

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

**III. The Stories You Tell Yourself**

Dear Millionaire Smarts® Members,

As a coach, I hear stories all day long about how and why people are not successful, thin, fit, living their dreams, married, etc. The truth is that we all have stories, but we keep telling our "poor me" story over and over again. Telling these stories over and over again limits what is possible in life. The economy did this to my business, my partner did this to me, the government did this to me, the weather, the x, on and on the stories go. They cripple you to see opportunities of the future because you are stuck in the past. Allow me to remind you that the past does not equal the future unless you keep doing the same thing over and over again.

WAKE UP FOLKS. Right now, you are writing the story of your life with your actions, thoughts and beliefs. Don't you want a better future? If so, you need to revisit why you are trapped in the past and cannot take good risks or create a better life and future.

Our Expert Guest Tom Haupt's new book, **Time-Out! Winning Strategies for Playing a Bigger Game in Life**, discusses in detail why most people never get started really living the Big Game they deserve. He has given the Millionaire Smarts® members permission to use the following excerpt from his new book for personal use only.

You have been the author of many stories in your life. You have authored these stories based on real and imagined life experiences. These stories help you understand, make sense and process the world around you. All of them have been written using your playbook. Some have served you, and others have not.

If you're like most people, you've cast yourself in the role of victim in more stories than you care to admit. To be fair though, you may have had some painful experiences and they are not pleasant to recall. Therefore, this is not about being in judgment of your story, it's just an opportunity to understand whether this story serves you or not. If left unchecked, it can be a deep-seated part of your ego. And keep in mind, your ego is not your friend!

Choosing not to address your victim stories can certainly postpone living the life of your dreams. This isn't just a play you run. It's a thought process that runs YOU – and it doesn't set you up for playing a bigger game in life. So recall a time in your life when you felt victimized. Maybe someone took advantage of you, got over on you, stole your money, ripped you off, set you up or harmed you in some way. Get the picture? What were the feelings you experienced at the moment that happened? Can you recall the emotions that swept through your body when you felt victimized?

For me, I remember the day my car was broken into and some very important and valuable items were stolen. I had decided to meet a friend for lunch prior to meeting with 2 different clients later in the afternoon. When I came out from the restaurant after having lunch, I found my car had been broken into and the window was smashed. My briefcase with client files, my \$500 sports jacket and my financial calculator were all gone!! I couldn't believe it happened to me! I was furious! I had to call my 2 clients soon afterward and tell them their identities were essentially stolen because their files had been in my briefcase. Besides that, I had to partially miss work the next day to have the repairs done on my car. I was angry and upset to say the least. I felt totally violated! What a mess! I was a victim and this is my story.

Now it's your turn. Recall a time in your life when you felt you were victimized. Be sure to include ALL the anger, frustration, disappointment, hurt and/or sadness you felt! Don't leave anything out. Include the details and how emotionally distraught you were.

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OK. You now have authored your victim story. Regardless of how you felt at the time and regardless of how you feel about that event now (even if you feel like you've gotten past it at this point), this is your story of when you felt victimized. Were some of the words you used to describe the experience words like: hurt, out of control, stupid, powerless, used, angry, betrayed, etc? It wouldn't be surprising if you did.

Now imagine for a moment two people facing each other. You are standing beside them holding in your hand a standard notebook with multiple colors and designs on the front cover and a plain white cover on the back. As you hold the notebook up in front of the two people, one facing the front cover and the other facing the back, you ask one person, "What color is the notebook?" They tell you its multi-colored and begin describing the colors. You then ask the other person, "What color is the notebook?" They say it's white. Would both of them be correct? Of course they would! Although looking at the same notebook, they have different experiences of it because they are seeing it from a different side or viewpoint. Like the notebook, I'm going to suggest there is more than one perspective you can choose to view your victim story as well. Allow that to sink in for a moment.

If the story you made up around that event you wrote about cast you in the role of victim, then you have been experiencing it from the victim perspective, one side. On the opposite side of that notebook or your story, is another perspective. I'm going to refer to this side as responsible.

Let me pause for a moment to emphasize the point about the perspective of responsible. That is a different meaning and context than being responsible for knocking over a glass and

breaking it. The perspective of responsible does not put you at fault or blame for the event. However it does offer you choices around your experience of what you're thinking and feeling of the event. In other words, how you choose to "experience" that event. For example, "I choose to define my life experiences." I am not to blame for someone breaking into my car. However, I am responsible for my experience of that event out of their choice or choices I made or didn't make.

If you're used to seeing the event from the perspective of victim, let's work on viewing it from the perspective of responsible. Why? Because there are countless benefits to that perspective and it will move you forward in the direction of your goals and dreams! Here are 6 tips that can help make that shift from victim to responsible:

1. Drop the Drama. When you re-tell your story, leave out the drama and your emotions of the event.
2. Just state the facts.
3. Drop the shame, blame and guilt.
4. Start earlier in the story and look for choices you made that led to that event.
5. Look for insights or intuitions that you ignored.
6. Use the words "I chose..."

Looking back at my story of when someone broke into my car, I'm going to use these tips to retell the story of the event of responsible; out of the choices I made or didn't make that led to that event.

- I chose to drive to the office that day.
- I chose to own a car without an alarm system.
- I chose to drive to that restaurant for lunch.
- I chose to go to lunch for one hour.
- I chose to park near three men hanging around who looked out of place.
- I chose to leave my financial calculator in the car.
- I chose to leave my briefcase with the client files in the car.
- I chose to leave my sport jacket in the car.

And.....someone broke into my car. THAT is a fact!

Did I tell the same story? At this point, you might say "no" I didn't because it didn't sound the same. And yet, I did tell a story about someone breaking into my car just from a different point of view. I left out the drama, just stated the facts and followed the cheat sheet above.

It is the same story. What's missing is the victimization story. I merely told the parts and pieces of the story where I was operating from choice. Instead of the focus being on what others did to me in victim, I've shared the story from the viewpoint of what I had to do around the event. The focus is on me and the choices I made or didn't make that led to that event.

Now it's your turn. Take a moment to re-tell your victim story this time from the perspective of responsible. If you made a choice that contributed and led to the event, include it, and follow the six tips from above. As Joe Friday, the detective in the old TV show Dragnet used to say, "Just the facts."

I chose \_\_\_\_\_  
I chose \_\_\_\_\_  
I chose \_\_\_\_\_  
I chose \_\_\_\_\_  
I chose \_\_\_\_\_  
I chose \_\_\_\_\_  
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I chose \_\_\_\_\_  
I chose \_\_\_\_\_  
I chose \_\_\_\_\_

Did you notice this perspective took a lot less ink? How did you feel when you wrote your story from the perspective of responsible? Initially you may have felt a little uncomfortable, however, once you were done, did you feel like a burden was lifted? Do you feel relieved? Do you feel wiser? Maybe a little foolish? Empowered, accepting, forgiving, or liberated? Compare that to how you felt when you wrote your story originally from the perspective of the victim. Would you rather feel victimized or empowered? Angry or at peace? Hurt or whole? The choice is obvious.

If you asked most people how they would rather live, most would say from responsible. However, why do you think many live from the victim mentality? Could there be benefits from doing so? Let's take a look.

There are prices and benefits in everything we do. Here are just some of the benefits the victim receives:

- Pity
- Sympathy
- Attention
- To play it safe and comfortable
- To look good and save face
- To be right
- To make others wrong
- To control through manipulation.....just to name a few!

Like everything in life, in addition to benefits, there are also prices. Let's discuss the prices you pay when operating from victim.

- Your health suffers, lack of energy, stress
- Frail, incomplete or unhealthy relationships

- Lack of self-esteem and confidence
- Disempowerment
- Lack of trust
- Not in control of yourself, direction
- Loss of income
- Loss of time
- Confusion
- Loss of money and opportunities
- And the biggest price—the inability to move forward in your life and not achieve your goals and dreams! A Huge Price!

Now I realize that some people have been victimized and hurt physically, mentally and emotionally by an experience. I am not discounting the reality of that experience. However, when you operate going forward in life as a victim, you stop growing. You also stop taking risks and place your goals and dreams on hold. Essentially, you live in your comfort zone, and odds are, you decay. So this chapter is not about discounting a real event in your life, it's about discovering if your victim story is serving you. Nothing more.

Before we move on, let's take a look at the other side of the coin. As with the victim mentality, operating from responsible has its prices too:

- Give up the pity party
- Give up sympathy
- Give up attention
- Give up playing it safe and comfortable
- Give up looking good to save face
- Give up the need to be right
- Give up making others wrong
- Give up controlling others through manipulation

In reality, giving up the above is not such a bad thing! The great news is there are benefits to operating your life from responsible. You'll have:

- Great energy, health and less stress
- Passionate and trusting relationships
- Positive self-esteem, confidence
- Empowered
- Control of your life, growth
- Increased income
- Time freedom
- Increased business opportunities
- Liberty
- And the greatest benefit—the ability to move forward in your life in achieving your goals and dreams! A HUGE benefit!

Imagine that! A life of passion and fulfillment while achieving your goals and dreams! Now THAT'S something to get excited about! Once you realize the victim mentality stops you from having what you want, you'll be conscious of not operating from there. Life's all about choices and you get to choose yours, moment by moment. Maybe, it's time for a new story!

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

In conclusion, I challenge you to START A NEW STORY! So, your homework assignment is to start writing a new story about your future life. Fill in all the details of what you want to happen. Have fun with it and enjoy dreaming up this new fun filled, successful life. Again, we are self-fulfilling prophecies. What you think about and focus on will be attracted into your world.

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 resources that will help you unlock your greatness with new strategies for success.

Love, Beauty and Wisdom  
Your Coach  
Lee Milteer  
[www.milteer.com](http://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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