together to a shopping excursion to a social outing or even a first date, you influence your experience of this situation by implementing the habit of visualizing your deliberate intentions for it.

Focus on your desired outcome, then mentally build an entire experience on how that “plays out”.

For best results, do this on the way to the event so that when you arrive you are positively vibrating at a high level and poised to attract those things you have visualized.

You don’t even need a partner for this habit. I visualized my “perfect dinner experience” while driving to it



with Glen in the car. He wasn't even aware that I was creating such wonderful evenings in my mind!

Remember that to make this visualization as powerful as it can be, make sure to tap into the FEELING of the wonderful event you create in your mind.

On this week's worksheets there is a check box titled The Habit of Deliberate Intention. Tick this box once you have completed this habit at least once that day.

Onward and upward!