

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

Transcript of Tele-Seminar

Welcome to this month's issue of the Millionaire Smarts® Coaching Program for Profit and Productivity with your Coach, Lee Milteer

Lee: Hello everybody! It's Lee Milteer, and welcome to the Millionaire Smarts® Coaching program. Our program this month, you're going to absolutely love. It's about creating results through risk-taking. We have a great expert guest this month.

His name is Mr. Tom Haupt, and he is a best-selling author, a world renown speaker, facilitator and training in the area of self-improvement and leadership training.

For twenty-seven years, he has coached, mentored and empowered people all over the world to overcome any self limiting beliefs and to help them capture their goals and dreams. He has a great background. He used to be a basketball coach. The reason I tell you is because he has a great book which I just finished called *Time Out, Winning Strategies for Playing a Bigger Game in Life*.

Now, I like this book a lot because he uses basketball examples on how to become successful in the business world. Now, just so you know, he is a leading expert on creating results through risk. I want to remind everybody to go to our Millionaire Smarts® membership site this month. We will have the reports there. We will have some teasers for you to read some parts of Tom's book. We have a lot of support for you, and our faculty coaches are there. So you have to get there at www.Milteer.com. So, Tom, welcome to our call.

Tom: Thanks Lee. I am extremely excited to have this opportunity to talk to you as well as your listeners and clients.

Lee: Well, we're very happy to have you. After I read your book, I just knew that I had to find you and have you become one of our expert guests.

Again, let me say that I read every word of your book, *Time Out, Winning Strategies for Playing a Bigger Game in Life*, and the title itself, winning a bigger game, since we're all entrepreneurs on this call, this is really what we want to talk about, and in your book you talk in great detail about what you call the three major truths of life.

Since we are supposed to have the courage and skills and beliefs that we can play a bigger game, and we have to understand how to take new risks and get out of our old comfort zones, I thought it would be great if you would share with us what you call "truth number one."

Tom: Sure, absolutely. I believe that we are all born into this world perfect, perfect human beings with a great, great ability to love unconditionally as little children, as babies and to communicate very clearly when you want to be fed or when you want to be changed, and you come into this world with a set of core values that are just so pure and innocent, and over time, what happens in our upbringing is we adopt other people's set of beliefs systems, paradigms, you name it.

If you've ever said to yourself – well, if you've ever said something out loud, and you said, "Oh my goodness. It just sounded like my mother. I just sounded like my father," that would be an example of something that you've adopted at a very young age.

By the time we're eighteen years old, about ninety-five percent of the way we think, our habits, the way we perceive the world, our judgments are in place. They are in place.

So, when you go out into the world at eighteen, about ninety-five percent of the way you think is already set. Now, I'm not saying that's a bad thing at all because there's no good or bad.

Lee: It depends on your parents, Tom.

Tom: Absolutely, and we all love our parents. However, we've adopted all of these beliefs from other people that have raised us and influenced

us, our coaches and so forth, and how do we know what's affective and ineffective. See, that's where I go.

So, what I start out in the book is, let's take a snapshot, let's take a half time, let's take a time out at half time of our life which is right now. Whenever someone reads the book, it's at this moment. Whenever I'm speaking, it's at this moment. We're taking a time out, and it's going to be an opportunity just to review what are the beliefs that are effective, and what are the beliefs that are ineffective.

When I talk to people in my seminars and workshops, what I tell them is, "Look, if there is a belief the way you look at something that's working for you, keep doing it. If it's effective for you, keep doing it. If it's in your relationships, your business, how you communicate to your employees, whatever it looks like, keep doing it."

However, if there is a roadblock, an obstacle, something that you feel uncomfortable around that you know intuitively this is not working. This is not effective in my relationships, in my health, whatever it is, in my business, and I've got to stop, and I've got to address it and say, "Okay, what is this? Let's be honest with myself. What is the self-limiting belief, if you will for lack of better word, that's stopping me from being as effective as I absolutely can be in life?"

So, that would be a starting point. So, that's where I start, a truth, of hey, identify what are your self-limited beliefs. Lee, have you ever talked to yourself?

Lee: Oh yes, all the time.

Tom: Absolutely. The question is what are we saying to ourselves? Are we saying things to ourselves that are moving us forward in our lives, or are we saying things to ourselves that are keeping us in what I call the realm of probability?

I believe there's two realms. There's the realm of possibility and the realm of probability, and most times people live – and it's not a bad thing unless you want more in life – are living in the realm of probability, which is one's comfort zone. That's where we start.

Lee: Well, I'm glad you're talking about this because as you well know and I think we discussed briefly when we first met, the media is just relentless about telling everybody how bad life is going to be in the future, and one of the great things about your book is that you talk a lot about how you have to take responsibility for what you put in your mind.

I am always saying to my group we're self-fulfilling prophecies. What you think about yourself comes true, so all that self talk does come true. Tom, a lot of people self talk right now is things are not going to be as good in the future. So, help us get past some of that negative thought.

Tom: Here's how I look at it. Whatever you focus your mind to, whatever you focus your attention to will absolutely manifest at some level. You'll create whatever it is that you focus on. That's what I truly believe from my heart of hearts. I believe you and I have enough evidence in our lives that that statement is true.

Lee: It is one thousand percent true.

Tom: Absolutely, and I'm going to suggest that the successful people on this planet - if whoever is listening took a time-out and said, "I'm going to interview the five most successful people I know. I'm going to ask them to lunch. I'm going to buy them lunch, and I want to sit down and find out about you. What makes you tick? Why is it that you're successful?"

You would find that almost always to a person that they think about what's possible, and what I can make happen, what I can manifest, what I can create, what kind of relationship can I enhance in my business, what kind of - if I ask my clients, my top five clients what are the top five attributes that make you tick and create the success, they're going to tell you that they focus on what's possible, not what circumstance is.

In other words, I'm not living in fairy land. I know the economy in 2009 was horrendous, and I know it started in '08, but here's the truth. Even though in '08 people lost about forty percent of their net worth because of the stock market, they gained twenty-three percent in '09.

No one is talking about that. What people want to focus on is the negative and how things aren't working.

Well, quite frankly, if you want to stay in that realm, you're going to get stuck, and you're going to have all the excuses and all the reasons why you don't have what you say you want. I'm going to tell you that if you interviewed the successful people out there, they're going to tell you all the reasons why they are making it happen, all of the possibilities that are going to happen, all of the opportunities.

So, I don't know if this makes any sense, but I just get excited about there's such a great opportunity. I talked to a young man last night who I mentor, and we brainstorm. Once a week, we get together. We have some pizza, watch the games, and we just brainstorm, and he left with an opportunity that he didn't see when he stopped by the house because we just got into a creative banter around what if this, what about that, what about this niche?

What is the need that people have out there? I'm going to suggest – and, Lee I'm sorry, I get really excited and I get ahead of myself, but I believe we all have a gift, and that gift is to enhance the lives of other people.

If I'm out there looking to create, how could I make someone else's life, how could I make someone's business better, but not without asking for anything in return, but giving more? It's all going to come back, and that's how this is going to all change.

Lee: I totally agree and I do believe 2010 is going to be a fabulous year for those people who are looking for those opportunities and the possibilities out there. Tom, you are so hundred percent right when you said when you associate with people and find out what makes them tick, the really successful people are all about their mindset, and the possibilities, and they're very present and future oriented, and they're not past oriented.

So, it's great when in your book you're talking about let's take a time-out and review what the past was, but now let's gather that information and make the future better.

Tom: Without a doubt. If you're not growing, you're decaying. Socrates and Plato had a conversation once, and are you familiar with the story where Socrates-

Lee: I did read your book, yes.

Tom: So, Socrates is talking to Plato – the teacher talking to the student, and he believed that there was everything begins with a single point of energy, goes through a period of growth, than stability, and than decay back to a single point of energy.

So, again, Socrates is talking to Plato, and he says, everything begins with a single point of energy, goes through growth, stability, decay and back to a single point of energy.

Now, Plato, he contemplated that for about a week or so, and one day he was eating his Greek salad because they were Greeks. He was eating this Greek salad, and he calls over Socrates, and he says, "You know, I have a different theory." So, now the student is telling the teacher he believes that yes, everything begins with a single point of energy, goes through growth and decay, and in fact, there is no stability.

Now, the premise behind that is I believe that a lot of people like to buy into this thing that when things are fine, things are stable, when things are calm and things are comfortable, that's a good thing. That freaks me out. That's not a good thing. That's not a good thing. That's an ineffective thing.

What I'm going to suggest is that if we buy into that premise, we're in decay, and so, if I'm not getting comfortable being uncomfortable then I'm dying. My business is not growing. I'm not growing as a human being. So, I talk about this thing called risk. What's risk all about?

Well, I think Lee, and stop me if I'm wrong, I believe that there's a misconception that risk is a bad thing.

Lee: Yes, I think a lot of people have been programmed since you were saying we're programmed by the time, everything you know is about eighteen. I think most kids are programmed to be afraid of risk, and I

think adults have grown up to believe that, and our culture is very afraid of risk.

Our culture makes us believe that all we should work on in life is security. There is no such thing as security.

Tom: No, there isn't. Like I say to a lot of people in my workshops and so forth, I go, "Yeah, here's a stable economy. Is that correct?" Yeah, stable - no, no. You have a stable relationship, don't you? They're like, "Ah, no." I go, "Yeah, that's just it. Your health, stable?" "No." Stability is a misconception, and risk is really where it's at.

So, I get excited about what's this thing? Now, I'm not suggesting, "Oh, let's go run across the highway. Take a risk and run across the highway in the middle of the day." That's not what I'm suggesting. I'm putting in the context of, are you experiencing risk in your life on a daily basis, and if you're not, why not?

Because the whole premise is, if you think about, I redefine contextually this word called risk, and it's not far off. It's not far off from the dictionary. I just say that it's an element of the unknown.

Now, the unknown is in the realm of possibility. In the realm of possibility, you don't know what to expect. So, it's an element of the unknown that establishes the possibility of achievement. You see, if you want something new and different in your life, it's not going to be in the realm of probability. Why? Because you've already experienced it.

Everything you have in your life, you already have in the realm of probability. That's what you have. That's what you know. It's in the possibility realm is where everything that you want - the new 2010 goals, the bigger business that you want, you want to hire more employees, whatever it looks like is in that realm of possibility.

So, that's what's possible when you take risks. On the other side of risk is where all your goals and dreams are.

Lee: I love this, and one of the interesting thing that I'm noticing about life is that people are taking less risk. They're down-sizing. They're like

hunkering down waiting for the outside world to change, and that is just the opposite of what really successful people do.

They scan the landscape of their life, look for opportunities, see how they can help people more and take the risk of new products, new services, branching out in new ways, and those are the people who really become very financially successful.

Tom: Absolutely. In fact, I've been an entrepreneur literally since, and a lot of people listening can say the same thing, since I was a teenager. I had my own little business where I mowed the lawns and I did the delivery of the paper, and I worked for gentlemen and restocked the shelf at his company.

We've all had those types of things, babysitting and what not when we were younger, but as I went through life and I was mentored by about six different prominent people - I have six prominent mentors in my life, and for anyone listening, what a tremendous gift it is one to be mentored, and two to mentor others.

I had a gentleman that said in every situation, whatever it might, whatever experience you're in, look to see what you can give and how you can serve without asking what you need or want first. If you think about that, if each of us get into a situation and say, "What can I do? What can I serve? How can I be of service to you?" And, if you don't know, then great, survey your top existing clients, and find out what do they feel your strengths are and what your weaknesses are, and what is it that you're looking to make a commitment to improve.

If they say, "Oh, I don't get enough of this from you. I don't have enough of that, not enough service, not enough contact," or whatever it is that they say is not enough, that could be your next niche market. In other words, you promote yourself out there as I'm going to be the next, and then you fill in the blank where you're existing clients are telling you.

That's how I monitor my success as far as customer service. I'll keep in touch with my clients, and ask them, what is it that they need more of? What is the weakness you feel I have that I can work on for 2010 to improve my service and my services to you? Then, when they respond,

then I can one, take care of my existing clients, and then two, maybe I can form a new niche market for service that's needed out in the marketplace.

Lee: I call that being a problem solver. So, do you want to share anything else about taking risks with us?

Tom: I want to say that it's really in theory really easy to buy into, "Yeah, this really make sense. I'm going to go out and take risks." Well, there's more to it because what happens is even though intellectually someone will say, "Hey, I think I want to take more of this," and they go out and do something that they're not accustomed to doing.

All of a sudden, one's uncomfortableness comes out, and their programs come out, and they say, "Wait a second. I'm not good enough to do this." So, they step back from a moment, and they reevaluate.

Well, when you step back, you go back, and you go back to your comfort and you shrink. So, how do you take risks and stay outside of your comfort zone? Well, accountability is the key. You want to have someone hold you accountable, even though as an entrepreneur, I'm running the show, and I'm the boss necessarily, who in your life will help support you in holding you accountable to create new and different results.

So, what I like to do is I like to tell - I have this one person in particular who I absolutely love and respect, and you have to have a lot of respect for that person. You say, "Hey, listen, I want you to hold me accountable. This is what I'm going to look to do, and if I get backed up, and if I get a little concerned or nervous, and I want to step back, you have my permission to hold me accountable. Keep my feet to the fire, and not push me because nobody can motivate me externally. I have to a big mission statement and big vision for what I want to create for myself, my family, the universe and for this planet."

I do need people to when I get nervous around taking that risk and getting out of my comfort zone, doing something different, reaching out to a new market, a new person, a new whatever, I want to be able to pick up the phone and go, "This didn't really work. I don't think I

want to do this again." They're on the other end going, "No, no, you said this is what you wanted. I'm holding you accountable. Let's do this again. This is a new day. Let's all be accountable. Let's get after it."

Lee: One of the things that I really liked in your book as you just mentioned was the "big why." I had a big circle around that to ask you about that because we all set goals. People set them in very different ways, and we're at the beginning of the year.

The thing about the "big why" really struck me, Tom, as one of the core motivations. So, it's one thing to set a goal, but why - most people don't really go that deep, why are you actually setting that goal? Most people think, "All right, well, I need to do this, and I need to do that?"

Tom: More money.

Lee: Why do I need more money? Why do I need to lose weight? Why do I need to increase my business, improve my relationships? So, could you talk more about that? If I can get everyone today who is listening on this call to be taking notes and find that one thing that motivates them into new action, because we're talking about thinking a lot, but we're aiming towards action.

In fact, we're going to truth two in a second, but I really, really like this "big why," so give us some thoughts on that.

Tom: Well, I like to break down my life in particular into the four sides of human nature, which is one is emotional side which is relationships, money side-career, business, and there's spirituality and your faith, and then there's your physical nature - your body and your health.

What I do is I'll set a number of goals in each one of those four sides. Then, what I'll do is I will without a doubt get really clear around what my "big why" is for accomplishing each and every one of those. Now, it may categorize and say, my top three goals in my physical is one why for it. It doesn't necessarily have to have a big why for each particular goal, but if you use the four sides of human nature, and if you stick two or three goals in each one of those areas, you could have a big why for accomplishing all of them.

So, I'll get really clear around what's my big why. It might be for family. It might be the big why around for a better lifestyle for my family. It could be so I can get closer to my faith because I want to either tithe more, or I want to go on missions or be of service. In my business, it might be because I might impact the lives of more people by providing a bigger and better service.

So, I'll look to get rooted in the big why, and the big why isn't money. It can't be about money because people don't wake up in the morning, jump out of bed and say, "I'm going to go out and make another five thousand dollars today." Maybe in their head they do, but they're physical body doesn't jump out of bed and make it happen.

Your body has got to get really excited. Emotionally, you've got to get connected to getting after it today. So, I look after what's the big why, and I'll use anything from making commitments to my children, or I'll make a commitment to a relationship that this is why I want to do it for these reasons, and I'm going to ask them to hold me accountable.

So, when there is struggle and conflict in my mind, in my belief system around do I really want to do this, I drop back into my heart and I get reconnected with what's the big why. It could be, and here's what I'm going to suggest, the more connected you can get with your heart to your big why, the more you'll be able to get excited and get after it when you don't feel like it.

Lee: I like that because that really is bringing you into your authentic energy, and your authentic self.

Tom: Without a doubt.

Lee: Let's go to truth number two, take action to break through.

Tom: That is clearly the lynch pin behind understanding what your ineffective beliefs are because once I identify what's an ineffective belief, and I take the eight most common self-limiting beliefs and I break them down into the four sides of human nature.

So, I will detail what the eight most common self-limiting beliefs are and then I will just talk about like a lot of books will just talk about.

What I'll also do is I will give breakthrough exercises so people can step through and to have a new experience and a different experience where they say I'm not worth having a number two relationship, or I'm not deserving of an extraordinary business, or I don't trust people so how can I have a great relationship with my employees when I don't trust.

Bust those ineffective programs up that hold people back. I provide sixty-four different breakthrough exercises so you can take action. That is the key. It's the action part. We can talk about this until tomorrow, but unless people are willing to take action because they have a big why, nothing different is going to change in their life. They'll just get a day older and further away from their goals and their dreams.

So, and that will support their self-limiting belief. We want to stop that. We want to stop the madness of that self talk that says you don't deserve - I don't know if I put it in the book, but I had a vision when I was very young of being a multi-millionaire, and everytime I had that vision in my head, I saw myself as an older person with grey hair, and a couple of years ago, I was thinking to myself - I'm not that old yet.

However, I got to a point where was in my forties, and I said, "What am I doing? Why am I having this vision of being a multi-millionaire?" That's a great goal, however what's the deal with the old and the grey hair and stuff. So, I switched the picture.

Lee: You did have it in your book.

Tom: Okay. I switched the picture into a young Tom, the young vibrant Tom, the guy who is in his forties and feels great about life and in good health and so forth.

Lee: Making it now.

Tom: Making it now.

Lee: You know, Tom, we are human, and life is this adventure.

- Tom: So, and those are all different, and I use thirteen different strategies to, like I say, play a bigger game in life, and one of them is the visualization aspect and things of that nature.
- Lee: That was really my next question because I really would like for you to talk about the visualization, and I would also like for you to share about vision boards.
- Tom: Sure, you and I both have plenty of experiences and examples and everyone listening on this phone has experiences and examples in their life. They have visualized something that they've wanted and said to themselves, "I want to make this happen. They've made it happen."

There isn't a person listening on the phone that hasn't set their intention to something and made it happen. If someone has ever said, "Hey, I want to go to college," and they went to college. Guess what? they were clear in their intention and they went to college.

Someone said when they were younger, "Yeah, I want to get married some day." They got married. Guess what? They were clear in their intention based on results, and they became married.

You can do that, and look back over your life. However, there are people who have more evidence in their life than less that when they set their mind to something, they make it happen.

The people that set their intention and are very clear in their vision, big things happen. They get what they say they want, and they get the result that they visualize because what that does for you is the mind does not know the difference between a real or a vividly imagined experience.

In other words, Maxwell Maltz wrote a phenomenal book *Psycho-Cybernetics* many, many years ago, and he determined through research that the mind doesn't know the difference between a real or vividly imagined experience.

So, through coaching over the years, I used to have my players visualize making free throws. Even though they weren't physically making them, they would visualize them. Those that practiced

physically and visualized it mentally making the free throws, their success was much, much higher, and I write about a study that was done up at the University of Chicago. That study was done, and that's how I found out about it.

So, my players were the best percentage of free throw shooters anytime we played anywhere. That's just the way it was. I have a whole process and a system on how to visualize something even using goal cards to make that happen. One of the elements of visualization is a vision board.

The more clarity you can have around what it is that you say you want more, better and different in your life, and you get it and visualize and see it, so I take a picture of my vision board, and I change it. I'm not saying it's on there every day, but I will put it on my Blackberry as the screensaver and on my computer at home, the vision board.

So, I take a picture of it, and I put it on there, and I also - I have some pictures made up and I put them in different places. I move them around, and I change them around with different things that I have, some trigger devices. I use that as a reminder of what I'm looking to create.

Over time, and it may not be on a particular day that you set for yourself, but over time, the committed you are of visualizing and seeing what it is you truly say that you want, you start to manifest it. You start to make it.

Lee: You said in your book that once you completed your vision board, that you hung it up in a place where you, your friend and your family could see it through the day. I was really struck by that, Tom, because I've done vision boards for many, many years, and I've always kept them in a very private place where only I could see them.

Now, I must admit I've had some outrageous things up there, big diamonds, fancy fast cars, big houses - all kinds of fun stuff, and I've never really known anyone to say, "Okay, let your friends and family see it." So, share with us why that is.

Tom: Yeah, it's brilliant. Think about it. Have you ever noticed when someone - when the president of the United States takes office, that four years later, their hair is a lot greyer than when they started.

Lee: Yes, they age tremendously.

Tom: Because there's so much energy out there, negative energy placed upon the poor president of the United States in particular that I'm aware of, that all this negative energy goes out. It just wears and wears and wears on that human being.

Well, the opposite is true. There was positive energy that was being placed out there on the universe. That would go out to manifest and create, and just think, just think. If more of your friends saw the pictures of what you were looking to create, they have that picture also. They absolutely have that picture, and so you have more people visualizing your vision.

I had someone come over and they were traveling across country. I said, "Hey, stop by the house." They stopped by the house. They stayed in the guest room, and I took the vision board, and I put it in the guest room. Like you said, it's got all kinds of great stuff on there, and it became a conversation piece.

So, not only did they see that, and see the pictures of what I'm looking to create, they also now have that in their mind, and then we started a conversation around my vision and what I'm looking to create in my life especially in this particular year.

So, I just think it's a great tool. The more people that can get behind what your vision is, that's extraordinary support. That's what I want in my life. I want people to support me through visualizing, and then of course, I started asking them, "Well, what is it that you want? What is it that you want to create? How can I support you?" That's where givers gain.

Lee: I guess what I'm really hearing is that you're really being - you have discernment on who is seeing this. So, these are people who do support you, and you're not worried about them being jealous of you because there is a lot of jealousy in the world, and as you were talking

about how thoughts affect us, I have noticed in my past if I shared a goal that I had or something that I wanted to do with people who weren't, let's say, supportive. That's the nice way of saying that.

They're not supportive. They're inside jealous that they may pretend on the outside to be supportive, but inside they're thinking, they're insecure themselves or they don't have high self-esteem, that they're really not wishing you the best.

Tom: I agree. You're absolutely right. That's a good, good point. Here's what I want to tell you. You might laugh, and you might not believe this, however, when I started really seriously getting clear around what I wanted to manifest in my life, I had to look at people in my life that I had. I had to really truly take a good hard look at who are the people that were truly authentic and real and honest in wanting to support me, and then who are the people that superficially said, "Yeah, I support you," however they never really were there for me.

Like you said, overtly they said, "Oh, yeah, that's a good thing," but you knew intuitively you felt that they weren't behind you. There are so many people listening who have the same thing.

I just want to tell you, it's taken me nine to ten years since I've been on this journey of personal improvement and self-growth, it's taken me time to kind of weed out the people. So, I don't invite people over. I don't have them in my home. I don't necessarily associate with people that don't support my vision.

Lee: That is very well put because Tom I also a number of years ago made this clear decision that I really only wanted people who supported me in my life and if they didn't support me, I freed them back into the wild.

Tom: Absolutely. They can support or not other people.

Lee: Exactly, and I don't want them in my house, or I don't want them in my business. I don't go to their parties. I really, as I've gotten older in life and have a lot of discernment on who I spend my time with, who I share information with, and the people who I really love and support, and they really love and support me. I will share my goals and dreams.

I can always tell when I've shared something if they're with me or they're not. If they're not, I make a mental note. I need to fade away.

Tom: You don't have to necessarily say anything to them.

Lee: No, never say a word. What's the point?

Tom: Yes, because they probably won't hear it, and they'll make up a story around whatever serves them. I'm more interested in focusing on how can I be a big servant to people on this planet. I don't necessarily go down this road in my book, however I believe in a lot of energy. I believe we're all energy, and so even though I don't get into that in the book, I do believe that we're all energy.

So, you're right. What's the energy you want to bring in your house? What's the energy you want to bring in your business? Like for instance, I've had successful businesses, and I'm an entrepreneur for my whole entire life. I've never had someone give me a paycheck. I've always earned it. I've always either been straight commission or self employed my whole entire life. So, if I don't work and make it happen, I don't generate income.

Lee: Neither do any of us.

Tom: Yeah, exactly. So, I don't get anything unless I'm out there making it happen. Well, overtime you take up clients and you get clients, and you don't really know them that well until you get to know them real well. Then, there have been times where I have had to absolutely not say I don't want to deal with this client anymore. I've given it to an associate. I give it to associates or assistants, and I say, "Look, I've gotten to a point where my practice where I need to pass this person along because of their energy."

Their energy, it was about getting over on the next guy, or what did they get, and this is just this really harsh, harsh energy. I thought to myself, "I don't even want to deal with clients. Even though I'm making money from this person, I don't want to make that kind of money." Does that make sense?

Lee: Yes, absolutely. In this group, we talk about energy all the time. We have mental, physical, emotional, spiritual and financial energy, and your whole life is made of energy, and you don't want to be investing with clients, and we do talk about firing clients. You talk about passing them on. I talk about firing them.

While we're talking about how people have energy effects us, let's just talk briefly about our staff because folks, this is also true. If you have someone on your team who really is physically on the team, but is not - in their heart, they're not on your team, they're not mentally on your team, that they're just there to get the paycheck, you've got to get rid of those people because they're actually hurting your business. They're not adding to your business.

So, in the essence of Tom's book, *Time Out*, today would be a great day for you to take a little time out to think about who and what in your life is actually supporting you, and who isn't. Make a list on how to release some of these people, staff, clients, friends, neighbors, God forbid I say family that doesn't support you.

For 2010, I'm really clear. Anyone who is not on my team, has to go because I don't have time anymore to deal with the trauma and the drama, and I really want to be very focused on what we're trying to accomplish and to be of service.

Tom: Can I get a little deep on you?

Lee: Please do, we love deep.

Tom: Good, so we as a human being have a need to be liked. It's a program that runs all of us.

Lee: I call it a disease.

Tom: In some, it's stronger than others. In some, you can't take enough medicine to get rid of it. However, if you can get to a place in your life where I'm okay with myself, I'm totally okay with me because I know in my heart of hearts that I'm a good human being. I'm not perfect, but I'm a good human being. Intuitively, I'm out there looking to make things happen to help and support other people.

So, if I operate from a place where I'm okay with me, then that I need to be liked program kind of subsidies, and it can not come out and grab you. However, what happens when one has employees and people that are around them that support them in their business for instance, they have a strong need to be liked.

If they say anything that's contrary to what's actually going on, they feel as though their employees may not like them. I don't go to a place where you have to be an SOB and say, "Well, I don't care what anyone thinks of me." I'm not suggesting that. I'm just suggesting that if you know, if you trust yourself and that's another program that might keep you from creating extraordinary business, but if I trust myself and I know that I know that I'm doing what's right, not coming from righteousness, but knowing what's right, then I'm going to make a prudent business decision based on how I feel around this person's energy or their lack of effectiveness, or - you can come up with a whole reasons why you don't want this person in.

You don't make them up, but you can actually be honest with yourself and do an assessment. People do assessments for 2010 on I'm going to set my goals, and like you said, some of it has to be around who are the people in your life who are supporting you or not.

So, if I'm okay with me, I do an honest assessment of the people around me in my life and take my need to be liked and set it on a shelf, walk away from the shelf. I'll come get you later, but right now, I don't need to be liked. I'd rather be successful than liked because if you ask somebody, "Would you rather be liked or respected?", what are most people going to say?

Lee: Well, I say respected. I'm going to say most people say to be liked.

Tom: They want to be liked, but truly that will - if you can't look at yourself in the mirror and feel like I'm respected, you're going to have a hard time sleeping at night.

Lee: You're going to have a hard time having the guts and the courage to do what's right.

Tom: Yeah, and because you are at the helm of the ship. They're relying on you to make good business decisions so that they can have a profitable business so they can get paid. Well, guess what? If you're indecisive, or unsure or unclear, or not being honest, believe me the other people in your office know who's not going their way. It's no secret. It's the white elephant in a room. It's the white elephant in the room.

So, you've got to address it from a place of, "I'm at the helm. I'm in charge. I decide based on how I feel intuitively whether or not this person gives me energy and the support I want in my business this year." If they're not, it's a business decision. It has nothing to do with friends or likeability.

Lee: We always say on the Millionaire Smarts, "Don't hire family. Don't hire friends," and people are already unfortunately have done that. One of the great things that I like about what you're just saying Tom is you continuously reference your intuition.

I talk a lot about intuition and it's kind of rare to hear a man talk about intuition and I'm thrilled to hear it because my intuition is always right.

Tom: I'm okay with that.

Lee: My first thought, my gut is when I've really worked on my intuition. So, I really - do you want to share anything about how you developed your intuition or how you listen to your intuition?

Tom: Absolutely. That's what's great about working on one's self. What I really - I'm in front of hundreds of people, and I've dealt with, facilitated and trained thousands of people over the years all over the world, and the truth is, we're all the same. We all want the same thing. We want a better life. We want peace of mind, health. We want to give more to our children.

You can talk to someone from Norway. You can talk to someone from New Zealand, US, Canada, it doesn't matter. They all want the same thing. They want a better life. They want happiness. They want fulfillment. They want to be close to their faith. They want better

health. It's fascinating. They look different. They sound different, but quite frankly, we all want the same thing.

However, it's interesting that we want all of this from the outside. It's like we want it out there. We want it out there. We want it out there, but what I love about self improvement, personal growth is that we take out a time out and stop the game, and we spend a few days with me, with you. You stop the game and say, "I'm going to spend some time with me to really evaluate where I'm at, what's going on, and with all of the stuff that goes on in this world, we're not even listening to ourselves because we're deafened by everyone else out there."

So, this is an opportunity to be with, and when I'm going to suggest when you are being with, you could actually hear your intuition. You can feel your intuition. You feel and you know in your heart of hearts what's right and what's not. You just know. I just feel that we're in such a hustle and bustle world, that we never take the time to spend with ourselves.

So, being that I'm facilitating, teaching and training and doing those types of things in front of a room, I get the opportunity to be with quite often. Then, through meditation which I talk about, or prayer for some people, just taking that time and listening to the inner voice because people of faith believe the inner voice is God. So, they believe that God.

I have a question for those of faith. If that's the voice of God, why aren't you listening?

Lee: That's a great question. I'm going to have to use it.

Tom: For those that are not of faith for instance, it's you talking to you, and if it's you talking to you, why aren't you listening to yourself?

Lee: You're higher self talking about yourself.

Tom: Yeah, it's like that's the question you want to ask because if you ask every person out there, "Have you ever had like a feeling or just like a gut feeling or something that you wanted to do something but you didn't do it, you went against it, and something really didn't work out

the way you wanted?" Yeah, but if you had done what you thought intuitively to do, that things would have looked differently. Absolutely.

Every person on the planet will do. You just want to ask yourself why. Because many times, Lee, we don't trust ourselves. That's one of the eight most common self-limiting programs is trust. That's something that I deal with and talk about in the book.

Lee: Well, I think when people start paying attention to their intuition, and I always suggest that when you intuitive flashes about something, you write it down and then do a little research on it. Your left brain really needs to have that reassurance. Do it, but take action on it right away because for me, I remember being in sales and if I got the intuitional hint to call on someone, and I didn't do it, I usually found out later that they either just bought from someone else. I lost the deal.

I have long stories of I got the intuition to call them at eleven o'clock. Got around to calling them at three o'clock, at two o'clock, they bought something from a competitor. I mean you just want to go scream out of the room.

Or, the intuition of getting ready to hire someone, and the resume looks great and your left brain is going, "Oh, everything is okay," but your right brain, your intuition is going, "I'm not so sure. I don't feel good about this person. I don't think it's going to work out," but you're kind of desperate and you hire them. Then, it doesn't work out. You're so angry with yourself for not listening.

Tom: Have you ever had the intuition to call a potential client, and you did, and they happened to pick up the phone. You met them, and you closed them, and they were one of your best clients for the last ten years? Have you ever done that?

Lee: Actually, something close to that. I actually dialed a wrong number one time. This is a true story. I dialed the wrong number. I was trying to get somebody else, and got this other company on the phone, and the guy, and I started telling him about it. He has been a client for a very long time.

We both laugh about that like how could that have happened, but there are forces in the universe that make things happen. It's great fun talking about, but in the course of time, let's get to truth number three.

Tom: What I refer to that is it's the process of being uncomfortable and accountable. So, a lot of people go, "Oh, I'm uncomfortable. I don't want to be uncomfortable." Who wants to be uncomfortable? What I'm going to suggest is you get comfortable being uncomfortable. You'll have manifest everything that you say you want because as I mentioned earlier, it's the probably and possibility.

I set my mindset say that in order for me to live in possibility which is where my next goal is – you see, all your goals and dreams are in possibility. Why? If they were in probability, you'd already have them. So, if they were in your comfort zone, you'd already have them. So, anything that you say that you want more, better and different that you currently don't have, never had, is outside your comfort zone.

I'm going to suggest we have to keep moving in that direction. We have to keep getting outside our comfort zone, and like I mentioned earlier, even though intellectually this makes a lot of sense, you have to take action and there has to be accountability.

So, what I've done, and you may have felt at some point is an accountability activity where I can look at on a daily basis what are the activities of my business that are going to create the most results. If I do an every fifteen minute or a thirty minute assessment, is this the most important thing I can do at this moment. Are these the results that I want today or for this week?

It's not handed off to somebody. That keeps me accountable to am I on the right path? So, accountability is so, so, so important, and it's not your best buddy. It's not your best friend. It's not the colleague in the office, or your business partner who you're "friends" or you guys like and stuff. It's probably outside of that comfort zone, somebody who you have a high regard or respect for that if you take up their time, you want to be able to provide them and be productive so that you can give something back to them in return, but knowing that if you take up their time that you want it to be a productive and effective opportunity.

So, what I do is I set accountability with an individual who I greatly admire and respect for that when we have these conversations and they're pressing me and pushing my button so to speak without giving them permission that I will either step up and do what I say I'm going to do, or I'm going to shrink. Well, most of the time because of my personality, I'm going to step up because my big why is so, so, so important.

Finally, and I kind of touched on it before is mentoring and coaching, everyone - I believe everyone needs a mentor and a coach, and everybody should be mentoring or coaching someone else, passing on to other people skills and expertise and experience on to someone else.

You can do that in so many different ways. Junior Achievement is a great organization that I mentor young people, and I pass on to other people gifts that have been given me, and I pass them on to Junior Achievement, or to organizations like that.

So, the big piece is getting comfortable being uncomfortable and that's a mantra. If you're doing something, if you're in action, and it's comfortable action, I'm going to suggest you're not going to get what you say what you want. You've got to be taking uncomfortable action. Does that make sense?

Lee: Absolutely. I read a book a number of years ago, and I honestly don't remember the author, but the title was something to the effect of The War of Art. It was all about taking risks and in the art field and what the author said was if you're not scared, nervous, anxious, then you're not pushing yourself enough.

That was a great - it was a tiny little book, and I remember when I read this, it gave me a lot of courage because there was something really big I wanted to do, but because I was anxious and afraid and I was dragging my feet on it, and that book really propelled me into, "Oh, that's got to be my comfort zone, which is not being in a comfort zone." So, to be courageous in my own decisions.

Tom, one of the things I really liked about your book and I want to brag about your book for a second is the number of exercises that you

gave in your book that you can write in the book. What we were just talking about, one of your exercises is “write down the worst five things that could happen to you personally or professionally by taking a risk towards one of your goals.

Then, the other one was, “write down the best five things that could happen to you personally or professionally by taking risk towards your goals.” The best thing and the worst thing, and you just have fabulous easy – most entrepreneurs, we’re all Type A personalities, and it’s like herding cats.

Most of us, we like information real quick, but we don’t take the time to do anything. We’re like, “All right, give me the information. Let me move on.” As I was reading your book, I did take the time and fill out a lot of your questionnaires, and there were things about my own life and my own business that popped up that I know will be very beneficial to all the people listening today.

Everybody in this call has coaches and mentors, and I just wanted to stretch about what Tom said is take the Millionaire Smarts call. Share it with your spouse. Share it with your teenagers. Share this call today with your top staff people. Allow today’s call to be a great mentoring call. Allow it to stimulate conversations in your office meetings about who’s working, who’s not working, who’s on your team, who isn’t on your team.

Tom: Board of directors.

Lee: Yes, absolutely, and I highly recommend that people invest in your program and book, and tell us what website – we’re going to have it on our Millionaire Smarts membership site, but what website would you like them to go to?

Tom: Real simple. It’s just my name, TomHaupt.com.

Lee: Tom has graciously given us some portions of his book that I will be putting in our reports, and you can also go to the membership site, not only get the transcript for the call but all the reports with parts of Tom’s book. We also, folks, have a bunch of brand new facilitators and coaches on our site to help you.

So, Tom, we've only got a couple of minutes left. Would you like to give some inspiring thoughts to leave the group with?

Tom: When you say, a chill just goes over my body because I get very emotional around supporting people in their life. I've traveled all over the world, and I've met people that were on the verge of suicide. I've met extremely successful people. They've come up to me and said, "I want to thank you." I say, "Don't thank me. Thank yourself for taking the opportunity to either listen to this program or to be in your program, or to be investing in yourself because only you can make the changes that you say you want."

I can't do it. I can not provide it to you. However, if I can just acknowledge people for taking on, for investing in themselves, that's extraordinary because I believe this, Lee. I believe that if you get what you want in life, then you have enough that you can give to others.

I don't believe that if I don't have everything that I want in my life, if I'm not fulfilled, if I'm not living a life of significance, how can I give something I don't have. So, I want to encourage people to keep investing in themselves and creating the life of their dreams, so that then they can give to their neighbors, their community, their country, and plenty. There's a lot of people out there.

Lee: That's beautiful. I'm going to read a couple of quotes from the back of your book. "The man who was afraid to risk failure, seldom has to face success." I really like that one, and the last one I'll leave you with today is, "Ralph Waldo Emerson said, 'Once you make a decision, the universe conspires to make it happen.'" Isn't that cool?

Tom: It's perfect, and I would love to have your friends and guests on this call come to my website and check me out. If there's anything you ever need in the future, you know who to talk to.

Lee: I want to thank you so much, Tom. You have been delightful. Your book is extraordinary. I really appreciate all your contribution. Folks, we're in a brand new year. It's a brand new decade, and it's a brand new opportunity for you to make your life and your business, so go for it.

Blessings to all. I will talk to you next month. This is Lee Milteer signing off. Thank you very much. Bye.