

Lee Milteer's Millionaire Smarts® Coaching Program
Give Yourself a Break! Stress Management for Entrepreneurs Part 2
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: Welcome to Millionaire Smarts® for Product and Productivity coaching. This is your host, Lee Milteer. I'm very happy to be with you. Our program this month is going to be Give Yourself a Break, Stress Management, Part Two. If you missed part one, you can go to our membership site, and this month, we will also have the part one on there for you.

I want to talk about a number of different stress things that we desperately need as entrepreneurs, business owners and professionals. The first one is I want to talk about the way we use our life energy because it really does equate with how we are using our stress.

Now, if you think about it, stress is a by-product of us resisting the flow of life. Now, think about it. You have to be your own life manager. You have to observe yourself and be aware of how you're exactly using your life energy.

So, you might want to ask yourself these questions. Are you your own worst enemy? Do you talk bad to yourself and beat yourself up? Do you wish life was different, and that you didn't have to spend all your time being ticked off that life is not perfect? Do you give yourself permission to be your own best friend? Do you talk yourself down when you're upset, and do you put life into perspective?

We're all human folks. My husband and I were driving down the road yesterday, and he's telling me that he spent a thousand dollars worth of life energy on a ten dollar problem. I said, "How on earth did you do that?" He said there was just a little whoops at the bank, and there was a ten dollar overcharge that he had worked with the bank for

thirty minutes a couple of months and had cleared up, and then it reappeared on his statement. He kind of blew a gasket.

We all react to life like that sometimes. There's been a whoops. There's been a problem. We've done our due diligence. We've taken care of the problem. We've talked to the right people, and then the problem resurfaces because of computer problems or whatever.

We take it so personally, and remember, you only have mental, physical, emotional, spiritual and financial life energy. So, when we are over stressed, we are negating ourselves for using our life energy in creative ways to enjoy our life, to appreciate our family, to appreciate the small things in life.

We are preventing ourselves from being able to see creative solutions to challenges we may have in our business or our personal life. So, I really want you to start paying attention to your thoughts and your life energy because of stress.

This morning, myself, I had a similar challenge that I found myself actually losing my temper about. As you know, I have a brand new wonderful big system called The Entrepreneur's Guide to Time and Energy Vampires. I had been at a book camp recently where I sold this big system, and we had a buyer, and just like all of you who have buyers and clients and patients and the public, anybody who deals with the public, there's always going to be that one person who drives you crazy. No matter what you do right, they defy gravity, to be honest with you.

So, this person buys the system, and she writes us and says that all five of the CDs don't play. Well, that is physically impossible. If you know anything about CD duplications, they are all on different machines. There is no humanly way possible all five machines could have been broke at the same time.

We have wonderful quality control in our publishing company, and we do check CDs and DVDs before they go out. So, we Federal Expressed the lady a brand new set, the whole big set. So, she calls back today that one of the CDs doesn't work.

Well, when she sent back the old set, there was no question all of them worked. So, now she wants her money back because one doesn't work. Well, the truth is there's something wrong with her CD player. It sounds like it hasn't ever been cleaned. In fact, when we originally got the CDs back, they were covered in gunk. So, we know there's something wrong with her machine.

No matter how great we were, how wonderful our customer service was to the office, there's just no pleasing this person. So, when my staff told me about it, I just I actually had this little meltdown this morning, "Oh my god, we just can't please this woman." I wanted to just get on the phone and kind of chew her out.

Thank goodness, my staff who is very level minded said, "Why don't we just give her her money back, and let her go away," and that is exactly the solution that I needed to hear. That is a sound of reason.

We are all going to have people, customers, clients, neighbors, in-laws, friends, family - there's just people in our life that have their own agenda. They are clueless of how they operate, what they demand. There are givers and takers in life. Most of us are givers. The takers want to get as much as they can for free. It gets under our skin, and yet, it causes us all this stress that we really have to be very aware of that we don't allow to get under our skin.

So, with that said, I wanted to share these couple of stories with you that I teach this stuff, and every single day of my life, operating a business, I have to be so aware of what is robbing me of my creative energy, what is robbing me of my joy of being in business.

One of the thing that robs me is an expectation that things will go smoothly. The truth of life is rarely anything ever goes smoothly. Things cost more than we expect. They take longer than we expect. They're more challenging than we expect. Life is not fair.

It's never been fair, and when you hear kids whine about, "That's not fair," and adults whine about, "That's not fair," grow up. That is what life is about. Whining about it doesn't get anywhere.

We have a joke in my office now. We've made this really big that when people start whining too much, we have this automatic thing. Instead of saying, "You're whining," and putting up with it, we say, "Would you like some cheese and crackers with that? Would you like some cheese and crackers with that whine?" Then, we laugh about it.

You might want to instigate as business and entrepreneurs that when you notice your staff whining or your children whining that instead of giving them permission to do that because one, that's not healthy behavior, and the more people whine about things, the more of a victim they become, and the more of a victim people become, the less they'll succeed in life.

What we want to do is start having those wonderful mindsets that somebody has the presence of mind of, "You want some cheese and crackers with that whine," or "That's just a whoops," that I talked about in last month's program. Most of our mistakes are whoops. It's not the end of the world, and yet we take it as such.

I'd also like to remind you that you need to be very aware of unconscious thoughts that rob you of your time and energy, and keep you from achieving the success, the joy, the happiness that you want in your life and in your work.

You've got to be mindful about your mental time. What you think about expands. The more you think about stresses, problems, things you don't know what to do about, things that upset you, grudges, things that are not fair, the more you think about those, the worst you're going to feel.

It goes without saying that you are more equipped to handle problems and challenges and be a lot more creative about solutions when you learn to understand that the mind, which this entire program is about is your mindset.

Your mind is the guider of your success. It is the creator of your life. We're self-fulfilling prophecies. The more you think about negative things and indulge in that negative thinking, the more your view of life will dim. You will lose that enthusiasm. You will lose that joy. You

will lose that creative edge that you will have, and I really want to say that the quality of your life will improve greatly if you will start to be more proactive and not let life happen to you.

So, I want you to think about upgrading your life. I know we upgrade our computers. We upgrade our education our cars, so let's upgrade what we allow in our life, in our thoughts and our focus because eighty percent of the time, most human beings are very absorbed with what's wrong with life.

Think about that on a bad day, since you know 110 percent of your thoughts of what's going wrong. When you focus on feeling bad, you're going to feel worse. You will have less solutions in life, and you'll take it out on other people then causing more stress on your life.

So, think about this. One of the areas we would like to give attention to is allow yourself to have some free time. Don't be preoccupied 24 hours a day with thinking about work or personal problems. It's not a good strategy. It means you have a one track mind, and it will leave you with absolutely zero energy to develop other areas of interest or even recognize and enjoy the blessings of your life.

I really do notice that most people go through life unconsciously unhappy. They go through life suffering through life. It's not living life. It's like suffering through it. It's really sad because life is this adventure that you can make these choices about, and your real power is about the choices that you make.

I know all of you know who television newswoman Barbara Walters is. Well, I've loved her interviews over the years because she's interviewed some very, very famous people, and obviously she's a great interviewer, and one of the great things about watching interviews with other people is you get inside the mind of smart people, famous people, even crazy people sometimes.

She was interviewing the famous movie director John Hudson, who has passed away now, and she asked him this very important question, "What was more important in life - money, fame or power?" I guess to the surprise of everybody who was watching this interview, he actually said none of those things were important to him. He said

that the most important thing in life were outside interest, keeping your mind open to learn about new things, and to enjoy the spark of life of being curious, and look at life with these fresh eyes of, "Don't lose the enthusiasm of that child like quality."

If you do have kids, their enthusiasm about new things. As adult, think about, children laugh three to five hundred times a day. The average adult only laughs twelve to eighteen times a day. This will definitely give you a clear picture that adults are not having very much fun.

One of the problems I think we're having as adults is like for instance, if you have children, think about how often you're at work, and your efficiency and being effective is suddenly paralyzed from a phone call from one of your kids. Suddenly, you feel guilty about being away from them or berate yourself about how you're not being a good parent because you work so many hours, and then you go home. You're with your family, but then you feel guilty and worry about work left unfinished.

Now, this is not a good picture. It's not a great behavior, and it's only going to bring you more pain and more stress. One of the things we need to do is realize you're losing out on both sides. Your creative and productive energy is being wasted on work because you're focused on not being a good parent, and at home, your mind is back at work causing you to miss out enjoying your family time. It's a major energy leak resulting in massive frustration.

You end up creating a situation where you aren't living in the present moment. Now, I think one effective way to learn to be in control, to minimize or even stop energy leaks is to try to divide your life into compartments, and this is easier said than done, but it definitely does work.

When you're at work, you've got to leave your personal worries at home. You can be assured that they'll be there when you get back, and one of the great advantages of leaving your personal problems at home is that it allows you to focus your attention on work, and it goes without saying, you'll be much more productive and less stressed out.

By the way, another upside of leaving your personal problems at home is that your mind will get a well-deserved rest meaning that when you actually do get home because you've allowed your subconscious mind to integrate and absorb some of the problems that you have at home, you will actually be more effective with reaching solutions.

When you actually stop actively thinking about any particular problem, your subconscious mind has the opportunity to search through its many files of past experiences, and will find a workable solution.

You see, everybody needs down time to allow your thinking processes to actually process and integrate existing information once you add new information, and you allow yourself to process information to make better intelligent decisions therefore reducing some stress level.

Another thing is as business owners, entrepreneurs, professionals and salespeople, we're all having to make a million decisions a day, it feels like. It's exhausting and it causes a lot of stress particularly when we make the wrong decisions. So, I have this new sign up that says - it's over my desk and it says, "Do not answer crazy people for 24 hours."

Now, the reason I have that up is because I'm in the public eye, and believe me there are some crazy people out there, and it makes your temper flare. You feel outraged at some of the stuff that you get.

What I now do is I force myself - sometimes I'll just sit down and fire out a reply, but I've learned to now send that to myself in an email, and then the next day look at it and just be mortified that I would have sent it. Then, secondly, the next day, I can just calm down, temper my response, which by the way will cause me less stress in the future.

There is no need in me engaging with crazy people. There's no need for you to engage with them. So, give yourself permission for the 24 hour rule. It's a great stress rule - 24 hours that you will not answer crazy people, stupid questions, insane things. You'll just let it set.

As far as some of your decisions, when you feel super-pressured, say you've got to sleep on it. You need to think about it. You need to meditate on it. Again, this is prescriptive stress behavior.

Most of our problems are really self-induced because we react to life versus observe it, think about it, let our better judgment come into play, talk about it to somebody. Instead of just this knee jerk reaction of let's get in there and brawl it. Maybe some of you don't have that. I certainly do have a tight triple A personality, and most of my problems in life truthfully, I have caused myself because the fact that I've reacted to crazy people.

So, you've got to unplug from this kind of mindset. You've got to literally give yourself that space. So, now, I either send that email to myself, or I write the letter and put it aside, or I talk to my staff or someone I trust and then get a different perspective. Then, I try to soften it.

Why don't I take the high road? It's going to cause me a lot less aggravation in the future. Being a person who can be easily upset about things as a Type A personality, we just burn bridges. We get ourselves in trouble. We maybe act without knowing all the circumstances. Maybe we're having a bad day.

Often, we don't think that other people who have taken things out on us, and then we react to that. Maybe they're having a really bad day. We don't know what's going on in other people's mind. We don't know what's going on in their life. We don't know what kind of stress they're under.

So, when we can take the humane approach, and really the humane approach is for ourselves ultimately, and we've all lost clients and customers because we've over reacted due to our own stress in life. So, think about it. Give yourself that space, the 24 hour rule.

In certain things, by the way, I have a week rule, and the week rule is when people ask me to do business with them or do a joint venture or things like that. I give myself a week to think about it, to do my due diligence, to check up on people, don't take people's words on things.

Again, a lot of our stress in life, folks, is caused because we act too quickly.

I'd also like to remind you that the more you worry, you fret over your problems, the more unresourceful you become. Getting stuck in the same old mindset means that you will not be able to see other potential opportunities that can exist for solving your problem, by simply letting the problem go as I suggested with the 24 hour rule, one week rule, whatever your rule will be, you will actually improve your chances for coming up with new, workable solutions.

You will calm yourself down. You will see the event, the situation, in a totally different perspective, and you can take the high road, and you might actually be able to save some of those customers or clients that have become outrageous.

I do want to share you with something I am always fascinated by. In the past when I have had a very difficult customer or client sometimes, and it's not always the case, and they've just been outrageous and I have dealt with them in a very humane manner and very professional, and no matter what they said or did, I refused to let them shake me from my core of I can handle this.

They have become my biggest cheerleaders. They are Lee Milteer ranting fans. It's amazing how you can turn an enemy into a fan by simply absolutely all the stops of the best customer service, fast, immediate response, and listening to them without arguing them, giving them the chance to vent, giving them the chance to actually give you information.

It is stressful when we hear criticism. Nobody likes criticism. It stings. It hurts. It's annoying, and yet there's such a learning opportunity because what we can learn is maybe there are holes in our service. Maybe there are problems in some products. Maybe we do have staff problems. Maybe we aren't looking at our own organization from the eyes of others, and that someone criticizing or creating stress gives us an opportunity.

It's a gift. It's not a gift we wanted, but it's a gift we have. Let's make the best of it.

So, we have these energy leaks folks. So, give yourself permission to be in the present. Make sure that your personal life is separate from your work life, and I know a lot of you work from home, which is another stressful situation.

I can tell you that I work from home for many, many years, and I did it out of financial necessity. However, I can also tell you when I went and rented an office, moved all the stuff out of my house that was overwhelming my house, I doubled my income. When I moved to a larger office, I tripled my income.

There were a lot of reasons for that, but it wasn't about the location, anybody seeing me. It was literally about the fact that when I got to work in the morning, I was a hundred percent at work. There wasn't the neighbors ringing the doorbell and family and people calling, and all the distractions of, "Oh, god this laundry needs to get done," and "Oh, the plumber's coming today, and the dog needs to go out," the 50,000 things that call us like trying to get our attention.

So, some of you, I really have to tell you, some of your stress would go down if you have an outside office simply due to the fact that you wouldn't be tempted to work as many hours as many of you do work at home because you have no boundaries about that.

Now, for the people who say, "I had an outside office, it was very stressful, and now I'm home," everybody has very valid experiences. There's no one way and one way to deal with everything, but I can tell you that I had a very bad habit of allowing the work at the office to dominate my life, and I would often work until very late at night on projects, and not pay enough attention to my personal life and needs and family.

I'm not saying everybody else has to do this, but I had a very challenging time having clear boundaries about where to focus. When I moved my office out of my house and got my staff out of my house, it did ease that up a great deal. I was able to create a lot more money out of the house than in the house. I would never even consider bringing my business office back in my house. Now, I do have a writing office,

but nobody ever comes here. I don't answer the phone during the day. I've got very great boundaries now.

So, I've got a homework assignment for you. For the next 21 days, and remember that's how long it takes to create a new life habit, give yourself a specific time that you're going to stop thinking about work. That may mean you have to leave the office or home by a certain time.

Promise yourself that after a certain time every night that you will not talk about, worry about, think about work. Give yourself permission to honor yourself. Make this commitment to give yourself true downtime. All work and no rest will make you a very, very crabby person.

You deserve it. Trust me, I know. You have to set new rules for your own piece of mind. You have to be good to yourself. Life is so short. You've got to make sure you do love yourself, and that you want to be around a long time enough to do the right thing for you and your family and business.

After this call, I am going on a seven day sabbatical, meaning I'm not going anywhere for vacation, but I announced on Facebook I was going on sabbatical. I gave notice to all my clients that I would be home, but I wasn't taking any calls. I'm basically not going to get on the computer. There will be no checking of emails.

My staff at the office has been well prepared weeks in advance for my total disappearance, and the reason I'm doing that is I need to. Everybody needs a pause in their life. Everybody needs to give themselves a little bit of downtime, and I have found that vacations are fantastic, but I don't get a lot of rest on vacations because I'm an adventure vacation person.

I like to go to the safari in Africa, and white-water rafting. I like adventure. So, that's really not restful to me. I'm come back exhausted, fried.

So, this time, I spending one week at home, very little television. It's going to be more sitting outside under the tree reading a book, being in nature, playing with the animals, go horseback riding, have dinner

with friends, go to the movies in the afternoon, take naps. So, it's a vacation at home. It's my own sabbatical.

The reason I'm doing that is because I'm gearing up for a bunch of new inventions of myself, and I won't be able to invent myself or actually be the best that I can be unless I give myself that little bit of what I call pause time. Looping back into that, that's an upgrade. This is something I would have never, ever done years ago. I would have been too afraid.

I've written a lot of programs about prosperity, and it's an interesting thing, in a lot of the prosperity books it says that if times are tough, maybe that's time to rest. That you pull yourself away from your business, you pull yourself away from your problems. You pull yourself away from your every day normal things, and you literally say, "Okay, for this period of time, two days, three days, five days, whatever it is, I'm going to give myself a sabbatical from busy life. The world can simply go on and operate without me."

It's such a relief. I mean, I think we all think of ourselves as indispensable. By the way, if something horrible happens next week, my staff can find me. They know where I am, but there have been very clear orders not to bother me unless there is some serious, serious emergency.

What I hope to gain from this sabbatical is when I come back the next week after that, that I come back fresh, recharged, regenerated, excited, stress free, and simply the attitude of 'Let's go get 'em. Let's have fun. Let's make some money. Let's make some profit. Let's create some new things.'

No human being can go seven days a week, 365 days a year without burning out to an absolute crisp. I'm not saying that I'm at that point, but I know that if I don't take these pauses, these rest periods that the amount of creativity that I do will not be as good without that.

So, for all of you out there saying, "There's no way in hell I'll be able to do that," that's not true. Here's how you create a sabbatical. You schedule it. You prepare everybody for it. You work like crazy in

advance to get as much set up as possible done so you can actually take that. You dedicate that people can handle problems. You simple create a space for yourself because nobody is going to do it for you, absolutely no one.

So, anyway, food for thought for you about that. I think that's a perfect segue for us to talk about your spiritual support. Since we're talking about giving yourself a break and controlling stress, I want to remind you of how important it is for you to be in touch with your own spiritual connection, to feel centered in life and to not let the outside world stress and chaos affect you.

As professionals, we all wish life could be happily ever after story, but one of the conditions of being human is dealing with the stress of problems obstacles and adversity everyday it seems like it. We are always enacting on new goals and the more complex these goals are, the more likely we will be to be faced with some type of adversity. That just seems to be the way life is.

The bottom line is the more we want, the more we have to deal with, and to be successful, we have to be resourceful. We need to address how we deal with life's curve balls in our stress.

One of the constant things in life is dealing with obstacles, and if you're going to be stressed out all the time about every obstacle, your life is going to be miserable. You've got to just get it in your head, there are going to be obstacles everyday.

I go to an acupuncturist, and she always says to me, "Well, I'm ready for the thousand obstacles of today." At first, I didn't understand what the heck she was talking about, and finally I got it. She said, "If I wake up in the morning, and I have the expectation that there is going to be tons of obstacles and challenges, one, I'm not surprised. Two, I expect it to happen, so it's not a big deal, and three, I have faith in myself that I have overcome and dealt with the obstacles before. So, I can deal with these, and if I have a sense of humor about them, and not take them so seriously, and not let them get under my skin, I enjoy my day so much better."

So, here's the question I have for you. How skilled are you in handling obstacles? Are you willing to create some new skills about that? The better you are, the more skilled you are at dealing with obstacles, the more you'll be able to put money in the bank and be successful.

Now, I'd like to address and deal with one of life's problem with our spiritual nature. You do have a spiritual side, and it can give you great courage. It can give you insight. It can give you peace of mind, if you actually use it.

Many of us feel that we are all alone, and that is absolutely not true. I believe there's a universal intelligence that works on our behalf. I personally do not believe that you can have faith in yourself by virtue of only a positive mental attitude alone. There has to be other skills that come from determination and effort.

The truth of us is that none of us can stand alone. You have to have a great system of support, and one of those supports can be from your own spiritual perception.

Many of you know I wrote a book called, *Spiritual Power Tools for Successful Selling*, and I encourage people to embrace a spiritual mindset. There are many more writers, more qualified than I to teach true spirituality. My credentials is that I'm able to marry spiritual practices with business know-how, and I've become very successful and financially secure in doing so.

My real job with you folks is just simply talking to you and sharing with you this material to broaden your mind to new possibilities for accomplishment in your own work through the application of incorporating more spiritual concepts in your life.

I also wanted to show you that you can be in total integrity with yourself and your profession and your business and work. So, exactly what does it mean to have a spiritual mindset? Well, keep this in mind. You have the free will and the right to choose to believe what ever feels right to you personally.

So, in order for you to connect to your spirituality to your work, I'm just going to share some things I'd written in my book, and observations and experiences. I do believe that a spiritually awake person has a conscious awareness of both the physical and invisible dimensions.

That a spiritual person accepts that there is more to life, and understands, than what we can comprehend with our simple five physical senses.

We have to understand that we're a soul with a body, and that our soul is not defined by birth and death on earth. We have to understand that our souls are not controlled by the rules that govern the physical world, and that a spiritual person sees life from a multi-dimensional perspective.

Spiritual people tend to be calmer, more focused on their internal power and personal growth. They understand that they have the ability to decide how to interact with the physical world, and to frame the references and experiences with their mind. They're very comfortable with inner guidance. They believe that there is an internal part of themselves that is available for assistance when they need it.

Spiritual people have an understanding that we're connected to each other, that we look for the presence of God in each person we meet. Can you imagine how this will reduce your stress a little bit, and also improve your ability to deal with the outside craziness of the world?

Spiritual people know that their thoughts and prayers are co-creating their reality. They're motivated to align their efforts with their highest purpose in order to live a life authentically.

We're very spiritual people. I think of us as people of integrity. We honor our word. We honor that our services are the best, our customer service is pristine. Everything we do, we do with honor. We honor our reputation, and again, I'm putting this in the stress context of the sense of when you really listen to your heart and you do the right thing, you're going to have a lot less stress in life.

Maybe momentarily like this morning when I gave this woman her money back, it was easier to give her money back, make her happy, and who knows if I will have here as a customer in the future or not, but the point is I can look in the mirror and I feel good about myself. That's a great, great way to be under a lot less stress.

Also, remember, spiritual people value quiet time and listen for that intuition they have within them. We listen to guidance and we value our own intuition often over information from the outside world.

Basically, we believe in forgiveness and the Golden Rule. We are conscious people, we are literally people who want to create prosperity, happy relationships, success, vitality. We are just in touch with ourselves.

One of the great ways to be in touch with yourself is to spend a lot more time in nature, spend time with animals, spend time with great children. I think our world is often neglects that very important aspect of whatever your particular spiritual practices are. If they uplift you, if they give you peace of mind, peace of heart, if they touch you, if they're comforting to you, please do more of that.

I'm a big believer that when I create customers, my whole desire is to make sure that I'm creating a great relationship and I'm giving everything that I can possibly give to be of great service. So, by having that attitude, I have survived many downturns in the economy. I have bypassed people who have far more education than me. I have survived and thrived because I have integrated a lot of my inner spiritual connection to my outer work without being obnoxious about it, without trying to convert anybody. I think that's pretty obnoxious when we try to convert people into thinking differently about their spiritual beliefs.

You're entitled to whatever you want to believe, but just make sure you're clear about what you believe so that it can be a great source of comfort to you. When you're in times of stress, you have this great support system.

I have a few tips for you to strengthen your spiritual dimension to reduce your stress. One of them, daily take the time to center yourself, pray or meditate. They say that prayer is talking to your God source, is meditating is listening to your God source.

I like that because if people just pray all the time, it's like dialing out on the telephone. When you take the time to have quiet time or meditate, now you're giving your inner source an opportunity to give you the information. I believe in reading spiritual materials to support your faith.

You have to have a solid faith. You must know who and what you believe in, and also be very curious. Read the writings of the world's great philosophers, and open your mind to new perspectives of how to solve your problems and look at the world.

Talk openly with loved ones or a friend about your spiritual. I think the great thing about discussion is that it reveals things to you. By talking about things, you have an opportunity to actually understand them more.

Spiritual and religious services can reinforce a belief, and the tenants of your particular religion can provide you with a comforting sense of continuity and tradition that can reduce your daily stress.

So, if you're not a spiritual person, that's fine. I hope you heard all this, but again, it's a wonderful way to reduce stress when you believe there's something bigger than you on Earth.

We're going to talk about something that is kind of the opposite of our spiritual connection, and that is let's talk about the media because if we don't take charge of the media, it does take charge of you. It actually controls and influences your mood.

One of the big challenges that I'm finding with all entrepreneurs, business owners and just people in general right now - and I've had a lot of conversations is that there is a lack of trust in this world. I went to a party over the weekend, and the topic that really struck me, which I paid acute attention to was people talking about their lack of trust in

the government, their lack of trust in the corporations, the lack of trust in the media.

Our world is just awash with this feeling of that no one is keeping their word. No one is trusting each other, and I don't have to go through the litany of the corporations who have definitely taken advantage of people and the Ponzi schemes and the financial meltdown. I don't have to talk about those things. You know about all those things.

The truth is in our society, we are feeling very, very stressed out because we don't know what to do. At the same party, people are talking about, "Well, the stock market is going to do this, and it's going to crash, and it's going to readjust." Let me ask you a question. Whose crystal ball is working that well that they know that?

The past does not equal the future right now, folks, as much as it used to. We're living in an entire new paradigm of reality, and you can be stressed about it, or a better way is to start realizing yes, there's chaos out in the world. However, I have got to be the center calm of the storm.

One the reason you've got to be the center calm of the storm is you're the leader of your reality. You're the leader of your family. You're the leader of your business. You, when you walk in the door in the morning at your office, you're setting the tone. So, if you're down and you're pensive and you're upset and you're stressed out and you're all fried, you instantly have told all your staff to be afraid and tentative.

You go home at night and talk to your loved ones or your children about the chaos in the world, and you don't know what to do, and you're scared. Wow, that is just not cool. You're not being the leader here. The leader has to hold themselves together.

I'll tell you a true story. Years ago I was a photographer, and I was traveling around the world doing landscape photography, and I was in Israel. I got on a flight to go from Israel, Tel Aviv, to New York City. So, I'm on this flight. It's a big 747. I'm kind of sitting in the back, and all of a sudden our plane hit these horrible wind shears.

The wind shears, the plane just start plummeting. All the luggage racks above our heads opened up, and all the stuff starts raining on our head. People are hysterical. I was fine until the flight attendant next to me burst into tears. At the point, I thought we had pretty much bought the farm.

So, I'm telling you that story because every one of us is looking to someone else to maintain calm. If that flight attendant had not burst into tears, I've done a lot of flying in my life. I've been through some very bad times, but I wasn't expecting us to buy the farm until I saw her start crying.

That gave me permission to be hysterical, which is what I'm trying to tell you. You've got to be the calm in the storm, and on the average day when you turn on your radio, television, or read your newspaper, you're getting nothing but gloom and doom diet of world events.

In effect, you are being programmed by the media that crime is up, education is down, the quality of our life is totally deteriorating, natural disasters and wide spread death are raging, and you're getting all these updates on the alternative possibility of war and the apparent destruction of the planet, and not even considering what the economic indicators are saying about the economy.

You see, folks, all this negative information eventually weighs down on your mind. It erodes your confidence. What it really is doing is your creative life energy is being used up by worry and fear of what the future will be.

Now, the media is constantly putting gloom and doom messages in your brain, and those messages have a very long-term bad effect on you as an entrepreneur and business owner, and as a parent, and as a leader, and as a human being just trying to enjoy your life.

So, I know it's easy to get hooked on news and once you're hooked, you don't realize that the poison that is being fed into your brain. You don't realize how exposure to such bad news is effecting your stress level, your mood, your enthusiasm for life and your ability to take action on creating new things.

You see, some of you are actually thinking, "What is the point? No matter what I do, it's not going to work." I want to remind you that your kids are being exposed to this information, and they're getting the message that life is not safe. This is a very important time for you as a parent to step up to the plate and make sure that CNN 24 hour news stuff is not playing in your house. It is not playing in your car all the time, that you're not exposing your children to difficulties that their young abilities can not deal with.

So, I really highly recommend that you take back your life a little bit more. So, I'm going to challenge you to a very drastic measure. You might not be able to do it right away, but I can guarantee you this does work.

For the next 21 days, limit your exposure to the newspaper, to radio and television news that is not directly linked to your income. Instead, why not substitute - remember, we were talking about upgrading your life earlier - substitute something else in your life that will uplift you.

Instead of exposing yourself to the outside programming that creates all this fear, doubt and hopelessness, substitute positive educational, inspirational material in its place.

You have right now so many books that are sitting around you have not picked up to read, magazines that you see that you feel guilty about that you subscribe to but you don't look at. You've got self-help books, motivational audio CDs, DVDs available right at your fingertips.

Now, I'm not suggesting on any level that on a long-term basis you stick your head in the sand and not pay attention to what's going on in the world, nor am I suggesting that you stop caring about other people or stop dealing with reality.

However, I am suggesting that you implement some proactive prescriptive behavior, and stop some of your creative energy from being siphoned out of you, programmed out of you by the state of the world.

I'm a big believer that your brain is a computer – garbage in, garbage out. You can take control of your life and your mood and your stress if you will simply have the awareness and start taking control of the caliber of information that goes into your computer.

Now, on a daily basis the average person, and I don't consider anybody who is listening to this program average, but I want to share with you that on a daily basis, you are being poisoned about the opportunities and potential in the future.

The world is always in turmoil, always has been in turmoil. If you go back through as far as back as printed materials, newspapers that you can find, it has always been the same thing – gloom and doom, end of the world, new inventions destroying the way of life. The stuff that they wrote about the automobile is quite hilarious. At the time, this was quite the uproar of that generation.

So, I would like for you to understand that this energy drain of negative news does affect your attitude. It affects your motivation, and often it affects it without you recognizing the source of it.

So, if you're feeling disheartened, if you're feeling out of trust and hopeless or out of control and you're getting that morning and daylong dose of discouraging news, you're not going to be able to muster the mental, physical, and emotional life energy that you really do need to be creative and deal effectively in the world that we're living in today.

I have gone on media diets in my life from time to time and I can assure you in my next week's sabbatical, there will be a huge media diet. The media, the newspaper will not be in my presence for a good seven days.

What happens to me is what has happened when I have gone on these diets before. For the first couple of days of not reading or hearing about the daily news, I have a few symptoms of withdrawal.

By the way, I want to also say things like Facebook or a lot of social media – these are just unbelievable energy sucks. Yes, they might be

very valuable things that you can do for your business from time to time, but people get hooked on this stuff and then they don't understand that they feel stressed out and tired because they've spent hours on their email and social media and in front of the computer and looking at YouTube stuff. Then, they haven't actually gotten any work done, and then they're stressed out.

So, I'm digressing here, but again, if you get rid of some of this stuff, you will start waking up feeling excited. You'll feel more optimistic about your reality, and I have personally found that substituting inspirational reading material for the daily newspaper allowed me to be more productive, less distracted by the daily news, and no longer frightened by the world and disheartened by the troubles.

This is a great strategy for getting your goals done. Instead of depleting your energy everyday first thing in the morning, charge yourself up with empowering information.

Now, don't get me wrong. I like TV. I think there's a lot of great TV. There's the History Channel. There's a lot of great TV on TV. I do need to know what's going on in the world, but I don't want to create a habit that sucks the enthusiasm out of my daily life and then depletes me of the absolute possibility to be the best I can be on earth. I'm sure that you feel that way, too.

I think one of the things that we can do to substitute some of the negative stuff in our life and try to counterbalance on this – how about lightening up, folks. Please, stop going through life so seriously all the time.

I mean, it's so serious enough out there. There's enough problems. You will be a better provider. You will be a happier person, if you can just lighten up.

I think it's important to understand that as I talked about earlier today that a lot of people are spending \$10,000 worth of energy on \$100 problem. We allow our so-called problems to overshadow the blessings and the good things we have in our lives, our business and our family.

There's always going to be stress folks. I am expanding my office right now. We are changing offices. We are building. We're under construction, and I think I forgot the pain of the past and started this new remodeling project. It's like everything else.

If I take it too seriously, I'll be irritated and upset about it, or I can just let it flow. I can do the best I can with it, and simply let it be. I really want you to know that we're all guilty from time to time of blowing our day by being upset about stuff. We can not control our stuff others did or did not do. Let's get clear.

Our power is within ourselves, and it's easy to get upset and ticked off that things aren't working right, but at the end of the day, how much energy did you use being upset about something you have no control over.

So, here's some homework assignments for you. First, stop taking yourself so seriously. To deal with the stress of life, you've got to laugh at yourself. There are going to be a lot of things you can't change, and the better your sense of humor, the better you're going to feel about you and your life because I honestly, honestly believe humor keeps up sane and gives us a sense of balance.

When you look at children, they love that life is just so crazy sometimes. They do things just for the sheer joy of it. They don't care what other people think. They do things simply to have fun. So, going back to our title here, give yourself a break. Have some fun.

For the next 21 days, you may not consider yourself a great joke-teller, but how about telling a joke everyday for the next 21 days. It can be the same joke for 21 different people, but get in the habit of finding - if you're not a joke-teller, just find a joke that you start telling people.

One you present yourself in a new light. You stretch yourself a little bit, and you get good at it. At least once a month, go to the comedy club or an entertaining play because it leaves you feeling good. It allows you to forget your troubles for a short time and just laugh. The value of laughter is that it enables you to gain a brand new perspective on your problems.

When you expose yourself to humor, you can often realize that others have the same problems, and you're not the only one. I do believe in watching funny television shows or funny movies. I honestly think life is serious enough without compounding it by watching dramas, soap operas and the news.

When I read the newspapers, I always read the funnies first. This allows me to not take the negative news so seriously. I associate myself with people who are funny, optimistic, enjoy life.

You can pretend that you are writer for one of the late night shows, the Tonight Show, and you can look for humor everywhere. It is there if you look for it.

It is a matter of are you willing to give yourself permission to realize that your point of power is always in the present, and that you're a human being doing the best you can. To resum up, I want you to give yourself a break.

When you have a mistake in life, it's a whoops. Don't take other people and what they do seriously. Honest to goodness, you can not take other people personally and what they do. There's a fabulous book I'd like for you to consider. It's called *The Four Agreements*.

I'm going to quickly give you those because we're almost out of time. The four agreements are be impeccable with your word, basically speak with integrity, say only what you mean, avoid using any kind of words to speak against yourself, never gossip about others.

Don't take anything personally. The truth is nothing others do is because of you. What others say and do is a projection of their own reality. When you are immune to the opinion and actions of others, you won't be the victim of them.

The third was don't make assumptions. Find the courage to ask questions and to express what you really want. Communicate with others as clearly as you can to avoid misunderstandings, sadness and drama.

The fourth was always do your best. Life changes from moment to moment. You will be different, and your life will be different. So, always simply do your best.

Folks, please do visit the Millionaire Smarts® membership site. We have a host of other coaches with wonderful articles for you to download for free. Also, I might let you know that our first program about stress will be loaded on the membership site in case you miss that.

This is Lee Milteer just letting you know how much I adore all of you. Thank you so much for following me and listening. I'd love to hear your feedback. Wishing you a great month, and this is me signing out. Talk to you next month. Bye.