

Lee Milteer's Millionaire Smarts® Coaching Program
Give Yourself a Break! Stress Management for Entrepreneurs
By Lee Milteer

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, and welcome to Millionaire Smarts®, Profit and Productivity Coaching. I'm Lee Milteer. I'm excited about being with you this month, and our topic this month is going to be about stress. It's about stress control.

Now, all of us as entrepreneurs, business owners and professionals deal with daily stress, and the truth is we can learn from that stress and our own personal experiences. What we really need to learn the most is how to give ourselves a break. Stop being so tough on ourselves all the time.

We do it. We are the person who worries, and you know the old saying about worry. Worrying is like a rocking chair. It gives you something to do, but gets you nowhere, and yet we tend to do it often. We're anxious about the future because the news media is so relentless about everything is bad, and going to get worse.

We unconsciously feel that we can never give ourselves a break. We can never rest, that, as soon as you finish one project, you have to start the next project. There's relentless push, push, push, move, move, move, stress, stress, stress, and that is part of the life that we have chosen. However, there are times and places for massive productivity, and then there's time and places for pauses, for rest, for relaxation, for rejuvenation.

This is where we tend to be the weakest is where we give our staff off. We know that our kids need to get out of school and have a summer off to rejuvenate, to recharge. We know that we need rest, and we need to nurture ourselves.

We know those things intellectually. However, actually doing them sometimes is very challenging for us. For example, I just got back from a three day small break. I went out to Hatteras Outer Banks, North Carolina, and if you look at it on the map, it's this tiny little island. There's not much to do.

For the very first time since I can remember, I didn't read books. I didn't have activities planned. I pretty much just sat on the beach and looked at the water. My husband actually said to me, "Are you sick?" I laughed and said, "No, why?" He says, "I can never remember you not reading. I mean, you're always reading. You're always studying. You're always creating. You're always writing." That's pretty much true.

You may have different ways to describe what you do, but the brain is always engaged. The downside of that is we load a lot of information into our brain, and then we never give it time to integrate.

Some people are going to seminar to seminar to seminar, and information, information, information, and totally believe in all that, however, there has to be a time that your brain can just set and regenerate and integrate things that you've learned. You take the time to think.

Most people are afraid to go into a room that there's not a television or a radio or something playing in there because most people are afraid of silence. Well, for us folks, I just want to encourage as a stress management technique that you build in a lot more silence and quiet into your life because that is where the genius comes from.

When you give yourself the opportunity to just really let go, let go of thinking about the business, let go of thinking about your responsibilities, just give yourself a short break from it, and usually it's better done not in your own home. Most of us can't look at our own home without seeing something that needs to be fixed, painted, repaired, cleaned, something. It's the same thing at the office. You don't walk in the office without seeing 25 things that need to be done.

Those thoughts, folks, think of your brain as a computer, which it is, and all the RAM space in your brain, all those thoughts are holding the RAM. It's like taking up RAM space. Like, when you worry, you're taking up RAM space. When you're fearful, you're taking up RAM space. When you're anxious about the future, you're filling your brain with information, and the downside of that is that the brilliance, the intuition, the thoughts, the things that you could really do to capitalize on your business, to leverage things that you've already done, to create more products or services or to improve your own products and services in your own business absolutely can not come to the forefront of your brain of the conscious thoughts. There's so much busy buzzzz going on in your brain.

I know a lot of you work together as spouses, and your conversations often tend to be primarily about the business. It overshadows the relationship unless you have very clear boundaries at a certain time every night that you no longer can talk about business, and most people have a very hard time holding those boundaries. Again, your brain is being held all the time about what is going on or what has happened or what might happen.

So, give yourself a break. I want you to write those words down, "Give yourself a break," because as a good friend reminded me the other day, on your death bed, nobody wishes they had worked more.

So, my husband talks me into these three days of vacation, and I have just come off a very long period of high productivity. In my office, we've just finished a few new programs. One is intuition, which we called Intuition, the New Common Sense. The other one is Time and Energy Vampires, How to Destroy Them, the Entrepreneur's Guide for That.

These are very big programs. We're on schedule this year for about seven new programs to be done, and a new book to come out. It's just this relentless, never ending, it's always something mentality that I realized that even though I teach this stuff, even though some people would call me a motivational speaker, I actually consider myself a performance coach, even I found myself losing that zest for life, losing that child like enthusiasm and wonder and appreciation of life.

It's so easy to do, folks, because there is not a paycheck that comes in for us every week from someone else. It's we're creating that, and I don't know how you can give yourself a break, but I do know that in the last few years of my life, I have just been steadily pushing, moving. Because the economy has been so squirrely - that's a nice way I'm going to put it - challenging, and because life has picked up. Everything is moving at just an incredible fast-paced that there's a part of you that is always feeling like you're being - you're getting behind, and that you've got to kind of run harder.

Sometimes, you're running harder is like a gerbil in one of those little round cages, and you're running hard and you're wearing yourself out and you're exhausted, and you're not really making any progress.

So, folks, I want you to give yourself a break, and all of us have unbelievable life challenges that happen while we are making our way into the world, while we're doing what we do. So, not only are we creating business and being the provider for our families and our employees and staff and customers and clients and patients, we're also having to deal with our own reality life.

So, I'm going to do some things I don't normally do. I'm going to share with you some information about my own personal just to share with you no matter who you are, no matter what you do, we all have unbelievable challenges that we have to overcome, and you have to give yourself a break.

For the last eighteen months, I have spoke of this slightly before, but I have been working on trying to get a national TV show up. I wasn't going to give up my day job here. I was going to still continue to my coaching and my writing and my speaking because that's what I do for a living, and I truly love that.

I've done a lot of television in my life over the years. I've had a number of TV shows. I worked in Canada for a while on a big national show. I like television.

A couple of years ago, I was in St. Louis, Missouri and speaking on a very, very large stage, and a producer from Hollywood happened to

be in the audience. He came up to me and said to me, "You're fabulous on stage. I think you would be incredible on television." He gives me his card and said, "I'd like to work with you."

So, to make a very, very long story short, we started playing. In other words, we started working on the project, and we got a concept of a show. We shot the pilot. We shot the wire roll. We got all the sales sheet. We did the one page sheet. We have got an agent. We had a production company. Everything slowly methodically was working.

We got up right to the point of pitching the networks, and everything fell apart. All the two years worth of work just collapsed in a blink of an eye. Now, just so you know, I'm not giving up the ship and just dropping the idea. I'm planning on proceeding with investigating how can I use all the time and energy and information that I have and leverage it somewhere else, and we'll proceed on that.

But, the point of the story is when it failed, it really did affect me, and I've had lots of failures in my life because the truth is if you read biographies, if you read particularly autobiographies, you will find that every, every successful person on the face of the earth who has ever achieved anything has truly had more failures than they've had successes.

Now, even though we intellectually know that, you and I both know that when we try to launch a new product or launch a new service or try a new business or reduce something and we put our heart and soul into it and work very, very hard, we put a lot of money into it, and it fails, it stings. It hurts. It takes you down a notch. It humbles you. It makes you feel like - "what the hell?" kind of thing, and you're not alone.

I experience the same thing. We all have the shots and arrows that hurt us, and it's not - the point is it's not that when you go down, you just can not stay down. Yes, there's going to be a little bit of a recovery time, and you've got to give yourself a break. It's not the end of the world even though momentarily it feels like it. It's normal to suffer, and be stressed out and think about all the money and the time, and embarrassment.

We tend to tell people we're doing things sometimes, and then you run into them and they ask you how it's going. You're internally rolling your eyes like, "Oh, god, why did I ever tell anybody anything because now it's failed?"

I just want you to know that it really hasn't just failed. It's just this attempt at it has failed. I know a lot of people who are listening to me right now certainly can identify with that you have tried something, marketing programs and doing new things and it did fall apart.

You just have to put into perspective that it was a situation. It didn't work out. It doesn't mean that the next time you do it, it will not work out, but again, it stings.

So, my theme in this stress program is to give yourself a break. Give yourself time to recoup. Give yourself time to analyze what happened. How would you do it different next time? What different resources would you use?

You've got to go back to the drawing board, and literally think of yourself as an inventor. You tried something and it didn't work. We're all sales people. We're always selling our time, our energy, our knowledge, everything about us is selling things.

So, right now, what I'd like for you to do is sell yourself on the fact that so what? It was a "woops." This is a new thing that I'm teaching myself that when things go bad, it's a "woops." It's a "woops, that didn't work."

Yes, I'm disappointed, and yes, I made need to give myself a little bit of grief time, but give yourself a time limit. So, whatever is reasonable, but don't catch yourself thinking you're a failure or your life is over because this didn't work.

Again, almost anybody that you will ever read about in success always talks about how they have failed at things, and it is just part of life. You have to have those learning experiences about every single thing that you do.

Life is an adventure. There's always going to be circumstances you will not know about until you deal with them. You will just not know things until after you do them, and next time you can do it better. The secret of success is learning from everything that you do, and then how to do it better and different in the future.

There's an old saying that I try to remind myself and that is you don't know what you don't know. A couple of years ago, I had a speaking engagement in Seattle, Washington, and I thought this would be a great time, an opportunity to go take an Alaskan cruise which is something I wanted to do forever.

It had been one of my life goals. It was kind of on my bucket list, and when the opportunity presented itself to speak and be in Seattle where the cruises depart to go to Alaska, I said, "What the heck? This is time for me to do this." So, what I did was book a cruise on the Sun Princess, which I highly recommend. It's a great cruise line, and this all sounds like it's all going to go well.

As you all know, if stress can happen, it will, and everything you do has a price to pay, and there will always be learning lessons. So, again, the secret of success for us entrepreneurs is to actually learn from experiences so we can take the short cuts to some of that stress in the future and not make the same mistakes over and over, and not emotionally beat ourselves up about things.

You know, there's always going to be stress. There's always going to be inconveniences. Things tend to take longer than expected. They will cost more than expected, and you'll have to jump over more obstacles than expected. So, before you do anything in life, you might want to ask yourself a few questions such as, "Have I taken the time to think out what I'm going to do and not just react to the opportunity or the idea? Have I looked at the best way to do it? Have I stopped before making decisions and really taken the time to ask myself important questions about the outcome and my intentions with my decisions?"

So, getting back to my story, when it was time to leave for the business/vacation trip, my husband and I flew out on an airline that sadly was threatening to have a flight attendant strike as well as

dealing with a lot of extra hours wait time at security since it appears that we're always on Orange alert, more stress.

We flew across the country, checked into a hotel the night before leaving on the cruise, smart thing to do. I had to pack summer, winter, business, casual and evening clothes for this trip plus all my business materials, my computer, my speaking notes, and no one has ever accused me of underpacking, but to say I was overpacked would be truly an overstatement.

We were going to be away about sixteen days. This was another lesson I learned. I should have shipped all this stuff ahead of me versus trying to pack it. Lesson learned, and I think it's a true statement that there's always stress involved when trying to do something new.

I didn't know exactly what to expect on a cruise, and I didn't do as much relaxing as I would have liked to. We got at every ship's port of call, did the daily excursions, since if you're there, you have to do. My body truly was very physically tired from dealing with being a ship. I do have a little seasick challenge, and of course, when you're on these ships, you overeat, you overindulge as one does on vacation.

So, by the time we got back to Seattle, it was time for me to speak at this business convention. I realized sadly and too late that I was physically, mentally, emotionally exhausted from all the stress of being away from home for so long, dealing with being seasick, all the extra adventures I choose to go on.

I'm a person, like you, who likes to give my clients a hundred percent of me, and so, once I go to the event that I was supposed to speak at, I choose to go to all the social events. I made myself available for the people there to talk to me. I did give a great speech, even though I was exhausted beyond words. If you've done something a long time, sometimes you can just do those things.

The real learning lesson was the cost that the entire event took on me physically and mentally. The cost was when I got home I was just flat out sick from travel, from being away too long, from pushing myself

too hard, and the truth is, I caused all of my own stress because of the decisions I had made.

The truth is most of the stress that we have in live, we cause because we over react, and under-think about the consequences of everything that we do.

We as entrepreneurs often shoot and then take aim. We're easily persuaded. We're very affected by what we think we can not have. Sadly, as I look back on that vacation, I scheduled it at the last minute, and did not think about the toll that vacation would take on my body before I had to work.

I had a hard time letting go, and relaxing on the vacation since I knew that I had to go speak right after I landed on land to this big event which was very important. In hindsight, I would do things very, very differently. One lesson I learned is I will never, ever, ever schedule a vacation before working. I will actually schedule things after I've done an event.

So, I could have relaxed. I could have let my mind go, and I know all of you who are listening to me have done exactly the same thing, but with a different story. You get an opportunity to do something, and you kind of jump on it without thinking about the consequences.

Now, the story I just shared with you could look many different ways. You could be scheduling too many appointments in a row. You could be trying to renovate or change or add employees or you could be doing a lot of things, and you get carried away making plans before you ask yourself important questions such as what can you do to make sure that you're rested both physically and emotionally, if you decide to do something new.

How can you leverage your time and take care of yourself at the same time? Ask yourself, are you really doing what you want to do versus just reacting to what's available to you? The other thing is, who and what is influencing you right now in the decisions you're making?

I'm sure you're going to add some more questions to that list, but I hope that this story and these thoughts will help you manage your

time, manage your thoughts and manage your mental, physical, emotional, spiritual and life energy a little bit better by simply just having that what I call awareness of how you are leveraging all of that energy and time because you only have so much. You have 1,440 minutes a day.

Some of us have this mentality that an opportunity is going to come and if I don't jump on it, it might be gone. There's some truth to that. There's absolute truth to that. However, life is not about making every single opportunity. Life is about living. It's about the journey, not the destination.

I know as entrepreneurs, we forget that and sometimes don't even believe that, but it really is about the journey. Again, it's all about give yourself a break. When you have made mistakes instead of beating yourself up about it, which again is not a very productive thing to do, beating yourself up. The world's beating you up enough as it easy with the economy and with the news, and with just the challenges you have in reality. Folks, there's enough people in line beating you up without you being you up.

So, see your mistakes as "woops." See your mistakes as learning experiences, and what I do personally is I journal. As I writer, and it doesn't have to be fancy, but when I do have a learning experience, I try to make sure that I journal down that to the point that I actual get that experience.

I have a sign up in my office and it says, "The best revenge is living well," and I think that's really true for us. We're so preoccupied with creating next and what we're so being in the doing stage that we forget that we are actually human beings, not human doing. So, just food for thought there.

Another thing that we've touched on that I really want to go into more detail is unnecessary stress and worry is as a coach I hear the phrase all the time from clients, "I'm worried about." No one in his or her right mind will argue that worry is not a useless emotion. If there isn't a day that goes by in our life that most of us don't spend some of our brainpower and creative energy and possible potential worried about

something. We're worried about the future, how are we going to get things done, how the family is doing, about the state of the world, what the future is going to hold. We worry about a hundred things that we have absolutely no control over.

Yet, in our culture, it seems everybody worries. It seems like a natural thing to do. If I can tell you this from truth of truth as a performance coach, that worrying is not natural, and you've got to stop it if you really want to use your potential and creativity to go to the next level of success that you want.

So, ask yourself right now about the entire worry thing. How did you get conditioned to worry so much? Now, I want to remind you this that worry does not equal finding solutions. It does not ever bring you to a place that you feel at peace. It actually just stirs you up, creates more anxiety, creates visions in your head of disaster.

Now, your brain doesn't have enough information to actually worry accurately. You're making it up, and most likely it's a hundred percent worse than it can ever be. If you have unhealthy emotions, imagined fears, worry, I don't know if you know this, but your body actually responds to those thoughts with tense feelings of nervousness. You have stress related illnesses, fatigue, lack of energy, a loss of creativity.

You know the old saying, the fearful die a thousand deaths. The brave only dies once. Now, nobody wants to die here, but when you live under fear of what might happen, you're so physically exhausted, that you're unable to be creative and cope with normal challenges or emergencies that might actually happen to you.

So, today, folks since this is a more casual conversation that I'm having with you, consider me your best friend today. I want to be your best friend. I want to be someone who always empowers you with uplifting thoughts.

I am asking you - Lee Milteer to you - how about making a vow to yourself to look for solutions to problems, and not be a victim by worrying about the problem because again, worrying makes things worse.

I want you to take back your power in life and give yourself a break by staying in the present, and dealing with reality. The truth is the past is a locked door. The future is really a matter of your imagination in your head, and the only thing that you really have is right now.

You're not a victim of circumstances. You actually make your own internal environment. You are the creator of your life with your thoughts and with your actions, and your subconscious mind, folks, will produce whatever you ask for because it's just like a computer. It doesn't care what information you put in. It will act on that information.

It's just like the earth. You can plant a rose, or you can plant a weed. The earth is going to nurture both of those things because it's planted. So, don't be planting worry things into your mind.

I love this from Samuel Johnson who said, "The foundation of content must spring up in the mind, and he who hath so little knowledge of human nature as to seek happiness by changing anything but his own disposition will waste his life in fruitless effort and multiply the grief he purposes to remove."

Now, if I read that ten times to you, you'd really kind of get it that we are powerless to change most of the world. The only control we have is within ourselves, and most of us are not exerting control of the inner reality that we have.

As you all know, one of my books is *Success is an Inside Job*. Well, the inner part of your reality creates the outer part of your life. So, a little homework assignment, the next 21 days, everytime you catch yourself worrying about something, simply write it down. Ask your brain to start looking for workable solutions to the problem. So, be proactive.

The other thing is start asking yourself who could assist me with this challenge, and stop labeling it as a problem because when you actually label something as a challenge, you physically feel better about it. Who could help me? Where I could I go? What could I Google? Who knows about this? Who has had this problem? Who has solved this situation before?

It's just a matter of literally giving yourself permission to reframe in your mind that worrying about it and beating yourself about your mistakes or your failures is useless, useless, useless. So, as our theme today, give yourself a break.

Let me give you an example how when you have acknowledged that there is a potential problem that you're proactive it, and when you notice yourself concerned about something that is your hint not to worry about it, but to be proactive.

When I built my beach house off the Chesapeake Bay in Virginia Beach, Virginia a long time ago, the steps at the back door had to be redone several times because for some reason, the bricklayers could never get them exactly even.

I was concerned about it because the steps were not consistent, and Murphy's Law is things can go wrong, they will, and nobody wants to end up somebody falling and hurting themselves or tripping on. So, when I caught myself worrying about this problem a few times, I knew I had to do something and be proactive.

So, I had a railing and some extra lights put up next to the steps. Now, that's a proactive thing to do versus just worry about it. I took action on something that I knew might be a potential problem, just to make sure that it did not happen.

So, your job is to first identify what you're worried about, and if you can, do something proactive about the problem. Don't just get stuck with worry and distract yourself in not taking proactive action. In other words, folks, when you worry a lot, guess what you're being? A victim, you are now saying, "The world's more powerful than me, and circumstances are more powerful than me, and I'm just a victim here."

So, if you're gut is talking to you, and you feel yourself concerned, and you catch yourself worrying, what's really happening is you're saying to yourself, "There might be a potential problem here." You need to do something proactive about this. Don't allow yourself to worry, and take a victim position because that position is not where you want to

be in your mind. Being a victim will cause you great stress and frustration, and that is not who you are as an entrepreneur.

Okay, so let's take another situation. Suppose you have no power whatsoever in a situation like world peace or what the weather is going to do or if your plane is going to be on time - and I'm very familiar with this one. So, when I find myself in those situations where I have absolutely no control at all, I think about a friend of mine sent me a coffee cup a years ago, and it's not the cup that had any meaning to me. It's what was written on the cup that was such good advice. I have that cup right in front of me today, and it says, "Good morning. This is God. I will be handling all of your problems today. I will not need your help. So, have a good day."

Now, I got a big laugh when I got that coffee cup, and I keep that cup on my desk today. The food for thought I have for you is sometimes, folks, you just have to let a greater power take care of the big stuff, and you stick to what you can control because life is short. So, give yourself a break. I'm serious, give yourself a break.

The other thing I'd like to mention here is stop trying to fix all your friends' problems. Folks, you can not even fix your problems. So, get your nose out of their problems. The truth is when you spend your life putting your nose in other people's problems and fixing their lives, you're really being out of integrity. One, when you're exerting energy doing that, you're actually being in denial about how to spend your life energy. Your life energy should one, if someone asks you for help, great you can help them, but you should push your advice or push your ways of doing things on other people. They need to learn their own lessons in their own time.

If you fix everything for everybody, then they don't learn the lesson. They'll just recreate it, but the truth is you're being out of integrity with yourself because you should be spending your life energy and your time working on your own challenges and things, pressing situations in your life instead of being in denial and distracting yourself with other people's stuff. It's hard advice to take, but it's something you should take.

The next thing I wanted to talk about in the vein of we're all too stressed out is to improve the quality of your personal and your business life, quite simply, you will have more leverage for success when you control the effects that stress has on your own life.

One of the most effective ways to control stress is control your attitude. The truth about life is success in life is eighty percent attitude, and twenty percent aptitude. It is your attitude that will make the difference on how you deal with outside stress and obstacles and failures and "woopsies." It is your attitude that determines the quality of your life.

Robert Schuller said, "Success doesn't come from the way it think it does. It comes from the way you think."

So, no matter what kind of business you run, there are going to be days that make you crazy with problems. The news is negative. Employees let you down. Competition is heating up, and yet, people who thrive and prosper are the ones who have that prescriptive attitude in life that they will take charge of the caliber of information that reaches their brain.

That means, you've got to go be looking for the good. The truth in life is you're either a person whose glass is half full or half empty. Well, some of you folks out there don't even have a glass anymore. It's totally disappeared. You have allowed the world to inundate you with so much negative stuff. You've caught the bug of negativity, and life is just too short for that.

So, how can you be more optimistic? Well, it's a matter of the caliber of information that you put into your head, the people that you associate with, the decisions that you make, the honesty that you have with yourself, and you've got to take a very prescriptive approach to life. It's simply arming yourself with information to deal with whatever changes come your way.

You have to arm yourself daily with information, like for instance, this particular coaching program, to prevent stress and panic in negative situations.

You see, none of us can make good decisions when we're trapped in an unresourceful state of mind. In fact, if you think about it, literally most of us can trace our bad decisions when we reacted to a situation instead of acting in manners that serve us.

You get in life what you focus on, if you dwell on limitations, then you will reach them. If you focus on stress, you will get more stress. You'll have a better life in every way if you make the least of the worst and the most of the best.

Forgive yourself for the mistakes. Forgive yourself for the failures. In fact, forgiving yourself and forgiving others has to be one of the greatest stress relievers there is. Getting rid of grudges, the only person that gets hurt holding a grudge is you. Truth is the other person doesn't even think about you most of the time. You're the one giving your power away holding the grudge.

So, you have to be more optimistic in life. Folks, I can honestly tell you that if you've had a few failures in your life, and things haven't gone your way, and there have been financial challenges and things have failed, it's very, very challenging to be optimistic because around you, you're not seeing optimism.

Go back in your mind in a time in your life when things were going well. Replay that in your mind. Re-jumpstart the enthusiasm that you have within you, the force, that creativity, enthusiasm, that excitement that you had when you first started your business, or you first started something new.

You really have to give yourself permission not to let the past pollute your future. The past is not your future. Your future is determined by the steps that you take today.

I have a little sign up here on my desk. I have lots of signs by the way. You probably noticed as I speak because they're everywhere. I like little signs. The one I'm looking at says, "Another day in Paradise," and the other one says, "Put on your big girl panties and get over it."

So, it's what you focus in on. It's what permission you give yourself. I think one of the great things that elevates the outstanding from average people is simply the willingness to look at the positive angle in all situations because optimists now that quite often difficult situations or adversity actually brings out hidden resources and capabilities.

The truth is as sales people, entrepreneurs, business owners, we have to have the internal decision to excel. We have to rise to the occasion, and we as optimists, choose to see opportunities where others choose to see problems.

A quote I love is from Thomas Edison who said, "If we did all the things in life we were capable of doing, we would literally astound ourselves."

Another quote I have is, "Real difficulties can be overcome. It is only the imaginary ones that are unconquerable." So, looping back into our them, give yourself a break, folks.

You're going to feel better when you reframe life and you look for good. Your homework assignment is look for what's good in your life. Have a gratitude list.

One of the things when I have setbacks as I have shared one with you today, I have a lot more by the way. We don't have time in this hour to talk about all my setbacks, but a couple things happen from my setbacks.

One, I always have a story about them later. Two, I learn something about myself, and I learn how to do things better because it's my setbacks. I learn how to then share with my clients how I overcame that setback.

So, there's two people learning, or hopefully a lot more than two people, but I'm learning it and then I'm sharing it with the people that I'm coaching. So, if you think about it, the most successful people on earth, they all have problems. They learn from their problems. They have not let that "woops" that problem, that temporary failure best them.

I can honestly tell you that when I do have a failure, the first response I have is it bested me. Nothing on earth ticks me off more than to feel that I got bested. I don't know if you feel that way, but I don't like to be bested.

So, I have to figure out a way to win. I have to figure out a way to get past this challenge, to break through that barrier, to climb that mountain, to swim that ocean, to succeed in everything I want to succeed in.

I'm not going to go through all the statistics today of the famous authors who got rejected a hundred times, or more than a hundred times, and the actors who were told they'd never make it. For instance, Burt Reynolds and Clint Eastwood were both told that they weren't handsome enough to make it in the movies. There's a whole list of those famous people situations where one person said they would never make it, and then you get another opinion and you go somewhere else, and they love it.

Just because you get turned down one place, folks, that doesn't mean that those people were right to turn you down. It's just their loss, and there's millions of stories like that.

So, you're never going to make everybody happy. You're never going to do everything perfect. That's not what life is about. It's an adventure. There's going to be "woops," and you've got to give yourself a break. You've got to have a better attitude. The more that you nurture that attitude, the more that you read things when you wake up in the morning to set the tone for the day.

For just a short while, why not put down the newspaper and get up in the morning and read anything that actually charges you up for the day. Everybody has different tastes. For some people, it might be the Bible. For some people, it might be a comedy book. For some people, it's self help books or inspirational books. Whatever makes you feel a surge of energy that's powerful and positive, give yourself permission to be around that.

For some people, it can be music. For some people, it's visual. We're all very different, but you want to start your day with looking for the good.

Every morning, I get up and I write a list of what's good in my life, and this has been very helpful when dealing with downtimes and stress or grief or loss or whatever you're dealing with, whatever stressful situation is in your life, counteract it with an equal or more amount of positive information.

The next thing I want to talk about with dealing with stress right now is the importance of creating a network of support for yourself. I have a question for you. How many of you go home at night and have a contest with your loved ones on how bad your day was?

You go home. You complain about employees, customers, taxes, vendors, a hundred other things. Do you realize that when you're doing this that the people that you're doing it to are your support system? Because you're complaining all the time, they have most likely started to tune you out, out of survival.

They might be nodding, and they might look like they're paying attention, but the truth is, they are not tuning into you now. So, the problem is when you start reinforcing the negative, and complaining about what's wrong, you're not getting any authentic feedback or conscious concern from your loved ones. Without even knowing it, you may actually be expanding the pain of your stories just to get a reaction from the people around you.

Now, be aware that when you tell these stories, and you talk about the crazy vendors and the crazy business and the bad luck stories and the woe is me, and all of that, you're reinforcing the negative in your own mind. Remember, your brain is a computer - garbage in, garbage out. Everything you say to yourself, true or false gets imprinted into that computer.

We actually have our moods affected by what we focus in on. If you want a good mood, you focus on what's good in your life. If you want a bad mood in your life, you focus in on what's bad in your life. The

truth is those two things are always there. It's a matter of where you're pointing your focus.

So, again, remember, garbage in, garbage out theory. I highly recommend that you start changing your talk when you get home. Start off your conversations when you get home, "Honey, I'm home. It's been a great day. I'm alive." You may have to really struggle occasionally to look for the good, but I promise you folks, your stress will go down dramatically if you start looking for the good.

One of the things that I've learned to do in life is recognize the people that I associate with who only have negative things to say. So, I never ask them how they are. The way I deal with them is always say, "Tell me what's good going on in your life."

I know that's not going to last very long. They're going to try to wind it around to the whining part of their life, but the truth is folks, none of us wants to hear whining. Don't be a whiner yourself, and really have the skill of awareness that there are a lot of people in life who would like to be you. That really is the truth. No matter how bad your life is, there are people on earth who would like to be you.

So, stress is a matter of perception. We are all dealing with different challenges. My husband is personally right now dealing with being the caretaker for his 87 year old father, and we're putting him into assisted living. So, we had the burden of dealing with that.

Before his father, we dealt with his mother and also my mother. So, whether it's you're children or your parents or your business, folks, everybody has challenges. Nobody really wants to hear about your challenges other than your intimate close associates.

You should be very, very mindful of complaining all the time. It would be much better for your long term success, your income, and your prosperity if you were to focus on what's good in your life.

Every single day, there's an opportunity for you to have gratitude, and you have to make the decision what you want to focus in on, and you need sometimes pattern interrupts. The old saying, things can't get

worse. Yes, it can get worse. Create a network of support for yourself, and it's sort of like having a savings account for a rainy day.

I'd like to give you some tips on how to develop a network of support. I know most of us are constantly focused in on business and always making more and more business, but work is not everything, and there are going to be times in your life, folks that there will be loss. There will be failure. There will be great challenges, and you really do need to have a network of support. If you haven't created it, right now would be a great time to start that.

It's not something that you have to do overnight, just little things can make such a difference. For example, a great support for you would be to identify someplace in your life that uplifts you, brings you peace of mind. It can be in nature, the beach, a place at your house, a park, wherever you can go that you get relief from stress from the outside world.

For example, for my husband, it's the golf course or surfing. He comes back a new man once he has been at those two places. So, identify exactly the places and activities that really enliven you, empower you, rejuvenate you, make you feel better, and looping back into how we started this program where I said I just got back from a place that was very isolated for three days. I got away from the computers. I got away from the phones. I got away from the business. I got away from all my daily responsibilities, and I basically did nothing, just recharged myself.

All of us have so much stress, if you do not find a place to recharge yourself, you will just keep drawing from the well. The well will eventually go dry.

Another thing to develop support for yourself is look folks, you've got to spend time with your loved ones. You've got to not just spend money on people you love. The bottom line of life is you have to find the time for those who are important to you.

Take the time to listen to them about their life and their day. It's really the little things and the attention that show people that you really care. Remember this, life is a gift, so please don't take it for granted.

Another suggestion, make a point to tell the people that you live with and love how much they mean to you. Don't assume that they know. Write a little note. Do things that let people know you appreciate and love them. For goodness sakes, tell people that you appreciate them and you're grateful for them.

I think it's always a good policy to be authentic, show an interest in other people's lives, what their joys are, their sorrows. To have a friend, you have to be a friend.

Learn to listen to people, and not just act like you're listening. Ask questions. Make a goal daily to extend kindness and thoughtfulness, gifts of self.

Send a heartfelt note to someone who needs it. Do something for someone else. Offer to do things for people in need. Send a gift from your garden, your kitchen, your workshop, your business, anything that you could do to show people that you have thought of them. Make a commitment to yourself to stay on good terms with everyone, even your competitors since all business contacts, peers and colleagues are potential resources.

I might also add make a commitment to not burn bridges because the truth is you never know when you have to cross that river again. You never know what the future will be. You never know who you will have to work with.

Always keep your word. If you commit to something, do it whether it's a deadline, keeping someone's promise, being on a committee, follow through. Reliability can pay dividends, and if you find you can't follow through on something, renegotiate as soon as possible and make a new arrangement, but communications is the key. Again, the whole point of this is to develop a network of support.

Cultivate and nurture your friendships and be there for them. Learn the fine art of apology and forgiveness. Let's face it. Everyone does the best they can with the knowledge and understanding they have at that moment. Do not allow yourself to hold grudges, because it's wastes

your life energy. It causes you bitterness, unhappiness and when you forgive others, you're actually freeing yourself from negative thoughts.

I do believe in learning to apologize when you're wrong. That's what a true mature human being does. Remember, we're creating our support system by our actions.

Talk is cheap, and a lot of people always promise things, but things but don't follow up on it. If you want a great support system, you have to be a person who supports others. I think as far as stress management goes, we all are having our "woopsies." We're all having our failures. We're having our challenges. We definitely need to have people in our corner who can remind us of our talents, our abilities, our skills, our core strength.

I know recently when I went through this failure, this temporary failure I'm going to call it, I had people in my life that I went to, and I was able to say to them, "I'm really upset about this. I was hurt. I was upset. I felt very, very disappointed."

They were the ones who said to me, "Lee, you have this titanic core with you. It's just a temporary woops as you say. It's just a temporary situation where you'll learn a lot. It's just part of the journey." They comforted me. They reminded me of my strengths, and that's what I want you to do.

Not only do you need to remind yourself of your strengths and your power with your own self talk and pay a lot of attention to your self-talk because we are self-fulfilling prophecies. If you catch yourself saying, "I'm a failure, and this is the end of my life and all is lost, and oh woe is me," all of your resources are going to go away.

You're a self-fulfilling prophecy. So, look in the mirror. Say to yourself, "Okay, maybe this didn't work out the way I wanted it to, but I've learned a lot. I'm going to give it another shot." You actually give yourself permission to give it another shot. That's what life is about is looking at adversity and saying, "I will not let you best me. I absolutely refuse for that to happen."

So, in conclusion, we'd like to remind everybody that we have fabulous support resources for you. One, go to Milteer.com, if you have not signed up for my untamed newsletter, do so right away. Not only do we give you great discounts on any of my educational resources, but weekly, I send you information, very short, sweet to the point that inspires you to be your best.

Also, with your code this month, go to the Millionaire Smarts® membership site where you will get the articles that I've written to support this particular call, the transcript. You can download the call on an iPod or your mp3 player. We also have faculty coaches.

So, it's very important that you support yourself each week with the caliber of information that makes you powerful, and the Millionaire Smarts® membership site is designed to do that.

Also, I'd like to leave you with these thoughts. You must have the courage to identify and face any causes of struggle in your life and when you do that, you grant yourself the power to transcend those struggles and stress.

Remember this, there is no failure in doing. There is only failure in not doing. So, do what's best for you. This is Lee Milteer wishing you the best. We'll talk to you next month. Have a fabulous month. Remember, it's a choice to have a fabulous month. Look forward to it next month. Bye.