

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

**IV. Have You Settled for Your B Game?**

Dear Millionaire Smarts® Members,

Our focus this month has been about Dreaming Bigger, taking risks, and transforming you from old and limiting beliefs. In his new book, **Time-Out! Winning Strategies for Playing a Bigger Game in Life**, our expert guest Tom Haupt discusses how many people have settled for their B GAME in life. He explores how they have allowed themselves to be AVERAGE. People who come from a lack mentality will never be a winner in the game of life.

Tom has given the Millionaire Smarts® members permission for personal use of the following except from his new book. Have You Settled For Your B. Game?

Many times I've heard people who were right on the verge of achieving their dreams talk about how they pulled back for fear of the unknown. They came up against a thought process, an old play of theirs and let go of the dream. It went something like this: "This is getting very hard-building a number 10 relationship, moving up the corporate ladder, getting back to my college weight, having six months of savings in my account, or being committed to my faith. So, I guess my relationship is actually good enough, my job, my health, the money I have in the bank and my belief in my faith is good enough. I'm happy where I'm at." Sound familiar?

The acceptance of good enough or just enough being OK, is a scarcity or lack mentality. It springs from a mindset or play that discounts why you'd want more of anything! More love, better health, more money, better relationships, or the drive for having more in any area of life.

Ask yourself where in your life have you said to yourself or others the following statements? "This dress is fine." "You have two pairs of shoes; that's enough." "Duct tape will fix this old water hose; we don't need to buy a new one." "Mommy has to cook dinner right now; I don't have time to listen." "This used car is good enough to get me from point A to point B." "How many new suits can you wear at the same time?"

As an adult, how often have you said or felt, "I don't have the time to go to the gym." "I don't have enough money for a new car." "I can't afford a new suit." "There's no room for advancement at this job." "I already have a watch, why do I need another one?" Question: Where does scarcity self-talk and plays like these stop you from living your dreams?

After reading this paragraph, close your eyes and visualize what an ordinary and average life looks like. Without any judgment of whether it's good or bad, what do you see? Would an ordinary life include living from paycheck to paycheck with little or no savings? Driving a used

car? Having an out of shape body? Being frustrated at your job or business? Not being a true believer of your faith? Having an average marriage or relationship that has lasted for years? Do that now for a few minutes and be specific.

Now do this exercise based on your current situation and fill in the blanks below:

- I have \_\_\_\_\_ in savings.
- I have \_\_\_\_\_ in debt.
- I have \_\_\_\_\_ hours a week of free time outside of work.
- I spend \_\_\_\_\_ hours a week with my significant other.
- I spend \_\_\_\_\_ hours a week with my children.
- I spend \_\_\_\_\_ hours a week on self-improvement.
- I spend \_\_\_\_\_ hours a week with friends.
- I spend my vacations \_\_\_\_\_
- I weigh \_\_\_\_\_ pounds.
- I spend \_\_\_\_\_ hours a week on my spirituality and faith.
- I buy new clothes for myself every \_\_\_\_\_ days/weeks/years.
- I drive a \_\_\_\_\_.
- I live in a \_\_\_\_\_ house/apartment.

If you've been truly honest in this exercise, again without judgment of good or bad, do you believe you've been living ordinary or extraordinary? That may be a tough question for you to answer because your programs may not like it being asked. Being average and ordinary is not a "bad" thing, IF, you have everything you want in life with extra to give away. If not, the question is, what have you settled for in your life and why?

Brian Klemmer, the Founder and CEO of Klemmer and Associates, The Premier Leadership & Character Development Company, likes to ask the question to his seminar participants, "Do dogs like bones?" Most people respond with an enthusiastic "YES" and every time he'll respond back, "No they don't, they love steak, they settle for bones!" Ask yourself this, "Why do most people, at some point in their life, let go of or give up on their dreams?" If your current life is not your dream life, why are you settling for the ordinary when extraordinary is really what you want? Why are you settling for bones when what you really want is the steak? Let's explore those questions.

Part of the challenge in breaking out of the ordinary is discovering what the "winning strategies" are for living extraordinary. Extraordinary is the realm in which your goals and dreams exist. Look at the word extraordinary. It means going beyond what is usual, regular, or customary-the ordinary.

So how do you go from ordinary to extraordinary you might be asking yourself? First, as you are doing in the first part of this book, discover and understand why you settle in some areas of your life and what are the prices you're paying. Secondly, break through living in ordinary by practicing new plays which I will share with you in the second part of the book. For now,

let's step back a moment and explore the mindset required once you've established some huge goals and dreams.

Have you ever thought or said to yourself the moment after you set some clearly defined goals and dreams, "Wow, it's not possible to achieve them." Why the second guessing? It is because you consider your dreams to be in the realm of extraordinary, wished by many, but achieved by few? Have you ever wondered about the "why" behind that thought process? Why do people have a thought first about what they want in their life, only to have a back-up thought shortly thereafter that questions it?

What is the underlining belief that fuels a doubtful thought like "It's not possible?" Could it be you're comparing your dream against your past reality, and it truly seems to be out of your realm of possibility? Based on your past experiences and achievements, is it possible you simply don't have any evidence or proof it could be within the realm of possibility? Most certainly the answer is yes.

Addressing the opposite mindset, the realm of probability, is a thought process based on the evidence or results you already know to be true, proven or have accomplished in your life--in other words, a scarcity or lack mentality. Its small thinking, scarcity thinking, and judgmental thinking.

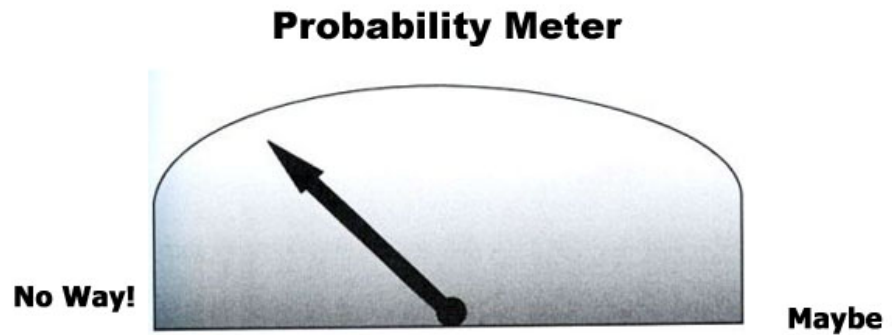
You drive by a luxury car dealership and you see a beautiful brand new black Lamborghini in the showroom. As you pass by, you say to yourself, "Wow, I want to buy that car." But no sooner do you finish that thought and a more cynical thought triggers the fans from the stands and they start shouting, "Are you crazy? You can't afford it! It's not possible!"

At the moment you think to yourself, "I want to buy that car," your mind starts in with, "Based on past experiences and results, I have no evidence I can buy that new black Lamborghini. It's out of my reach. In fact, I've never had the finances or credit to buy one AND, only rich people drive them." And the crowd just piles on. THAT is a scarcity mentality framed in probability.

You might be thinking, "That's not exactly scarcity thinking Tom, that's just what reality is." Not so I say. I'm suggesting your scarcity thinking is exactly what determines whether you believe you can, or can not be, do or have in every experience.

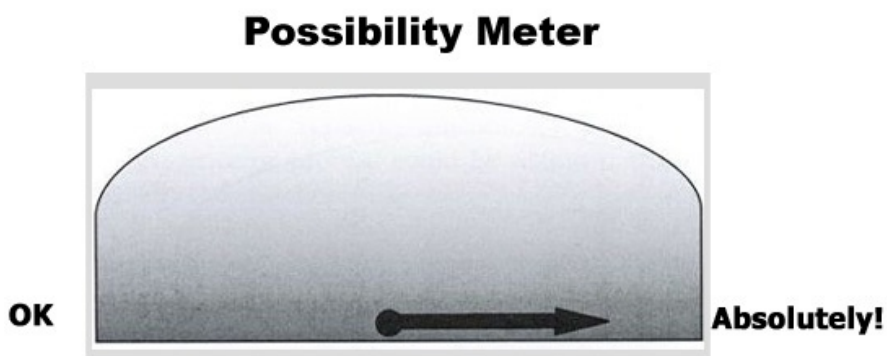
One of the biggest tip-offs to a scarcity mentality are the words can't or won't because those words exist in the realm of probability. Remember, probability thinking is a thought process based on the evidence or results you already know to be true and factual, to this point in your life. When you look to buy or have something you desire, your mind automatically recalls life experiences or results to compare your desire to, and in that moment, determines if it can't or won't happen! It looks something like this:

Notice the probability meter deals in absolutes when it's to the negative. That's because when you're processing information with a scarcity or lack mentality, the absolute of failure is ingrained by the evidence of many other failures in your lifetime when you wanted to buy or have something. Make sense? So, how do you counter this automatic and scarcity mindset? Possibility thinking is the answer!



Possibility thinking is "outside the box" thinking or a thought process around the idea of what's possible to have or desire even when you have no evidence in your life, or possibly anyone else's life, that something can be achieved or accomplished. Possibility thinking is an abundant mentality.

Abundant thinking is a strong conviction of faith, trust, and commitment. What if you drove by the car dealership and said to yourself, "Wow, I want to buy that Lamborghini!" and the fans from the stands shouted, "YES, ABSOLUTELY, let's buy it!" That thought process is a result of having no evidence or idea in your life of how to achieve what you want. However, through a conviction of faith, trust, and commitment, you'll take action and figure out solutions along the way and make it happen! If you focus your attention with that abundant thought process, then, at the moment the thought of, "I want to buy that or have that" comes to mind, the arrow on your Possibility Meter jumps straight to absolutely! It looks something like this:



On the possibility meter, anything is possible. At least that is the belief! This is an abundant mentality. Is there enough money in this world for you to buy a Lamborghini? Absolutely! Is it in your hand at this moment? Maybe not, probably not. Could it be?

Absolutely! Could you work another job? Absolutely! Sell something you own? Absolutely! Have a relative buy it and pay him back on terms you can meet? Absolutely! Maybe even buy it from a private owner in exchange for services you can provide, without ANY money being exchanged! Absolutely! Absolutely anything is possible when you have that abundant mindset. To stop measuring your life on a Probability meter and begin using the Possibility Meter of life, shift your mindset to abundance and take the absolute away from the negative and place it in

the positive. By living from anything is possible and focusing on solutions, you create a life of extraordinary. I found, through interviewing people for this book, successful people focus on solutions and are not victim to their circumstances!

In the real world as you know it, is there enough money and time to create the life of your dreams? Of course there is. If Erik Weihenmayer, a 32-year-old athlete who was the first blind man to scale Mt. Everest and has, in fact, climbed the tallest peak on each of the seven continents, has the time, money, and dream to reach his goals, so can you. If Oprah Winfrey could break through the challenges of poverty to create a billion dollar communications empire, so can you achieve your dreams. If Bill Gates with only 24 hours in a day could revolutionize the personal computer market as a college drop-out, so can you achieve your dreams. The only difference between each of these people and those who are living a less than extraordinary life today is they believed their dreams were possible, and then figured out solutions to achieve them.

Ask yourself these questions: Does every human being have the same amount of time in a day, with an infinite number of options of how it can be spent? Is there enough money on this planet to provide for the poor and needy, to fund your ideas, to pay for schooling, to build a successful business, to purchase the car or house of your dreams? Are there enough resources to eradicate AIDS and world hunger, find a cure for cancer, and provide medicine for all that require it?

Of course there is. Many people believe this to be true and live lives that are evidentiary to those facts. What stops most people though from foraging ahead in the realm of possibility are the plays of scarcity, lack and enough –living in the world of probability as opposed to the world of possibility.

When will you shift that paradigm? How about now? After reading this paragraph, close your eyes and visualize what an extraordinary life looks like. Without any judgment of whether it's good or bad, what do you see? Would an extraordinary life include having more than enough money as to give away 25% of your earnings each year? Driving a new car every three to five years? Having a healthy and incredible body? Being the top income earner in your business and career? Being a true believer of your faith? Having a joyful, fun marriage or relationship that is worthy of you? Being fulfilled in your purpose? Visualize that now for a few minutes and be specific.

Now do this quick exercise. Fill in the blanks below with extraordinary possibilities:

- I have \_\_\_\_\_ in savings.
- I tithe \_\_\_\_\_ every year.
- I have \_\_\_\_\_ hours a week of free time outside of my career.
- I enjoy \_\_\_\_\_ hours a week with my significant other.
- I volunteer \_\_\_\_\_ hours a month.
- I focus on \_\_\_\_\_ hours a week reading or listening to self-improvement material.
- I hang out \_\_\_\_\_ hours a week with friends.

- I travel on vacation \_\_\_\_\_ times a year.
- I am a healthy size \_\_\_\_\_ or weigh a healthy \_\_\_\_\_ pounds.
- I honor my faith in prayer or meditation \_\_\_\_\_ hours a week.
- I purchase new clothes every \_\_\_\_\_ days/weeks/months and donate my older threads.
- I proudly drive a \_\_\_\_\_ car or motorcycle.
- I live in my gorgeous \_\_\_\_\_ dream house.

How does that look? Extraordinary?

There was a time when you dreamed of being an astronaut, doctor, writer, teacher, actor, musician, nurse, singer, poet, business person, etc. The world was your oyster and you did not dream from lack or limitation, it was not how you were born to be. Lack, limitation and settling for just enough are learned behaviors. You have the power to change your thinking; you have the power to change your results! It's time to risk!

In conclusion this month, I urge you to invest in your own copy of **Time-Out! Winning Strategies for Playing a Bigger Game in Life**, and do the 64 experiential and transformational exercises that Tom has created. These exercises will challenge you to break through your own self-limiting beliefs. You can find out more about Tom and his book at <http://www.tomhaupt.com>.

Your homework assignment is to Start to Dream Bigger! Remember the quote from Henry Ford: *"Whether you think you can, or think you cannot...you are always right!"*

I invite you to join me at the Millionaire Smarts® Membership site where I have provided many NEW resources to assist you. There are brand new Faculty Coaches at <http://www.milteer.com>. All you have to do is put in your February Passcode: 2148 to gain access to information that will help you unlock your greatness. You will also find the transcript of the call, reports, and more information about our expert Guest Mr. Tom Haupt. We are most grateful to him for sharing his valuable information this month.

Please take the time to share with your sponsor how you benefit from the Millionaire Smarts® Coaching Program!

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Your Coach  
Lee Milteer

**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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