

Lee Milteer's Millionaire Smarts® Coaching Program
Creating Results Through Risk
Lee Milteer Interviews Tom Haupt

I. Possibility Thinking

"Sometimes we don't find our greatness until we're challenged"
- Tom Haupt

Dear Millionaire Smarts® Members,

It's a brand new year and I want to remind you that any real difficulties you have in life can be overcome. It is only the imaginary ones that are unconquerable. The media does its job on us daily with the horrors of what can happen and often keeps us in a state of fear. When we are in a fear mode we fail to take action or take risks on new ventures to keep our business and life moving with excitement. One of the goals of Millionaire Smarts® coaching is to empower, uplift, and remind you that no person or thing can hold you back from your greatness and dreams. I have this quote from Wayne Gretzky that I have on my white board over my computer: *You'll Always Miss 100% of the shots you don't take!* You are the one who has to make the decisions, take action, and go forth to make your destiny a reality.

I just finished reading the book: **TIME OUT! Winning Strategies for Playing A Bigger Game in Life** by Tom Haupt. I was inspired by Tom's view of life and he is our Expert Guest this month. Tom used to be a basketball coach and then started giving seminars to help people take more risks. I was attracted to his message because I am observing many entrepreneurs still waiting for the economy to "COME BACK" or waiting for something outside of themselves to "CHANGE." Waiting is not a good strategy for growth or success. We cannot be complacent right now and we all need to push ourselves. It's time for us to motivate ourselves to break through any resistance we have for taking new risks and growing. It's important to continuously create new services, products, and business models and take risks by letting go of what no longer serves us.

Risk is an element of the unknown that establishes the possibility of achievement. You would not be reading these words today if you hadn't made the decision at some time to do what you are doing today. I urge you to stretch yourself more and get out of your old comfort zones. Have the courage and belief that you can play a bigger game in life.

Our goal this month is to help you identify your self-limiting beliefs and get out of complacency. Take action to breakthroughs, accept being uncomfortable, and create accountability for yourself with a support system.

I highly suggest that you not only listen to our Tele-seminar more than once but also read the transcript this month to really KNOW what your Big Why is for.

I want to state up front that there are questions and exercises for you to do that are very beneficial. Yes, I know you are a type A personality and don't like doing "exercises." Take the time to dig into your self-inventory. Self-discovery will reveal invaluable information about you and your challenges that could facilitate a huge breakthrough for you. It's time to take the risks you have previously held yourself back from.

The following is an excerpt from the book: **TIME OUT! Winning Strategies for Playing A Bigger Game in Life** by Tom Haupt who has allowed us personal use of the material only.

Stepping into and embracing RISK is the key to achieving greatness – the life you've only dreamed about. Taking risks is growth. It's being and doing something different. It's brainstorming new and different ideas. It's making mistakes and not always looking good. Sometimes it's about taking action and forging ahead, without any compass or roadmap, and not knowing the outcome. It's the doorway to extraordinary. It's getting comfortable with being uncomfortable!

The word risk scares many people and may even scare you. In Miriam-Webster's dictionary, risk is defined as the possibility of loss or injury, a dangerous element or factor, to expose to hazard or danger. In other words, it is the opposite of safety and comfort! Please re-read the definitions again. It is "a possibility of loss or injury, a dangerous element or factor, an exposure to hazard or danger." It's a possibility, an element, an exposure. It is the unknown of taking risks that leaves us feeling afraid, vulnerable or hesitant.

What if in the context of what it takes to achieve an extraordinary life, risk IS the key component for success? What if risk is simply part of the equation like $1 + 2 = 3$? One being where you're at today, two is the required risk and three is achieving your dreams! In fact, what if we re-defined risk as an element of the unknown that establishes the possibility of achievement? Risk is nothing to be cautious, worried or intimidated by. It's just part of the process like getting dressed in the morning before you head out into the world. If you re-frame that paradigm, wouldn't you then be EXCITED about taking risks? Wouldn't you then be making confident choices by taking risks and being on the other side of your comfort zone where all your HUGE goals and dreams are?

When you're in the realm of possibility, anything is achievable. Probability thinking will not get the job done; it's like an old pair of sneakers in your comfort zone. They feel good when you put them on and you know what to expect from them. They're comfortable.

Possibility thinking on the other hand is where you'll find the latest and greatest styles and technology of sneakers. Although they may be a little uncomfortable at first, over time, they will support you on the court of life!

Why is risk perceived as "bad?" Is it because, once upon a time, someone defined the word as being a bad thing and, based on your education or upbringing, it was re-enforced as bad? If that was the case, you bought into someone else's belief system as your own. Not good or

bad, just a notice. Regardless, it's time to take a hard look at your belief around risk and shift your thinking in the context of your personal development. Begin by embracing risk!

When you commit to HUGE goals and dreams, you will be challenged. You'll be challenged many times in your life in fact, and when you are, one of three things will most certainly happen.

1. You will face risk, stop and retreat to your comfort zone.
2. You will face risk, take it on, and still not accomplish your goals.
3. You will face risk, take it on, achieve your goals and dreams, and experience the extraordinary life you deserve!

The difference between the first scenario and the other two is when you retreat, you're not only giving up on your dreams, but you're creating a smaller comfort zone for yourself to live in. In the seminars I facilitate around the world, I meet people in their 60s, 70s and 80s who have been operating their entire lives this way and are at a point where they've lost hope of ever achieving their dreams. Their comfort zone is so small, any goals or dreams they've had can only be seen through a telescope from their comfort zone. It's just too overwhelming for them to even consider giving it one more attempt. Thus, they settle for an unfulfilled life. You may be able to relate.

On the other hand, in the second and third scenarios, your comfort zone will grow and expand. Is it possible though to take on risk and still miss your intended target? Of course it is. However, is there personal and professional growth even when taking on risk and coming up short?

Absolutely! The action of taking on risk itself will not harm you physically. It's just simply like stretching before your workout. Any trainer will tell you that stretching may not feel comfortable; however it's the best way to keep your body from injury.

What's important to remember is when you take risks, growth is inevitable. Growth leads to a different result than the one you currently have. And THAT'S the idea! Although the result you create may be different and not necessarily be the result you want, something different IS outside the comfort zone. The alternative is scenario 1, in which you become a hamster on a wheel, doing the same thing over and over again, expecting a different result. Sounds like insanity actually! Staying in your comfort zone and being busy is not enough. Being busy, stepping into risk and breaking through your limitations will certainly stretch you and your paradigms.

Let's take scenario 2 and 3 one step further. By risking, you will create new evidence in your life that taking on risk isn't quite so debilitating. You will develop a new level of "OK"-ness around risking, which in turn supports you in achieving more than you have to this point. If you change your existing belief around risk, will risk look as scary or be so bad the next time you face it?

No, of course not. In fact, your comfort zone will actually continue to grow and expand until the HUGE goals and dreams are captured within your new boundaries of comfort. That being the case, by staying in your comfort zone, or even diminishing it by retreating from risk, you will never have the open, honest and intimate relationships you've always wanted. You will never have the financial freedom you deserve. You will never get that extra weight off and have less stress. You will never have the spiritual connection you want with your God. You will never be completely happy and fulfilled. You will never start what makes your heart sing!

Which is more scary – risk, or the guarantee of never achieving anything extraordinary in your life? “If not now, when?” If you are up for playing a bigger game in life, then take your first big risk now! Write down in the space provided below all of the things you've wanted to do, people you've wanted to meet, missions you've wanted to take, places you've wanted to travel to or businesses you've wanted to start. Take as much time as you need and get everything you can down on this page. No item is too small or ridiculous. Maybe it's to drive a race car around a track, volunteer with the Peace Corp, jump out of a perfectly good plane. Maybe it's to visit the Seven Wonders of the World, climb the highest mountain, start an orphanage, build a school or church in a third world country. Take some time and write out your dreams. What do the dreams stars outside your comfort zone represent for you?

To be clear, your HUGE goals and dreams will always be outside your comfort zone. If they weren't, you'd already have them. To achieve them, you need to consciously *choose* moment by moment, day by day, week by week, month by month and year by year to embrace risk and stretch your game. Probability and comfort won't win the game. Some say the size of the risk is in direct proportion to the size of the dream. In other words, the bigger the dream, the bigger the risks. That may be true, however I believe that your extraordinary life and everything you want in it, might also exist just outside your comfort zone. You may think its way out of your reach, for example, a big and profitable new client, being a multi-millionaire, having the largest team or network in your industry, being the next super model, starting your own church or dealing with Bill Gates on a business venture. However, it may just be a phone call, a meeting, a day, or one risk away.

Taking on and embracing risk does not have to be overwhelming. If you keep in mind that risk is just part of the process, then you can change your paradigm and start getting EXCITED again about taking risks. Playing life outside your comfort zone is a big game with big wins! Call forth the courage it takes to live an extraordinary life. GAME ON!

The preceding excerpt was from Tom Haupt. You can find out more about Tom and invest in his book at: <http://www.TomHaupt.com>

I am pleased to announce that we have some brand new Faculty Coaches at the Millionaire Smarts® Membership Site at <http://www.milteer.com>. I INVITE you to come this month to download the transcript as well as all the coaches' information that is ONLY up for the month of Feb 2010. Don't procrastinate, go today!

Love, Beauty and Wisdom

Your Coach

Lee Milteer

www.milteer.com

P.S.: We have Free BONUS Faculty Reports for you to download at the Millionaire Smarts® Membership Site this month. Go there today and get them! The membership site materials change on the first day of each month. Go to <http://www.milteer.com>. Under Coaching Login (left side of page) put in Your **February Code: 2148**

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