

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

II. Dream Stealers

*"The person who is afraid to risk failure seldom has to face success."
-John Wooden*

Dear Millionaire Smarts® Members,

We all have dreams, but most people allow their dreams to fade away because they lack the confidence to go for them. I was a farmer's daughter from Chuckatuck, VA and lived an hour and a half from the nearest secondary road. I knew no one was going to do anything for me that I did not start for myself. I worked my way from poverty to living the good life because I had dreams and I was willing to do whatever it took to get there. I walk my talk because I do all the things I share with you folks. I became a speaker when everyone told me there wasn't a chance in hell I could do that. I am a published author with a successful Coaching business, and am partners with huge names in the Entrepreneurial world. I've had my own TV and Radio shows and now speak on stage with the biggest and brightest stars of our time. Although I've accomplished all of this, I still have MORE DREAMS to fulfill! I hope to share with you some seriously great news this year about projects I am working on. I personally need new mountains to climb to keep me excited and fulfilled in life. How about you?

I sincerely believe people get OLD before their time because they give up on their dreams. I went to a wedding recently and had the opportunity to chat with some old friends of mine from before I started my speaking career. All they could talk about was retiring and taking it easy.

I was taken aback by how OLD they looked and acted. They have settled in and have allowed AVERAGE to creep into their lives. They have nothing really exciting and invigorating to look forward to other than playing golf or going on a vacation. This is not the life I personally signed up for. I want to create and enjoy the journey of adventure, which is why I choose the life of an entrepreneur. I remember years ago, I heard an interview with Donald Trump and it stuck with me because he said, "As long as you are going to be thinking anyway, THINK BIG!"

Our expert Guest Tom Haupt has a brand new book out, called: **TIME OUT! Winning Strategies for Playing A Bigger Game in Life**. Tom shares some important messages about not letting anyone or anything steal your dream from you. Tom used to be a basketball coach and I love the framework he uses with basketball terms to help you achieve success.

The following excerpt explains 8 common dream stealers that prevent you from reaching your dreams. Tom has given us permission to reprint these from his book. They are for your

personal use only. Please take them to heart since our dreams make us the people we want to become.

8 Common Dream Stealers

We start forming our belief system as we grow and mature through the exploration of life. These beliefs are the assigned meanings we give to the experiences we have in the world around us. I refer to your beliefs as plays, and all these plays make up your playbook of life. Each belief is a play you operate from as you think, feel and act your way through life.

This current personal playbook is the foundation in which you have created all the results you have in all areas of your life. If you look at the results you currently have and decide you want something more, better or different in any area of your life, it's time to let go of the old playbook and start a new one. The reason is simple. If you use the existing plays in your current playbook, you'll create the same or similar results in the future that you've had in the past. If you want new results, then a new playbook is required!

Now before you think this is nuts and I'm implying you need to entirely change, you're broken, or you need to be fixed, I'm not. Your new playbook can certainly include the effective plays you've been operating from that have worked for you in the past. However, it will also need to include blank pages for writing new and more effective plays in those areas where your current belief system is not supporting the achievement of your goals and dreams.

To write these new and more effective plays, you must first discover, define or re-define your core value system. We all have core values we live by. You may be very aware and conscious of them or you may not. In either case, you live and operate your life from these principles and standards. Your core values may include honesty, respect, responsibility, compassion; love, faith and integrity just to name a few.

Take a time-out now and address for a moment your core values. What are the core values you personally stand for and live your life by? List as many as you can that support your growth, happiness and fulfillment as a human being.

At the center of your core being is the essence of who you are at a heart level. It's where your principles and values exist. Here's a theory. If during your lifetime you have been stressed, frustrated, disappointed and/or unhappy because the results in your life are not what you've wanted them to be, it's simply because you've been out of alignment with your core values.

Right from birth, as your brain was developing and you were experiencing life, you began forming a belief system around values that were adopted from your parents, siblings and the

experiences in your life. From those foundational beliefs, you decided how you would feel and act in accordance with those beliefs as you went through and experienced life.

As a result of your thinking, feelings and your behavior, you have created results in your life. These results are directly connected to the way you think. Why, because what you think about you create. What you think supports the way you feel and how you feel supports your behavior. Thus, what you do and have is the result of how you think.

Let's look at this a little differently. Let's say at birth you popped out into the world and were standing on the "basketball court" of life. You had never seen a basketball court, of course, and had no idea what it was used for. Then Mom and Dad showed up and began teaching you how to bounce, pass and shoot a basketball. Over the course of many days, months and years, your parents, siblings, grandparents, friends and teachers showed up and passed on their "wisdom, knowledge and viewpoints," also known as their beliefs, in the form of plays for you to practice. As an adult, you've been practicing and playing in the game and have all kinds of results to show for your efforts.

Some results are amazing and have been glorious and monumental. The jobs, career, relationships, children, family, money, your health and your faith may all be exactly what you've envisioned and planned. If so, congratulations for living on purpose and I'd suggest you keep doing what you're doing. On the other hand, if the results in your life are not quite exactly what you've envisioned or dreamed about, then it's time to take a time-out and stop the game. It's your time to stop the game of life and evaluate all the plays you've learned and ask yourself, "Have I diagrammed any original plays for myself?"

The plays that do not support you in achieving your dreams are the **dream stealers** in your life. If you look at your life from a totally honest perspective, you may not have to look that far to determine what plays are sabotaging your dreams.

Take note over the next few days and jot down just how many times you say to yourself something like the following phrases. This is a great way to determine what the dream stealers are that you operate from.

- "My father/mother left the family when I was just a kid, so how can I trust men/woman?"
- "I found out that I overpaid for my last car. Salespeople can't be trusted."
- "A tragic event happened to me/ my family or to someone I know of faith, and now I don't trust God."
- "I've never been able to stick to a diet or exercise regimen. I don't trust my commitment to myself."

Underlying dream stealer - "I don't trust myself or others."

- "My spouse works long hours at his job, I don't expect him to help me with the kids and with cleaning the house."

- “No one cares what I look like. Why bother eating healthy?”
- “I got lucky with this job. Why would I apply for a promotion?”
- “I’m not worthy of leading a Bible Study because of what I’ve done in the past.”

Underlying dream stealer - “I’m not worth it.”

- “I couldn’t keep my last marriage together. I’m afraid to get married again and go through another possible divorce.”
- “I don’t like making sales calls. What if they say no, I hate the rejection.”
- “I don’t want to join the church council. What if I let everyone down?”
- “I’ve quit smoking before however whenever I get stressed out, I start again, why bother?”

Underlying dream stealer - “I fear failing.”

- “If I win the championship, I’ll have the responsibility of defending my title.”
- “When I become the number 1 income earner for my company, people will expect that from me every year. That’s too much pressure!”
- “I’m not running for office. What if I win? I’ll be spending less time with my family.”
- “If I am a leader in my faith everyone will expect me to be perfect.”

Underlying dream stealer - “I fear success.”

- “I don’t have the college education like the other candidates. I tried for the new position that opened up and didn’t get it. It’s OK, this job’s fine.”
- “I’ve never taken care of myself anyway so what if I eat/drink myself to an early grave?”
- “I’m so unhappy in my relationship but I will stay married because this is as good as it gets.”
- “I don’t need to be abundant.”

Underlying dream stealer - “I don’t deserve it.”

- “I’ll often quote verse to you so you know I know my religious text.”
- “In jest I’m a little sarcastic towards my spouse or friends in public.”
- “I work-out like a maniac and make sure others see or know I’m doing so.”
- “I like owning the latest and greatest in electronics and telling everyone about them.”

Underlying dream stealer - “I need to look good.”

- “I lost a lot of money in a very speculative stock. I won’t be mentioning that to anyone any time soon.”
- “I won’t tell anyone I’m on a diet just in case I fail.”
- “I won’t ask anyone out on a date unless I know for certain they will say yes.”
- “I won’t go to my pastor with a problem because I don’t want him or her to think less of me.”

Underlying dream stealer - “I fear looking bad.”

- “I don’t understand why you want to do that, here’s a better way.”

- “When I meet someone who is not of my faith, I’ll let them know the reasons their religion or lack of religion is wrong.”
- “My sales team never takes my suggestions; they better not ask me for help!”
- “I know enough about dieting and exercise to know what I’m doing.”

Underlying dream stealer - “I need to be right.”

If ANY of the above mentioned thoughts or ones similar to these have ever crossed your mind throughout any part of your day, the odds are **YOU are sabotaging your dreams!** In fact, you are your own worst enemy. This is not supposed to make you feel terrible or lousy; it’s simply a wake-up call to how POWERFUL your thoughts are. Seriously!

For you to achieve the goals and DREAMS you’ve envisioned for yourself, you MUST stop the negative and ineffective self-talk that sabotages YOU!

To find out more about Tom Haupt, go to: <http://www.tomhaupt.com>

In conclusion, I challenge you to keep track of your thoughts for the next week. I guarantee you will see the blueprint for your life change with the thoughts you have. Today is the first day of your future and you have the ability to forgive the past and let it go to start anew with empowering, positive thoughts. We are self-fulfilling prophecies and if you think you can or you think you cannot –YOU ARE ALWAYS RIGHT.

Here’s a homework assignment for you: clean up your thoughts and stop kicking yourself because you are most likely bruised enough. Instead, take a giant step in the right direction by making a vow to yourself to improve your self-talk so your future will match your dreams.

I invite you to join me at the Millionaire Smarts® Membership site where I have provided many resources to assist you. You’ll find brand new Faculty Coaches at <http://www.milteer.com>. All you have to do is put in your February passcode (2148) to gain information that will help you unlock your greatness and new strategies for success!

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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