

Prosperity from Prospecting

Say this with me: I am a Person of Power. I make a Difference in the World. Let's repeat that.

I may not know how, but you know what? As the speaker I heard this weekend said: *I didn't know how to do puberty either.... Did you??*

Let's simply **Be Willing** and set a Powerful Intention here this Monday morning, OK?

I am a Person of Power. I make a Difference in the World.

This is an abundant world. This is an abundant business to be in. It's EASIER than every before to find leads for buyers and sellers than for anything else you can sell. Why? We have more ways of reaching people than ever before and many of them FREE.

The fact is that EVERYONE needs to live somewhere. Unless homeless or living in an owned home free and clear, EVERYONE is paying someone's mortgage. Are you **really** sharing your gifts... the gift of helping people to be where their desires say they could be... with every single person you are in contact with?

One of the [4 laws of prosperity](#), according to author [Edwene Gaines](#), is what she calls Goal Setting. She has a specific process for it we are going to cover this morning.

Edwene started her adult life poor with holes in her shoes working 2 jobs and not making ends meet, unable to feed her child. She began checking out books at the library on prosperity and success. Can you imagine that? No money to buy shoes, much less books... Not enough money sometimes to feed her child well. And her response in the little time she had was to STUDY prosperity. Her first tithe, when she began doing that (another of her 4 laws), was to the **Library**.

Today Edwene always travels 1st class, stay in first class hotels. She notes that you find the best people to talk with in 1st Class... Interesting attitude, isn't it? One of the people she sat with on a plane was an Editor of Oprah magazine and she was featured in the magazine as a result. Her book sales went through the roof, probably earning her more than paying for all the first class tickets for her lifetime. She said she's been to all the places in the world "she didn't know she wanted to go." Has no debt. Owns a retreat center in Alabama with a home nearby that she paid off 7 years after buying it. She has 5 full time and 7 part time staff, all with health care and 401Ks and they all work 4 day weeks. Sounds pretty good right?

I tell you all this because this short story tells us we just might want to listen to her process on Goal Setting. This is "Law #2" in her 4 laws on prosperity. Note that while much of this book is spiritual in nature, this law very much applies to those of us that run our own small businesses. I listened to Edwene for nearly 5 hours yesterday. This is just a small fraction of what I learned and the part I believed was worth changing my whole talk planned for today. We'll talk about the beauty of back up contracts another time :)

OK... listen to this very carefully: Edwene explains that setting concrete and practical goals **creates the vessel in which you can catch your prosperity**.

Can you see that? Prosperity all around you... raining down around you... and without a "vessel" you can't "catch" much of it. I had this image of us opening our hands and our mouths trying to "catch" the prosperity-rain. But without a "vessel", we can only get a little of it.

Edwene said something very profound about Goal Setting. Something worth taking a few minutes to think about it:

She said Goal Setting only works... if you actually do it.

What "doing it" requires:

1. Time alone away from the chaos of daily life allowing time to daydream and let your mind wander... child-like. This can be fun but don't misunderstand how important it is. You must allow yourself TIME to dream big or you won't know what you are here to do. Increase your "bliss tolerance" :) Become READY to accept success and good in your life. Let go of your self-imposed limits. Edwene said that most people don't reach their goals because they don't believe in them. Yes, believing is the start for sure and we're going to go into exactly what to do to create belief.

We also know in our Coaching work that we don't reach our goals because we leave them in the Visionary side of reality and never take the small sweet steps (aka ACTIONS) to get across the border onto the Physical Reality side. Use the 6 energies - Time, Money, Relationship, Creativity, Enjoyment and Physical Vitality.

Maybe you think you're too old, too young, too heavy, too skinny, too poor... because we are a woman or a man... because we are married to the wrong person, not married. These are cop-outs. These aren't why you aren't reaching your goals yet. Edwene says it's because we have limiting beliefs.

Anything is possible that you want to achieve. Whatever you desire, begin. Boldness has genius and power and magic in it. [Goethe](#) paraphrased. Put your circumstances aside first in your mind. No figuring out “how” yet, just dream.

You never dreamed of being a stressed out, upset, caught up in the daily chores, worried-about-everything real estate agent. Right?

Let yourself dream big to RE-SET.

Take a small journal and when you think of something you “might” want to want have/do someday just because it would be fun... you write it down. These are NOT goals. They are just things that don’t require any energy. They are just fun things. FUN IDEAS.

NEXT: Choose some number of desires you want to work with. Edwene works with 12.

2. **Be Specific.** Set Clear-cut tangible goals. ***What starts in vagueness stays in vagueness.*** What do you want? What will it LOOK like? Not what does your spouse want, your parents want, your kids want. What do YOU want? Can you imagine calling up a store and saying “send me whatever you think I’d like”? No... of course not. They wouldn’t know what to send you and you probably wouldn’t like what you got either. You have to go “shopping” and see what you want. We too often say “*I don’t want to take responsibility for choosing what I truly want, so I’ll just take my chances and see what shows up.*” Who IS that voice?? **Monkey Mind**

Be open and receptive to change. And let go of judging what you want. If you want it, then you want it. Put a date next to each one that you can believe in. Not a wish date. A real date.

3. Read your goals out loud at least 3 times a day every morning and every night. Where would you put them so you could read them morning and night? Where are you at those 2 times?

Imagine yourself clearly achieving your goals. Crystal clear seeing it. Desire is a “coming attractions” preview of what’s to come, if you are willing to do the work. Accept it as-if it’s achieved, taking positive steps toward your goals. These steps WILL take you across the border into physical reality - your goals achieved!

4. Don’t share the Goals with anyone that won’t support you. Yes, you are acting as-if. For example, rather than saying to people “*My goal is to backpack in Europe.*” You say “*I’m going to Europe... I just got my passport up to date.... I got my backpack for my Europe trip... I just read this great travel-guide about a 2 mile hike I’m going to do when I’m in Europe... You know, for fun, I got \$XX changed into Francs for the trip and have it in my passport/money bag I’m going to wear on the trip. I’m practicing the exchange rate and am going to put \$X out of each check toward the trip. This is so exciting!.... Hey, I just found a relative in Germany that is going to put me up for 2 nights when I go to Europe...*” - Starting to see how that works? This includes dressing for success. Keeping well groomed. Keeping our cars neat and clean. Keeping our paperwork organized and neat. Think about it. ***What would someone who had achieved these goals LOOK like? How would they ACT?***

Want to improve FASTER?

There is one other thing you can do. You’ve hired Your Coaching Matters. You can show up and use your purchase to it’s fullest.

Show up for Monday Mindset. Show up for Tuesday Coach is In. Show up for Thursday Skills Training. Show up for our Free Webinars. Show up and take the classes that are offered that are for YOU to take. You’ll know which ones they are. These are small sweet steps.

Those few people that are showing up for live prospecting in September are GETTING NEW LEADS. I am. I have 2 new clients this month and I’ve prospected twice plus did some set up for that prospecting. I’m fortunate that I’ve created a repetitive business with all of you great people, and only have so many time-slots. So I don’t have to do a lot of lead generation. The truth is, *you don’t either.* You just need a few times the number of deals you want to do in a year really. If your close-ratio is 2:1, then it’s double. If it’s 3:1 then it’s triple. Even if it’s 10:1, it’s just 10X your goal. Say you want 100 deals. 10X100 is 1000. That’s just 20 leads a week or 5 a day in a 4 day work-week. *And that’s on a 100 deal a year pace!*

Yes, you Could be getting more leads. More opportunities. A lead is simply an opportunity to discuss if listing or buying is the right option.

Do you KNOW that there is an abundance of people that need you to help them buy or sell? Or those that should learn from you that they can’t or shouldn’t buy or sell right now... or at least not with you. That’s the part of the ratio that doesn’t work with you. There is more than you could ever work with out there. And we simply let them go on by and then kick ourselves when we see their sign up... or finally follow up and find out they already did something with someone else.

Some of you say you’re coming to Prospecting Live and not showing up.

Things get in the way. Or perhaps you don’t trust that coming will result in something good. What if this week... you let yourself experience Live Prospecting. For the 2 full hours. 1:30-3:30ET. Be willing to give it your all for a short time. We start on time and chat for a few minutes about who we are going to contact, then get going prospecting and end about 10 minutes before the bell to talk about what happened, ask questions, and encourage each other.

The way your life is now is exactly the way you think it should be. Sit with that a second....
When you get a NEW idea of what you think it should be, you're on a new path to become that.

Are you willing to have that NEW IDEA? Are you willing "do" goal setting right using the method we talked about today? It's a pretty simple one.

Are you willing to set a goal right now to be on Live Prospecting on Wednesday?

Are you willing to "prospect for prosperity" with us this week?

I know you think you had something else to do at that time. I invite you to allow those things to get out of the way and join us. Set an intention now.

Come learn how simple it is to create 5 more leads that day just showing up and making contacts. Even if you generated just 1 new lead it would be worth it.

I look forward to a big crowd Wednesday.

Let's close with a paraphrased affirmation that Edwene had on her material:

Today will be a wonderful day. I shall meet people I like and who like me. I shall see many new opportunities to advance my interests. Money will come to me from sources unexpectedly. I am healthy and happy. I now put my thoughts in order and refuse to be disturbed by external conditions. My work will be easier and more pleasant because I am evolving my job to something better every day. I see that which is only beautiful and good. I refuse to be involved in quarreling, confusion and discord. I refuse to gossip and demean myself by uttering negative words. I control my temper and my tongue. I act in a dignified gracious and loving manner all day long.

And from my Thought from the Universe today:

No one EVER regrets raising the bar. Ever. Ever. Ever.

This is your year.

This is your month.

This is your week.

GO TAKE IT.