

THE MAGIC FORMULA

How to Magically Attract the Life
You Most Want

By William Wittmann, M.Ed., LMP

Dear One,

Below is the usual copyright and disclaimers. I know you'll love the book and want to share it with friends. You'll find a way to do that at the end of the book. The disclaimers basically urge you to use good sense and play safely.

Be well and have fun,

William

* * *

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Table of Contents

What is the promise of the **Magic Formula**?

- My Promise
- Imagine ...

How Is the *Magic Formula* Different?

- Rebellion, Resistance, and Lies
- The Dark Side of Getting What You Want
- In Summary

What Do You Truly Want?

- Permission to Want
- First, Decide What You Want. You Do Not Have to Be Good

Did You Know You Can Invent Your Own Beliefs?

- A Story
- Filters and Menus
- Collecting Evidence for Your Beliefs
- How You Can Use Evidence Collection to Your Advantage
- A Question
- Notice Collecting Evidence
- Summary
- You Can Easily Invent Your Own Beliefs

Your Most Empowering Belief

- The “Oh, Wow!” Experience
- You Are the Expanse of Blue Sky
- Follow the Squealing Girls
- You Can Unwind Your Double Standards to Your Benefit

Guilt – A Special Case – How to Eliminate Guilt Instantly

Carve the Elephant

- What’s the Big Deal?
- Another Story to Illustrate Vision and Work
- Stacia’s Elephant and Yours

- A Last Tip to Deepen Your Wants
- Your Menu
- Expand Your Menu

Resistance

Curiosity Is Your Ally

How to Create Your Magic Formula Question

- What the Genie Can Teach You
- Ask For Anything
- One Thing at a Time & First Things First
- Where Do You Start?
- Feelings & Being – The Finishing Touch
- Be – Do – Have

Polish Your Words

- Poetic Rhythm
- Sample Questions from My Life
- Avoid These Traps

Fearsome Life Challenges – One Sample

- **NEWS FLASH**

How You Can Work with Your Magic Formula Question

- A Variation
- My Magical Wife
- You Can Power Up
- Act Like an Animal
- Sharing Your Vision

You Can Add this Delight to Weave Deeper Magic -- Smiling Eyes

- What Is the Smiling Eyes Technique?
- The Research
- One Last Tip...

How I Developed the Magic Formula

- Mind/Body Energy Field

How Does It Work?

- Resonant Frequencies
- The Butterfly Effect
- Co – Creation
- In Summary

Quick Reference for the Magic Formula

Sex, Power, Money, and Safety – Welcome to Your Lizard Brain

The Genius of Abraham Maslow

- First Things First
- Enter the Mammal Brain Next
- How Do You Move Beyond the Lizard?
- The Delightful Magic of Flow

The Dark Side of Getting What You Want

- Buyer's Remorse
- Greed and Evil
- Richness of Life
- Help in Navigating the Dark Side
- Two Books
 1. Tear Soup
 2. Transitions

What's at the Top of the Pyramid for You?

Say Thank You

- Acknowledgements
- Expressing Gratitude Through Giving
- Sharing – Another Way to Express Gratitude

How You Can Share this Training Manual with Friends

- And Maybe Earn Some Money

Appendix I

- Part I -- News from the Universe and Infinite Possibilities
- Part II – The Science of Getting Rich & The Science of Being Well

Appendix II – Accomplishing Anything

Friendly Resources

- You Can Have Private Sessions with William
- William's Books
- Simply Serene
- Looking Deeply into Presence
- Prosperity and the Like
- Flow
- News from the Universe and Infinite Possibilities
- Science of Getting Rich
- Science of Being Well
- Simpleology – The simple Science of Getting What you Want
- Secrets of Six Figure Women
- Poetry Books Mini Reviews
- Loss and Transitions
- Psychology
- General Help
- **Body & Soul Mentor**
- Infinite Coaching Series by Dr. Alexandra Gayek

What Is the Promise of *The Magic Formula*?

My Promise

In easy to follow steps, *The Magic Formula* helps you to identify specifically what you truly want to be, do, or have in your life and then shows you how to magically shift your living energy field, your body/soul energy to attract the life you most want.

Imagine ...

The sun warms the morning, the birds gently call, the breeze wafts through the open windows, and you feel truly at home in your lovely home and in your life. You express your gifts, talents, and your native genius in ways that fulfill you and serve others. You love the people around you, and you know in your heart you can count on them, and they can count on you.

You feel embraced by the Sacred, you live in Presence, you feel happy.

As you reflect on the bounty in your life, your heart naturally fills with gratitude. You smile as you recall where it all started not so very long ago...

... back then your life didn't fulfill you as you had vaguely hoped it might. Your support network failed you time after time, your love relationships weren't what the stories had promised, and your career had become a prison of drudgery.

Just when your life seemed darkest, you met the wizard. The wizard presented a magic formula to you that he claimed would help you to attract anything you wanted into your life.

And you know what –

The Magic Formula worked. Here you sit today in your lovely home,
feeling deep gratitude for all your blessings.

-- Your Beginning --

How Is the *Magic Formula* Different?

If you walk into any bookstore, you will find the ten thousand get-rich-quick-get-a-life books all proclaiming they are the answer, just as I am about to do.

You may have read about or even worked with affirmations, positively stating what you want, and found them largely ineffective.

You may have worked with visualizations – picturing in your mind what you want. Possibly, if you are like me, you found visualizations to be more effective.

With affirmations, you continuously repeat a short phrase framed in the present tense summarizing what you want as if you already possessed it. Visualizations do much the same thing. You see yourself enjoying having what you desire.

Although I have worked with both for years, **The Magic Formula** performs much better at helping to get what you want.

Rebellion, Resistance, and Lies

You write visualizations and affirmations in present tense as if you have already achieved the desired goal.

Here's one –

I have a 2006 bright yellow Toyota Prius.

It's what I want and I can picture it in my minds eye. Perfect, right?

The problem? My mind knows it is a lie. I don't have a 2006 Toyota Prius of any sort.

You and I grew up instructed in the virtues of telling the truth. All the world religions enjoin you likewise. When I tell the lie about having the car, it

doesn't work. I resist it. I rebel. You may resist and rebel when you attempt this, too.

The **Magic Formula** bypasses this problem. In fact, you can find one piece of the magic in this ability to bypass this problem therefore letting you retain your integrity. Because you align with your integrity and most likely your religious teachings as well, the process works faster.

The magic also affects you in a unique way by converting you into a magnet-like being that repeatedly, accurately, successfully attracts the life you most wholeheartedly desire to you.

You can employ the technology of affirmations and visualizations wisely. As you thoroughly study this whole manual, you will see how to incorporate this knowledge in a new and more effective way.

Affirmations teach you to write or think positive thoughts. You will learn the vital necessity of asking for what you want as opposed to what you don't want. You and I will explore this in **Carve the Elephant**.

Visualizing helps you to verify that your desires are positive ones. For instance, imagine not being surrounded by drunks.

Sounds positive, right? I don't want to be surrounded by drunks, and you probably don't either. OK, now check your visualization by examining what you see in your mental picture screen. Of, course, you see yourself surrounded by drunks. Get it?

What picture could you create which would achieve the desired state of "no drunks"? Here's what I would picture – loving, supportive, healthy, friends. You will explore this idea again later.

In Mary Oliver's lovely poem, **The Summer Day**, she asks this question –

Tell me, what is it you plan to do with your one wild and
precious life?

So, tell me, what it is you plan to do with your one wild and precious life?

The Dark Side of Getting What You Want

With every good transition you make, you may need to come to accept the losses that may accompany the transition. Even if you get the new house and the ideal automobile for your life, you will lose the life you had. You may even miss the tiny apartment and taking the bus. You almost certainly will look back at those times with fondness.

This book will help you to prepare for the losses so that you will know what to do when it comes and makes itself at home in your living room.

Be Prepared.

In Summary ...

... here's the promise again –

In easy to follow steps, *The Magic Formula* helps you to identify specifically what you truly want to be, do, or have in your life and then shows you how to magically shift your living energy field – your body/soul energy – to attract the life you most want.

What Do You Truly Want?

You will start with a seemingly easy question – What do I want? You could also ask– “What do **I** want?” because in the first half of your life you fully attended to what your parents wanted, what your teachers wanted, and what the culture at large expected of you. You may not have tuned into what your soul wants except in the quiet alone times if you were blessed to have any. You may rebel against the wants of those adults, or you may conform to them, but it takes awhile to listen to the beat of your own heart. It takes even longer to follow it.

Over the years working with my clients, I have found most people have a tough time with this question. I have a tough time with this question.

Many reasons explain this difficulty. For instance:

- It is not politically correct to want things. You might appear greedy or ungrateful.
- Adults may have told you not to ask for things as a child. They may have punished you just for asking. You may recall that in the scene in **Oliver Twist** when Oliver asked, “Please sir, may I have some more?” tons of abuse fell down upon the lad’s head.
- And as stated above, it is vastly more important for most children to know what the big people want than to know their own wants. Over time, the knowing of what you want evaporates. The gifted therapist, Virginia Satir, feels that for most of us the ability and the freedom to want what you want is squashed by age five.

The truth is that you have wants. They are not going to go away. They, in fact, form an important aspect of who you are. Your wants are your wants and are as personal and as distinctive to you as your fingerprints or the color of your eyes.

Permission to Want

Your first step is to give yourself the permission and the freedom to want what you want whatever it is.

What do you need for you to feel that you have permission to want what you want and to know what it is that you want? From whom do you need permission? These questions and the pursuit of the answers will reveal much. Chew on them as you go through the book.

For now, pretend I have been empowered by the gods to grant you permission.

Here is your permission:

I grant you the five freedoms described by Virginia Satir as your birthright.

- The freedom to want what you want.
- The freedom to feel what you feel.
- The freedom to think what you think.
- The freedom to perceive what you perceive.
- The freedom to know what you know.

First, Decide What You Want. You Do Not Have To Be Good.

In Mary Oliver's stunning poem, **Wild Geese**, she declares, "You only have to let the soft animal of your body love what it loves." Yes!

Sit still and let it come to you like coaxing an untamed animal closer to you. What is it you most want? For what does your heart hunger? What energizes you when you think about it? This isn't an easy question for most people, so give yourself time. And remember –

Your New Life Is a Work in Progress.

You can change your direction at anytime, and I expect you will modify it constantly as you come ever closer to home.

Also from **Wild Geese**, “You do not have to be good. You do not have to walk on your knees for a hundred miles through the desert, repenting.” Have compassion for yourself. Listen to your heart.

If it doesn't come, don't wait. Get started now with the best approximation that you have now of what you want. Get started, then modify. This process of modifying as you move forward works well.

You may have heard the story about airplanes. What percentage of time is an airliner on course as it heads from Los Angeles to New York City? It's about 10% of the time. The rest of the time, it is making minute course corrections. You can, too. Be sure to recognize that planes arrive at their destination with enormous regularity. You will, too.

Did You Know You Can Invent Your Own Beliefs?

Do you believe you need to do things you don't want to do in order to get what you want in life?

Do you feel you have to pay your dues first, before you can have success?
Do you feel you have to eat some *@#%& before the bluebird of happiness comes to roost in your tree?

Heaven knows these beliefs run deeply through my Puritanical roots. My colleague Dr. Alexandra Gayek and I have been having passionate conversations on the topic of work and action. One time she said, "Any time you do something you don't want to do in order to get something you do want, you prostitute yourself." (I would say, "Sell your soul in a bargain with the devil.")

Alexandra clarifies:

"I know this is strong language, but doing what you don't want to do is a setup for resentment. You feel like your body or the person for whom you did whatever you did OWES you, and then should be punished if you then don't get what you thought you were bargaining for.

"Not only do you not get what you really wanted to begin with (something you thought would bring you happiness), you gave up your freedom and happiness to get it. Not the smartest strategy!

"Nothing you want requires suffering and sacrifice."

What do you think?

A Story

One of my brilliant clients, John, used to work as an accountant, and I am confident he did well, but his heart was not in it. He started to teach yoga classes on the side and liked it. Now, as a full time yoga teacher he is able to support himself at work he loves while contributing to people in a way that fills his heart.

One day he realized, “I am getting away with it.” Cool.

However, when you examine the phrase – I am getting away with it – you see that it points to his belief that you have to work at something you don’t like to get the money to live the life you want to live. John felt and many feel that work can’t be fun, fulfilling, and pay the rent all at the same time.

When you “get away” with something, you believe you are just postponing the time when the happiness police catch and stop you. It is inevitable. Your belief always wins.

Watch this 12-minute short – **The Last Real Cowboys** – then come back and we’ll resume our conversation. (You may have to turn off pop-up blockers as I did. They will show you an advertisement.)

http://www.atomfilms.com/landing/landingIndex.jsp?id=atom_1073

The movie is funny and sad. It points to a variation on the belief – fun will be punished. The film is especially poignant for men, at least me.

Enough pain.

Filters and Menus

You and I have countless beliefs. Many, if not most, of them are invisible to you, like John’s above. He didn’t realize he was operating under a belief – it was simply a fact of his life.

Because you are human, you will always be adopting beliefs. You automatically come into hundreds of them just by being born into your particular family and your culture. You are human. You have a mind. You get an ego. You get beliefs. It's OK.

Beliefs behave like filters. Mostly, your thoughts align with your beliefs. Indeed, you can only think thoughts allowed by your beliefs. It's like wearing the proverbial rose-colored glasses. When you wear them, you can see only rose. The stereotypes you associate with France or the United States or the People's Republic of China exhibit your beliefs and to a degree represent the broadly held beliefs of the people who live there. You will note a similar process at work with our stereotypical views of the religions of the world.

Because of your beliefs, you will only be able to think certain thoughts. When was the last time you thought about having snake for a celebration dinner, for instance? The central character in the Chinese film, **2046**, ordered snake as the most delicious thing on the menu. Some thoughts won't even come up on your mental screen as a possibility.

Imagine going into a restaurant and examining the menu. You find a page marked – American. The menu offers five items. No one tells you that you can turn the page and find an infinite supply of items from which to choose.

Example: My friend Kevin moved from a small town in rural Tulare, California to Seattle. In Seattle, he can choose to ride his bike along the water of Puget Sound or rehearse for a music gig or scuba dive in the vital waters of Puget Sound teeming with exotic wildlife. That's a broader menu than he had in Tulare. Although he could play music in his rural area, the options were limited. In landlocked Tulare, thoughts of wolf eels and octopi would not show up on his mental menu.

I will talk more about expanding your menu in a later chapter of the book.

Collecting Evidence for Your Beliefs

You see, it's like this. You have beliefs that you acquired from somewhere, somehow, and then you collect evidence to support your belief. You will

then ignore, not see, or ridicule evidence that contradicts your belief. As human beings, you and I **must** collect evidence.

Note: It does not matter a whit where you get your beliefs. Uncovering the where and when leads nothing to getting your life working better, but it can be a fun exploration if you're a history buff.

You can observe the politics of any nation or religion to see people collect and reject evidence. Bring it home though. How does this work in your life?

“Hard work pays off” is one of my inherited beliefs. To some degree, my belief helped in my successes. I know how to work hard. The belief certainly contributed to my being a workaholic. (Note: I am happily in recovery now.)

I look for evidence of hard work paying off, and I see it everywhere – hard work pays off. You and I will always find positive evidence for any belief. Always. You don't need much to keep a belief in place.

But to keep my belief alive, I must turn a blind eye on all the evidence showing people who work extraordinarily hard and who just scrape by. Some single mothers and migrant farm workers come to mind. I also have to ignore the evidence of people who gain great payoffs with little hard work. I base my belief about hard work only upon the supportive evidence I find. Even though you and I operate our lives as if our beliefs were facts, beliefs are not facts. See?

Even science, which supposedly understands the idea of unbiased evidence, suffers delusion. To science's credit, it employs theories instead of beliefs. When the evidence no longer aligns with the theory, scientists design a new theory that encompasses all the new data.

Ponder this though – How much time passed and how many daily observations did scientists ignore between Aristotle's saying in about 350 BC, “Given any two objects, the heavier one will fall faster.” until Galileo dropped objects of the same size and differing weights off the leaning tower of Pisa in 1592. Scientists reluctantly changed the theory. Even with contrary evidence, people resist changes. You will recall the true believers

in the church rejected Galileo's contrary observations stating the earth was not the center of the universe at great cost to him.

How about the flat earth? How many tips of ship's masts poking over the horizon did people ignore before people tumbled to the notion that Earthlings lived on a sphere?

Lest you think these examples are from a benighted past and can't apply today, consider how often you read about companies and governmental agencies taking pharmaceutical drugs off the market because consumers die from their use as recently occurred with Vioxx in 2004. Those scientists and the companies who manufactured the medicines really hungered for evidence that their product worked as advertised. With millions of dollars in research and development funds at stake, turning a blind eye even unconsciously would be a great temptation.

Beliefs are not science. If you are not open to change, no amount of contrary evidence will sway you from your belief. Examine any fundamental religion and see their unyielding nature regarding accepted dogma.

Even when you are willing to change, you may have to dismantle the belief consciously. All the evidence for beliefs is rigged. However, you can harness your inborn drive to collect evidence to your own advantage. Here's what you can do.

How You Can Use Evidence Collection to Your Advantage

Ask yourself this question:

For what would I rather collect evidence?

Given that you will collect evidence regardless, you can make it a conscious choice to collect evidence that is more fun and profitable for you.

By the way, you can successfully employ this question to expand your menu. Let your creative juices flow, turn your imagination loose, expand your creative musings. Really ponder ...

For what would I rather collect evidence?

Example: I act like a martyr sometimes. The belief behind my martyrdom says, “God loves me when I suffer.” “More suffering means I get more of God’s love.” Yikes. For what would I rather collect evidence?

My father sometimes suffered this belief, “People are no damn good.” Do you think he could find evidence for that? Yep, of course, but what a dismal and paranoid life to live collecting evidence that people are no damn good. In his defense, he had other more fun beliefs to explore as well, some of which exactly contradicted his belief that people are no damn good. We humans are complex critters. You can quote me.

Let’s look at three examples and play with them.

One: Hard work pays off.

For what would I rather collect evidence? Here are a few possible choices:

- The sillier I am the more money I make.
- The happier I am the more money I make.
- The more fun I have the more effective a therapist I am.

Trick question: are these true? No. No belief is true, nor need it be rational. I collect evidence for these three and guess what – I find positive reinforcement all the time. I make more money, I am happier, and I am more effective in my therapy practice.

Do I still work hard? Who knows? I don’t even measure it anymore to see. I would say I don’t work at all. An outside observer might notice “work” being done. Can you see the difference?

I am interested in your experience of your life as opposed to someone on the outside evaluating you. The objective outside observers sees with vision clouded by their expectations and beliefs. The world is flat.

Two: God loves me when I suffer.

- God loves me when I play.
- God loves me when I nap.
- God loves me even when I forget about Her for days.

Three: People are no damn good.

- People go out of their way to help others and me.
- The right person (people) always shows up at the right time to help me.
- Wherever I go, I meet wonderful people.

See? Fun? You bet. Be outrageous in your new evidence collecting. I collect trash around my office building believing it adds to my extraordinary prosperity.

I like to collect evidence for this belief:

The sillier the belief the better it serves the Universe and me.

Here's a caveat: The belief no matter how silly has to resonate in your body or heart somehow and make you smile. Just being silly is not enough. Sometimes it's just stupid. If it doesn't pass the test, keep playing with it until you get the resonance and the smile.

A Question

A beloved client, Caitlyn, read this material and asked...

For me, the whole concept of - if you will - "negative" evidence gathering is so subtle, such a part of my sub-conscious, that it takes a conscious effort to reprogram myself to "positive" evidence gathering. And so, I wonder if there are tricks to make being more "conscious" easier or at least more consistent? Perhaps, it's just a matter of practice?

She poses a good question. Some suggest making lists of rules or beliefs such as – Hard work pays off. This takes time and misses too much. Skip it.

You can use a kind of reverse engineering to uncover the beliefs you want to eliminate. Start by watching your thoughts and more importantly watch what words come out of your mouth. Your thoughts and words all pass through the filters of your beliefs. When a thought comes out that you don't find useful or seems to contradict what you want in life ask yourself this question: What belief would I have to have in order to have this kind of thought?

For Example: A friend said about her sister and her sister's new roommate, "They'll drive each other nuts in a month." This is not a useful thought, at least for the sister and the roommate.

What is the underlying belief? In this case, it might be – apartments of a certain size cause rancor. Can she find evidence? Of course. What would be more useful or more fun to collect evidence for?

- Small apartments generate closeness and great communication skills.
- They'll have a blast in this place.

Example: A person can't find a job and complains, "I can't find a job because the economy is tight right now." What is the belief?

- The economy affects people's chances of getting a job.
- Tight economies make for tight job markets.
- Tight job markets means you can't get a job.

Can you find evidence? Yep. What would they rather collect evidence for?

- You can find great jobs in all economies.
- I can get a job in this economy.
- I can get a job because the economy stinks.
- People love me and can't wait to hire me.
- Because the economy stinks other people applying are depressed, employers love me all the more.

Can you find evidence? Yep.

Notice Conflicting Evidence

You can also pay attention to conflicting evidence that your daily life provides, such as...

One client believed: People don't like to be around my Down Syndrome son and me.

But a sales clerk gave her some conflicting evidence. He said, "You guys are blast (a good thing.)" My client was able to notice this evidence. With my coaching, she realized its usefulness and rewrote the belief to something she would prefer to collect evidence for.

Oh, and that last example points to another way you can unwind the invisible and unwanted beliefs: ask supportive friends and coaches to point them out to you.

Watch your thoughts, find your underlying belief, and invent a new one.

Get the idea?

Summary

You are human. You have a mind; therefore, you have beliefs. You will always have beliefs.

You will collect evidence to support your beliefs.

You Can Easily Invent Your Own Beliefs

Ask yourself, "For what would you rather collect evidence?"

Give yourself at least three options just to expand your menu. Polish your answer.

Go forth and collect the evidence. Repeat as often as you want with each belief you wish to dismantle.

Your Most Empowering Belief

Here's the question – Are you fundamentally OK and good, and therefore, worthy to enjoy the blessings of life?

Or are you fundamentally flawed, depraved, and bad, and therefore, unworthy to enjoy the good things in life?

If you are a North American, the chances are you vote for unworthy.

I used to think this slant of believing you are fundamentally flawed to be human nature. Not so, it tends to be a North American trait. Other cultures don't have that hurdle.

People tell a story about a famous gathering with the Dalai Lama. Picture a room of spiritual teachers discussing how difficult it is to teach North Americans. It's difficult they say because North Americans turn any teaching you give them into evidence that they are fundamentally flawed, bad, and have been doing it wrong. North Americans feel certain that they don't measure up.

Even when these spiritual leaders teach self-compassion, North American students use the principle to beat up on themselves for not being compassionate enough with themselves. They use it to provide evidence they are flawed.

This description baffled the Dalai Lama. He had never felt that way nor had he ever encountered it. So, it appears to be a North American hurdle.

I know about this hurdle. It is my heritage. It might be yours, too. Most of my life I have felt fundamentally flawed and unworthy.

For whatever reasons, it runs deeply in North Americans. Not to worry, we'll fix it in a moment... After all, it's only a belief.

Look at this prayer I repeated aloud every Sunday at church –

*A general Confession to be said of the whole Congregation
after the Minister, all kneeling.*

ALMIGHTY and most merciful Father; We have erred, and strayed from thy ways like lost sheep. We have followed too much the devices and desires of our own hearts. We have offended against thy holy laws. We have left undone those things which we ought to have done; And we have done those things which we ought not to have done; And there is no health in us. But thou, O Lord, have mercy upon us, miserable offenders. Spare thou them, O God, who confess their faults. Restore thou those who are penitent; According to thy promises declared unto mankind in Christ Jesus our Lord. And grant, O most merciful Father, for his sake; That we may hereafter live a godly, righteous, and sober life, To the glory of thy holy Name. Amen.

Book of Common Prayer Church of England 1662

Yikes!

“And there is no health in us.” Double yikes!

“We have followed too much the devices and desires of our own hearts.”
You mean I can’t trust my heart? It makes me cry to think this.

Although this prayer is from the 1662 Book of Common Prayer – our church used the very same one three hundred years later. As I said before, this set of beliefs runs deeply through North America.

Could you find evidence to prove each declaration in the confession? Yep.

Could others find that evidence in your life? Of course, they could.

First, Christianity is wonderful. I like all the world religions. I do think the idea of original sin, which Augustine introduced into the doctrine 400 years after the death of Jesus, doesn’t serve you or me.

(If you're interested, Matthew Fox laid out the antidote in heartfelt scriptural detail in his book – [**Original Blessing: A Primer in Creation Spirituality Presented in Four Paths, Twenty-Six Themes, and Two Questions.**](#))

Let's contrast the "miserable offender" notion with a simplified look at Buddhism.

Buddhism says, "You are a Buddha now. You have Buddha mind now. The difference between an enlightened person and a non-enlightened person is the enlightened one realizes it."

Big difference, yes?

If you aspire to be a Christ, they will throw rotten foodstuffs at you or lock you up.

Here's some relief, look at this –

**You do not have to be good.
You do not have to walk on your knees
for a hundred miles through the desert, repenting.
You only have to let the soft animal of your body
love what it loves.**

-- Mary Oliver, from **Wild Geese**

You can use this verse from Mary Oliver's encouraging poem as a loving instruction manual. Let it give you permission. Let it redeem you.

I recommend that you repeatedly declare,

"I am fundamentally OK and good, and therefore, worthy."

Does it serve you? Choose. As I have said, you will collect evidence to support any of your beliefs. There is no fact of your goodness or your badness. It is just you saying so. Or others saying so and you agreeing.

Make up a story to show how you're worthy. Then collect more evidence.

If you believe that you are fundamentally flawed, etc., you based your belief on your stories. **THOSE STORIES ARE MADE UP, TOO.** They are invented.

Please, dear friend, make up a story that has you being worthy of love, joy, and prosperity.

Here's one of my not so useful stories –

I brought home a grade card with some average grades on it. My dad gave me the “You can do better, I am disappointed in you” look. I used that as evidence that “there was no health in me” and that I was “a miserable offender” who no doubt “had followed too much the devices and desires of his own heart.”

Do you see how this works? From the place of flawed, you will never get it right no matter how hard you try. You can't get there from there.

For what belief would you prefer to collect evidence?

I prefer to collect evidence that I am blessed. I am a Buddha. I am fundamentally OK and good.

I like these as proof of your fundamental goodness –

- Whenever you feel gratitude -- that is evidence of your basic goodness arising.
- Whenever you are present to your world -- that is your goodness arising.
- Whenever you trust the soft animal of your body to love what it loves -- that is your fundamental purity arising.
- Whenever you delight -- that is your fundamental joy arising.

The “Oh, Wow!” Experience

You know. The “Oh, wow...” experience occurs when you encounter something so wonderful you stop in your tracks, thought ceases, the world stands still, you catch your breath, and reverently utter something like, “Oh, wow...” (Your generation and culture may have a different phrase, I’d love to know what it is for you.)

I relate these three from this morning –

In the gray predawn light the haunting call of a horned grebe cuts through my routine and awakens me, tears form in the corner of my eyes at the wonder of it, “Oh, wow...”

As I step out my front door just before sunrise, the alpenglow of the Olympic Mountains stops me in my tracks, “Oh, wow....”

I turn my head towards the east, the silver rose light across the reflecting surface of the Sound stops me in my tracks and again, “Oh wow...”

Rumi says, “Let the beauty we love, be who we are.”

What makes you catch your breath with its splendor?

You Are the Expanse of Blue Sky

This metaphor might help you. Imagine that the vast expanse of the blue sky represents your basic goodness. Clouds come and clouds go but your basic goodness holds them all with ease.

Look up at a blue sky. Let the beauty you love be who you are. Now tell me you’re not magnificent.

Follow the Squealing Girls

I made a new discovery. Whenever I need an infusion of joy, I follow the sound of squealing girls. Last September, Suzanne and I moved to the beach. (You will hear more about this later in the book.)

At the beach, I can rely on the joy of discovery engendered by the waves, sand, critters, and rocks to cause squeals of delight to erupt at full crescendo capacity from innocent ones.

No muezzin ever cried anyone to prayer as enthusiastically or fervently. I hear the children's call and go to worship at the altar of Presence – the altar of right here, right now, the altar of irresistible wonder.

Right here, right now you have the possibility of encountering ecstasy so overwhelming you will squeal with delight.

The present is the only place where there are no stories. No interpretations. It all jus is. Whenever you want to connect to your core goodness, return to Presence.

Sometimes I scold myself, “How come I didn't see it? This joy was always right here.” (More evidence that I am not OK.)

“Oh, well, let that go, and hear the call of the squealing girls and join the ecstatic wonder.

“After all, William,” I remind myself, “You're wise enough to recognize the call of the squealing girls.”

**You don't even have to leave your room.
Sit at your table and wait.
Don't even wait.
Be still, be quiet, be solitary,
and the world will freely offer itself
to be unmasked, it has no choice,
it will roll at your feet in ecstasy.**

-- Kafka

You can use the squeals as evidence of the girls' inherent goodness.

You can use your heeding their call to joy as more evidence of your goodness arising because you are able to see and feel their joy. Again –

Rumi says, “Let the beauty we love, be who we are.”

Yes?

Go, follow the squealing girls.

You Can Unwind Your Double Standards to Your Benefit

Most people I know deem their friends as fundamentally good. Don't you? My friends think they are the only ones doing it wrong and are fundamentally bad.

So, look at your standard for your friends – they are fundamentally OK and good, right? This, too, is a belief for which you have collected evidence. This belief serves you well.

Simply apply the same standard to yourself – you are fundamentally OK and good, too.

These OK and good people have you as a friend therefore you must be good, too. Saying it a different way, you must be good to have them as your friends. Heap this on your evidence pile.

Now, let's dismantle guilt by playing with it some.

Guilt -- A Special Case

How to Eliminate Guilt Instantly

Because you have been observing life, you will easily recognize that all guilt is cultural, that is, guilt is a belief imposed from an outside source. That's both the good and the bad news.

Cultural rules serve a useful purpose, e.g. stop at red lights. Guilt does not.

You can easily eliminate guilt by harnessing what you have just learned about collecting evidence. You can use this sentence to lift the curse of guilt every time. Play with this sentence and modify it fit your situations.

Even good boys/girls _____ . (Fill in the blank.)

Examples:

- Even good boys/girls hate their mother sometimes.
- Even good boys/girls like sex.
- Even good boys/girls make mistakes.

Then collect your evidence. Think of people you admire who have done the actions over which you feel guilt. If you are like me, you may employ a double standard, berating yourself in ways that wouldn't even enter your mind about another person. I forgive the blunders other people inevitably make, but won't forgive myself for trivial breeches.

Do you see how this works? When you have guilt, you think you're bad because you have broken some rule. Rules come out of beliefs. Social rules because they are essentially parental, plunk you into a child state. That's why I suggest using "good boy or girl". When you do, you address the aspect of yourself that feels the guilt.

Guilt destroys healthy responses and serves no useful purpose. Guilt serves to deepen the belief that you are bad. You will then collect and generate endless evidence that you are bad. This doesn't serve you or your world. Furthermore, guilt feels very unpleasant.

The healthy adult aspect of yourself does not feel guilt. The healthy response to making a mistake is remorse, followed by making amends and taking corrective action.

When you make a mistake as a parent and feel guilt, then it is useful to shift the sentence to **even good fathers/mothers** lose their children in shopping centers, for instance.

Use the other roles you play in like fashion:

Even good fathers, mothers, sisters, brothers, husbands, wives, daughters, sons, etc. _____.

When you try this magic sentence, you will see that you can erase any guilt. Play with it, you will be amazed. Then go make any amends you need to make and correct any mistake you can.

Then create what you want in your life.

A sneaky place to discover your wants lies in unearthing what you don't want. On to the elephant ...

Carve the Elephant

Let's distinguish what you don't want from what you do want. If you're like my clients and me, you are much better at knowing what you don't want than what you do want.

Here are some examples from people who read my e-manual, **Simply Serene – Four Amazingly Powerful Ways to Be Instantly Alert and at Peace.**

They don't want to be...

- pressured
- harried
- rushed
- angry
- tired
- exhausted

... and neither do you.

**How do you carve an elephant out of a block of granite?
Cut away everything that doesn't look like an elephant.**

Make a list of what you don't want.

Good, you've made a list of what you don't want. Now, establish what the opposites of these items are.

As an example, let's take "rushed". What is its opposite?

- calm
- centered
- peaceful
- at ease
- what else...?

All these work for me. So, if you say, "I want to be calm." or "I want to be centered." does that bring you closer to what you truly yearn for?

Both of these are clearly something I want to feel and to be. Don't you? You have successfully carved at least part of your elephant. Just continue this process until the whole elephant emerges.

Now, you know you can use what you don't want as a starting place to uncover what you really want.

I love the elephant carving. I could spend days just doing this.

I am using it already to help clients and myself. It has inspired my yoga teacher and me to teach a class on breathing.

**Stacia Valley
Massage Therapist, Seattle, WA**

My dear friend Stacia Valley, an excellent therapist and one of the early readers of **Simply Serene**, put these principals into play to design and create her own healing center with some of her valued colleagues. She sat in her chair with pen and paper to hand, wrote “healing center” in the middle of the page and went through the steps using the **Carve the Elephant** techniques I first wrote about in **Simply Serene**.

In short order, she had a list of things and qualities she definitely didn’t want for her healing center and on a clean sheet of paper she had a neat column of those things she wanted.

Stacia formed the action plan and started to implement it. There were natural steps to take, for example –

- Get an office management/business coach.
- Find a space.
- Find great people to share the center with her.
- Figure out how much rent to charge.

Prepared with this clarity, within days she had the space and the people began to gather. Taking action can support your success.

Be aware, the action doesn’t make the goal come to pass, it simply acts as a vehicle to carry the intention, the vision, the carved elephant. It doesn’t really matter what the action is. Since this is true, let it be fun.

You accomplish your ends when you carve the elephant. That’s where the real work takes place.

What’s the Big Deal?

Why do I labor over this conversation about action? Two reasons –

1. You may think you have to do something you don’t want to do to get what you want. (Remember our conversation in the chapter, **You Can Invent Your Own Beliefs**.) This unexamined belief is so prevalent in our culture that you may

not even see it. You may think it is a natural law similar to the laws of gravity. It is not a natural law, it is unexamined belief.

To get what you want, you only need to decide what you want and then ask for it. You and I will talk about this as you move through the rest of the book.

In fact, if you find you are doing some activity you don't want to do in order to get something you want, stop it. Figure out how to make it fun or choose something else to do. Read my story about picking up garbage below.

You may have to take some action, but it can be fun. What action would be the most fun for you to take? Use your imagination to connect it with your vision.

2. Many people stop at the vision stage; people call these folks dreamers. Unless you move from vision to action, of some sort, you won't have what you want. You can choose the action though, and you can have fun with it. (I think taking action always helps, but that may be a male trait.)

Any time you have a vision of how you want to be, appropriate actions will naturally arise, like they did for Stacia. Do those first. After you have done those, you can re-evaluate from your new vantage point. You can then see what next actions naturally arise next. Then do those.

For instance, I want more money than I ever need. I also live in a city where litter spoils the appearance of my office building. I just used to complain about the beer bottles and food wrappers. Then I started to pick them up, but with each piece of trash, I also picked up huge amounts of resentment. This was a classic example of doing work I didn't want to do.

I stopped.

Then I made it into a game. Now, I collect trash around my building as a way to energize having more money than I ever need. I imagine

that the Universe gives me \$1000 worth of cash and other valuable goods and services for each cigarette butt I pick up.

Do I make money directly with the trash pick up? A little. Does the Universe bless me with thousands of dollars in value? Yes!

Is there a logical connection? Sort of. I clean up the Universe, and the Universe gives me what I ask for. Does it work? Yes.

I had two visions – more money than I ever need and a sparkling office space. Putting in some action achieves both ends.

(You can read about this in more detail in my free mini-course, **The Eight Fundamental Secrets to Living Well**. See **Appendix II** at the end of this manual.)

Another Story to Illustrate Vision and Work

One of my beloved clients, Hermes, came in with a knotted up prostate that restricted the flow of urine. Obviously, this was uncomfortable and worrisome.

He reported reading an article about a special fast that cleared up the prostate and purified the kidneys and the urinary tract. As he described the fast and the results one could obtain, I observed that his pelvis bowl began to glow with a golden healing light and I could feel the structures involved begin to ease and fall back into proper alignment. The cellular stress melted.

I delivered this feedback to him. Hermes concluded he needed to do the fast to effect the cure. Here's the point of the story. The cure was already in place. The energy had already shifted. He had embodied the means and the benefits of the fast through the power of the author's description. Hermes' imagination embodied it. He had already done the work.

Did he need to do the fast? Maybe? It's a matter of belief. If he believed he needed to do the fast then, he needed to do the fast. Likewise, if he believed he just had to let the healing energy fulfill its mission, then no. Remember our conversation on beliefs and collecting evidence.

I believe men like to take action. I like to take action. Performing the action of fasting would successfully carry Hermes' imagination and intention. Action in this way serves this purpose well. My feeling is take action of some sort. Is it necessary? You decide.

The truth is no matter what you will do something. You cannot exist without doing. Even sitting on the couch watching TV is doing something. You are doing – sitting on the couch watching TV. Lying in bed sleeping? You are doing – sleeping. See?

You might just as well align your actions with your intention. Just don't confuse the doing with the creative piece – the being.

Stacia's Elephant and Yours

How long did Stacia take for her process? I don't know. She had her healing center in mind incubating for years, no doubt. She had already mastered some of the skills you and I have been exploring, so she went through her process very quickly.

As you persistently practice, you will find you have your own amazing story to tell me. Many people have terrific results right out of the gate. The techniques unleash your inherent potency.

I want you to build the skill so you can call on it reliably the rest of your life. Imagine what your life will be like with this skill reliably in hand. I know you can achieve that.

Here are two examples from clients:

“I don't want those guys messing with my commissions,” Susan complained.

“I don't want to work where I am not being valued,” said Joe.

“What do you want instead?” I asked them.

This isn't always obvious, but if you ask those close to you, they'll know, or a Life Coach/Mentor can help you identify the details.

After some inquiry, Susan uncovered what she wanted. Susan wanted to get the money she had earned within two weeks of the close of the sale. I like this response because it's specific, and you can measure the results and easily determine if you got what you wanted.

In this case, what she wanted was feasible inside her company. What happens if what you want doesn't seem to be feasible? See the box below.

Open To the Possibility

I discovered an important secret about this strategy: Certainty, or lack of it, is inconsequential. You need only be open and receptive to the possibility, not necessarily completely convinced you can do it. So many of these high earners, when the thought of big money first crossed their minds, never really believed it would actually happen. Author and consultant Karen Page, for instance, decided in college she'd one day make \$100,000. "*It* was the most outrageous number I could think of. It didn't seem doable," she said. But by age twenty-seven, she was making that much. From **Secrets of Six-Figure Women**

Joe wanted to be valued. The 75% increase in his salary he recently received was a big help, but not enough for him to feel valued. How else might his bosses let him know he's valued? I asked him to be specific.

For most people, a sincere "thank you" goes a long way. That's what Joe wanted.

A Last Tip to Deepen Your Wants

Mike offered this tip as he helped me polish this book for you. It's a good one.

In Neuro Linguistic Programming (NLP – a potent therapy modality) we sometimes ask, “and what will that get for you?” repeatedly until you get a deep (enough) want. Someone might say, “I want a Mercedes.” and if you ask, “and what will that get for you?” it might turn into, “Then people will respect me.” followed by, “Then I can respect myself.” Then it's like, “Ohh.... so what you **really** want is to respect yourself.”

It's OK to still want the Mercedes, but getting clear on the whole picture helps.

Be as specific as you can about **your** wants.

Your Menu

What if you don't know you want a vacation in Tahiti because you haven't heard about Tahiti? If you don't know Tahiti is on the menu, you can't order it. What's on your menu?

V-8 Juice ran a commercial many years ago. It went like this – A man after choking down some horrible fizzy sugar drink from his refrigerator, smacks himself on the forehead with the heel of his hand and says, “Oh shoot, I could have had a V-8.”

Your beliefs limit what is on your menu and you don't know it. Can't know it. I pointed to beliefs in several places above. Mary Oliver's, **Wild Geese**, starts with freeing you from the belief that you have to be good.

Now, let's look at some strategies for expanding you menu.

Expand Your Menu

To expand your menu, you can start with a simple question: “What would you like to have on your menu?”

Ponder that.

You and I have four categories of knowing.

1. Things you know you know, e.g., if I let go of this ball it will fall to the ground.
2. Things you know you don't know, e.g., I remain ignorant of vast realms of higher mathematics.
3. Things you don't know that you don't know. Before I was introduced to the power of Owl Eyes, I didn't know that I didn't know there was a tool that could give me instant awareness and that it would change my life forever. (See **Simply Serene** in **Books by William in Friendly Resources**.)

The only way you can know that this section even exists is by noticing the times you become aware of something new and shift it into one of the other categories.

4. Things you don't know that you know. People often report wise words coming out of their mouths that they were sure they didn't know until they spoke them.

Spend a moment on these four items and recall an example of each for yourself. If you think about it, you will quickly see the section – what you don't know that you don't know – comprises the largest portion approaching the infinite.

OK, now menu expansion deals with the third category. The life you most want to live might not even be on your menu yet. The career I have been involved in for the last thirty plus years wasn't on my list of possible career choices when I was growing up. Certainly, natural healers practiced all over the U.S. and elsewhere, but I was lost in mainstream medicine and didn't

know that I didn't know I had another avenue. Acupuncture, massage, CranioSacral Therapy, naturopathic medicine didn't appear on my menu.

These options came the closest.

- Minister/priest
- Teacher
- Surgeon
- Family doctor

You will notice that natural healer is absent. Spiritual director is absent. Life coach is absent. CranioSacral therapist is absent.

I entered the job world as a junior high school teacher and soccer coach. My own curiosity led me to broader menus that eventually led to this career of life coaching, spiritual directing, natural healing, and CranioSacral therapy.

Joseph Campbell taught, "Follow your bliss." I say, "Follow your curiosity." Here is a list of ways you can feed your curiosity and broaden your possibilities –

- Watch foreign movies
- Read science fiction
- Travel
- Read **National Geographic Magazine**
- Read broadly
- Surf the internet, allow your browser to find sites in foreign languages.
- Listen to World Music – I recommend <http://kbcs.fm/>
- Learn to read Chinese characters
- Cultivate friends ten years older and ten years younger than you.
- Cultivate friends of differing nationalities, ethnic backgrounds, and religious affiliations.
- Cultivate friends who explore, too.
- Walk around a block you never walk around.
- Read your junk mail occasionally.
- Get off the bus at an unknown spot.

May your curiosity lead you to your heart's desire.

Resistance

Resistance crops up when examining your wants. It will, I promise. At one point, I used to lecture patients visiting our residential clinic. “The arising of resistance and negativity,” I said, “means you have engaged the deep workings of creation. Instead of worrying or giving up, celebrate. You can’t create without it.”

You may feel like you stirred up a hive of wasps by asking for what you want. All your limiting fears may buzz around your mind and try to sting you into submission.

Your mind chatter might say:

- “I can’t ask for that.”
- “I can’t have that.”
- “I am unworthy.”
- “I’ll never be good enough.”
- “I don’t have enough training.”
- “Good girls don’t do that.”
- “Suzie’s a much more gifted manager than I am.”
- Ad nauseam.

If you find your addictions (e.g. binging on cookies or bad TV) more active, you will know you have successfully engaged your resistance.

Joelle Everett says, “One of my teachers told us that whenever an important change was coming in her life, she had a strong desire to eat chocolate cream pie. After learning to recognize this pattern, she now goes ahead and eats the chocolate cream pie, and the change that is already in process becomes a reality.”

Hang on, there’s a solution ...

Curiosity Is Your Ally

One of the most powerful forces in the universe is curiosity. **Your** curiosity.

So, when you take your desired intention e.g. earning \$50,000 per year, being serene, feeling valued, or getting paid the commissions you have earned – and then drop this intention into a very special question – the **Magic Formula Question**, the universe engages its humongous curiosity on your behalf.

The universe loves to play with curiosity and a grand question engages it most profoundly.

As I said above, resistance is OK, maybe even necessary. It may also serve you better to rise to a more powerful level by engaging curiosity. By asking questions, you engage curiosity and you bypass your resistance. You'll see.

OK, let's reveal the **Magic Formula Question** ...

How to Create Your Magic Formula Question

Create your question in this form –

What would my life be like if _____?

Just fill in the blank with what you want. You know what you want because you learned how to carve the elephant.

For instance –

What would my life be like if Suzanne and I lived in a beautiful view home that we wholeheartedly loved?

What would my life be like if I had loving, supportive relationships?

What the Genie Can Teach You

One of my friends reminded me that he got training in learning to phrase things just right from listening to stories of genies when he was a child. So did I, and maybe you did, too. I hope so. These stories, and many cultures possess enchanting variations of them, all say the same thing.

When you get your three wishes, be careful what you ask for and how you ask because the genie will try to trip you up if he can. You have to outsmart him. You can only succeed if you quiet your greed and fear and listen to your true heart.

You can test to see if your **Magic Formula Question** fits what you want. Imagine drawing a picture of the item you put in the blank. Remember the example of being surrounded by drunks from the beginning of the book.

Look at these **WRONG** examples:

- “What would my life be like if I weren’t surrounded by losers?”
- “What would my life be like if I weren’t fat and stupid?”
- “What would my life be like if my knees weren’t failing?”

The first one looks good, but if you try to picture it, it would be a picture of a bunch of losers with maybe an X through it like the international DO NOT ENTER sign. Instead, you imagine the picture of what you really want – Picture yourself surrounded by loving supportive friends and family who all want the best for you and will go the extra mile to help you. See?

My clients provided these correct examples –

- “What would my life be like if I had three really wonderful friends?”
- “What would my life be like if I regularly traveled to fascinating places?”
- “What would my life be like if I felt truly valued?”
- “What would my life be like if I felt blissfully serene on my commute to work?”

My clients achieved these real desires.

Wouldn’t you be delighted if you could do this, too? You can!

Ask For Anything

“I can’t ask for that,” is the cry of the timid. Be courageous. Others have asked for everything you can imagine. Have heart.

You can ask for anything. It’s OK.

Ask big, ask small, ask for what you really want most in your life. And ask some more.

Jesus, the Christ, said,

“Ask, and it shall be given you; seek, and ye shall find; knock, and it shall be opened unto you”

And again --

“And all things, whatsoever ye shall ask in prayer, believing, ye shall receive.”

One Thing at a Time & First Things First

Most people are able to pay attention to only one or two things at a time; more than that and they dilute their intention, their focus. For this reason, I recommend you work on no more than two or three **Magic Formula Questions** at a time. Remember the genie’s three wishes – it’s the rule all over the globe.

Keep dropping the question into your heart until you get the results you want. This usually happens very quickly.

“What do you mean, William, drop it into my heart?”

“Hmm, let’s see. You formed your question and wrote it down. Right? OK, now say the words silently or aloud if you can, and imagine the words sinking slowly from your mind into your heart like a pebble in a pond.

“It helps me if I inhale deeply, and slowly exhale as I imagine the image drifting down into my heart.”

One day you’ll look up and ask, “What would my life be like if I were truly serene?” And you will know, because you will simply be serene.

Another tip from Mike:

In NLP, we practiced stating beliefs from three different places: our head, our heart, and our gut. You would just make the statement while aware of that place in your body, or as if it were coming from there. Invariably, saying it from the heart and the gut felt more deep and strong and resonated more with people than statements from the head.

After you have had success with your first questions, you can design other questions and continue down the path to creating the life you wholeheartedly want to live.

Where Do You Start?

Trust the aphorism –

First Thing First

Unless something is glaring at you, I suggest you look at money first. That’s where many folks go first anyhow. Primary relationships ranks second.

Here's the rub. Greed will surely ruin your life. Money worries, however, tend to drag your spirit down. What to do?

I offer some ideas for you to ponder as you determine what's first for you.

It isn't until you are making or have as much money as you want that you realize the hoary truth – more money can't buy happiness.

But until you get to that level, more money can make you happier. Handle money first. Once money no longer limits you, you will discover what's next for you.

Try small miracles just to get your feet wet. Small miracles are those that change your life but when accomplished, you and your friends will dismissively say, "Oh, that would have happened anyway." Forgetting that you spent years not achieving that very goal.

For an in-depth look to help you discern what you might choose first, second, and third read the profound wisdom from the father of humanistic psychology, Abraham Maslow, in my later chapter titled – **Sex, Power, Money, and Safety – Welcome to Your Lizard Brain.**

Before you get started with how to work with the **Magic Formula**, let's add the icing to the cake...

Feelings & Being – The Finishing Touch

To complete the process of building a **Magical Formula Question** include an active feeling or descriptive emotional word to the question. Imagine the feelings you would have if you had more money than you ever needed? How would you feel?

For instance:

- Confident
- Warm
- Satisfied
- Fulfilled
- Strong
- Happy
- Happily
- Enjoy
- Enjoying
- Joy
- Joyfully
- Celebrating
- Proudly
- Calmly
- Serenely
- Peacefully
- Delightedly
- Delightfully
- Delighted (I like this word.)
- Enthusiastically
- Enthusiastic
- Lovingly
- Triumph
- Triumphantly
- Pleasantly, etc.

Tip: Words that end in “ly” have a powerful hypnotic effect. Don’t ask me why. I suggest you use them.

Here are our four examples from above. How can you add descriptive emotional feeling words to them to make them more powerful?

- “What would my life be like if I had three really wonderful friends?”
- “What would my life be like if I regularly traveled to fascinating places?”
- “What would my life be like if I felt truly valued?”
- “What would my life be like if I felt blissfully serene on my evening commute?”

Pick one that’s close to what you want and ask, “How would I feel if this came to pass?”

What would my life be like if I regularly and *happily* traveled to fascinating places?

Easy? Feel better?

The last example: *blissfully serene on the way to work* is already set to go, because the goal for this one is the feeling. This is also true for the one above it, *felt truly valued*. *Felt* implies the feeling, of course.

Here's another example:

What would my life be like if I *triumphantly and happily* completed my project on March 11th 2006?

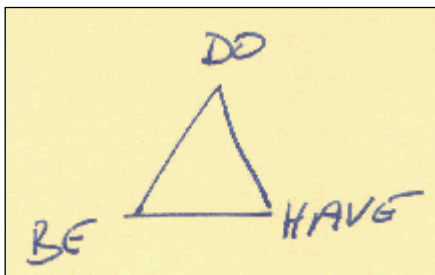
When I was searching for our new home, my friend, Morris, asked me, "How do you want to feel in your new home? Warm? Safe?" Good questions. You want things because of the feelings you imagine you will get when you have them.

Also explore how you want to be or who you want to be. "Being" surpasses "having" by a wide expanse. When you handle who you want to be and how you want to be, what you want to have pretty much takes care of itself.

For example – I want to **BE** wealthy. This will necessarily mean I **HAVE** money. It will also assure I have more than just money. See?

You want the things you want because of how you imagine they will make you feel or let you be. Start with being.

Be – Do – Have



When you look at the triangle at the left, you will notice that each vertex has a word – BE, DO, HAVE.

The whole cycle of creation proceeds from vertex to vertex.

In this culture people mostly think that one **does** something to get (**have**) something, then one can **be** someone. For instance, one plays well in football and scores a touchdown, one gains the gold ring and the laurels, then one can **be** the hero.

I suggest you start with BE and from that the right action, what you DO, will emerge naturally and you will **have** what you want.

Here's an example – I want to be a wizard. **What would my life be like if I were an accomplished wizard?**

I want to be happy. **What would my life be like if I were happy?**

Out of these **Magic Formula Questions** actions (do) will naturally arise. Then I will **have** what wizards **have**. What do wizards have?

Happy people **have** happiness. Clear?

Equipped with these ideas, you can go back and refine your **Magic Formula Question** now.

Polish Your Words

I suggest you play with your question until it feels like poetry. Polish it until it feels good to say. You want your body and heart to be pleased with the question. Notice how it feels when you say it. When the question feels right, you have nailed it.

When I work one-on-one with people, eventually they will relate a story that speaks to something that really works in their life. They usually aren't aware they have done this. I know it works for them because their whole body shifts, they sit differently, they smile, they become more animated, and they become radiant.

Whenever Sally even mentions going to her special place in the Cascade Mountains, her body comes into alignment and her energy flows beautifully. You can see her change and become radiant. The sun rising over the mountains couldn't be more obvious than her shift. In the beginning though, **she** didn't notice the energy shift. She had to learn. You will, too.

You want your question fit you the same way talking about her special place fits Sally. You want to feel changes in your body, and you want to shine just by asking the question.

You will find many acceptable ways to phrase the question. Use the way that feels the best, looks most appealing, or sounds right to you. Polish the question until it is right for YOU.

Poetic Rhythm

The rhythm of the sounds in your question contributes to the feel of what functions best. Play with the rhythm. Reading the question aloud will add much to your refinement of the question.

Speaking it aloud impresses your mind in a way that differs from saying it internally does. You benefit from speaking it aloud.

Work with the rough pebble, toss it into the clear still pond, and keep polishing the pebble, clarifying the question until it shines.

Go for it.

Sample Questions from My Life

I want to provide a couple of real life experiences of mine to give you something to explore.

One

I wanted to have money handled in my life. I offer the classic formula based on an affirmation that financial guru, Suze Orman, suggested.

She suggested: “I have more money than I ever need.”

I converted it into the considerably more powerful **Magic Formula Question:**

What would my life be like if I had more money than I ever needed?

I like this because it does not specify a fixed amount. It handles the core need – having more than enough – and it handles the experience of having what I want.

Two

I have been working as a therapist and life coach for over 30 years. I want to continue working as a therapist until at least 2017 when I will be 70 years old. I may wish to work longer. My father worked until he was about 83. His work took a different shape by then, but he continued, because he loved it and he continued to contribute.

My question involved finding a work rhythm that allowed me to stay present and clear with private clients while earning more money than I/we spent.

As you may have noticed in your own life, too much work can make you grumpy and resentful. It did me. When patients would show up for appointments, I might have wanted to snap at them. I didn't, but I might have wanted to. To me, this looked like a symptom of burn out. I did not wish to be a burned out martyr. Do you?

I wanted something that was sustainable. I wanted and still want a rhythm that will be easy, fun, and productive until I wish to retire in my seventies or eighties.

I promise my clients and myself that I will show up, be present, and be happy to see them. How does one do that?

I settled on a plan of working for eight (or nine) weeks with patients, then taking two weeks off.

One week off isn't enough to recharge my batteries. The work I do demands much of me. I get self-critical about my energy and stamina and I unkindly say to myself, "You should work more. You're a wuss." I moved through these crippling self-judgments and decided the eight on two off would be great.

Several years later, the plan is working beautifully.

Listen to this part of the success. I see just as many patients per year as I did before but I don't get sick or have slack times for the most part. The schedule has just figured itself out.

Before I used the **Magic Formula**, it would take my practice five or six weeks to get back on track every time I took two weeks off. Now it works smoothly. Cool, huh?

Here's my **Magic Formula Question** –

What would my life be like if I worked eight weeks and took two off?

Couple that with -- **What would my life be like if I had more money than I ever needed?** -- and everything is handled.

Sadly, I don't recall the actual question I used initially but over time, it boiled down to the above.

I could have started with

What would my life be like if I had a delightfully prosperous practice where I worked eight weeks and took two off?

I like this second one a whole bunch. What do you think?

Can you see the process? Over time, the question evolves to fit more refined needs.

Avoid These Traps

You and I can easily ensnare ourselves in these very human traps. Avoid them.

Trap I – You don't have to figure out how you can make the miracle come to pass. Just ask for what you want. **Leave the "hows" to God, the Universe, the Sacred.** Mike Dooley stresses this strongly in **Infinite Possibilities** and he kindly reminds you often in his **Notes from the Universe**. (See appendix.)

You may find it hard to imagine that God, the Sacred, the Divine can figure this all out. I do, but have faith. Just persistently ask the **Magic Formula Question**. That will be sufficient.

At the time I was designing my question – working eight and taking two off", I couldn't imagine **how** that would work. It seemed impossible. I still don't know **how** it works, and thank God, I don't have to.

I don't really know **how** this computer works, but I can use the software to write this manual for you. I don't have to know **how**. I think and write. It computes.

Trap II – Let the Sacred handle the timing. You don't have a clue what arrangements the Universe needs to make to have it all work out for all involved. It may take a bit longer than you imagine. Just trust in the perfection of the result and of the timing.

Have faith.

The natural condition is one of insurmountable obstacles on the road to imminent disaster.

--So what do you do?

Nothing, strangely enough it all turns out well.

--How?

I don't know it's a mystery.

From Shakespeare in Love.

Trap III – Operating from fear. The next chapter contains my story of fear. The cure remains the same as for **Trap II** – namely have faith.

Fearsome Life Challenges – One Sample

It may be obvious to you, but life's challenges often surprise. Life runs smoothly until it doesn't. When it doesn't, I can suffer from a time of fear. One of my inner children, usually the five-year old, panics and resorts to his prime strategy for handling the problem – try to please my mother. Even when she has passed on, this five-year-old still wants to please the imagined mother inside. (Psychologists call it the parental introject.)

In these periods of scary challenges, I want to create from a deep place. I want to listen to what is emerging. (The word emergency comes from emerge.) The **Magic Formula** can be vital at these times to encourage the emergence of our deepest spiritual evolution.

This sample demonstrates how I worked through hard times with this magic. It also illustrates the way God, the Sacred, the Divine handles the “hows”.

We're looking for a new home as I write this book. Neither of us wants to move. We love the house and the neighborhood. We have block parties and know all our neighbors. We have an 800-acre park behind and around the house. Raccoons, cats, and opossums come drink water from the birdbath. Suzanne's hip and personal history make our three flights of precipitous stairs too much.

We feel a bit like we're being kicked out of the nest again. Our 25 year old daughter, who lives with us, definitely feels that way.

The emotions of guilt, shame, and fear block the process of getting what I want.

To free up the sense of being stuck in the process as well as feel good emotionally, I find it useful to converse with the inner child in me who holds limiting fear-based thoughts and painful emotions.

Here are five-year-old Willy's thoughts –

- I can't do anything right. (I can't please Mom.)
- I should be able to do everything right.
- I am bad because I am not doing everything perfectly.
- We'll never find a house as good as we have now.
- I'm bad because I can't heal Suzanne's hip, and I am supposed to heal her.

Willy feels hopeless, helpless, and scared. Right? The wise William knows these sentences are delusions. Willy knows them as facts. What to do?

Wise William will have a chat with Willy. Just like talking to an outer child, you can't bully or talk down to your inner child and expect change. You have to start with where they are – depressed, scared, and overwhelmed in this case.

I suggest you do as I do – write your dialog in script form as in a play. This will help you to keep the voices separate as you work. The act of writing also helps drag you into the present more fully.

Fear and delusions do not and can not exist in the clear light of Presence, the same way a nightmare fades with the dawn.

For the full-blown version, move between two chairs facing each other and speak aloud the child's part then respond as the adult from the opposite chair. Continue alternating back and forth until every one smiles.

Doing this in bed in the dark at 3:30 AM does not work. You will just loop in circles never getting anywhere. I feel fairly certain you know this.

Here's the dialog I had this morning –

Willy: I can't do anything right. I should be able to do everything right. I'm bad. We'll never find a house as good as we have now. I'm bad because I can't heal Suzanne's hip, and I am supposed to heal her.

Wise William: OK, Willy, that's a lot. Can I remind you that you've written four books? You have done something right.

Willy: (Uncertain where this is going.) Uh, huh...

WW: Can you see that all those people who wrote you “thank you” notes were really helped by you?

Willy: (Listening a bit now) Uh, huh...

WW: Do you remember that you found the house on Heverlo Road and the one on Rose Hill and the one we live in now on Eaton Place.

Willy: (Voice rising in pitch and volume almost crying in helplessness.) I didn’t find them. Scott found Heverlo Road. Harry found Rose Hill. And Jim found Eaton Place. I didn’t.

WW: Did you want them to be found?

Willy: Uh huh.

WW: Well, Willy, that’s how it works. You ask for what you want and God, the Universe, the Divine, the Sacred, the Beloved finds it for you and then tells someone who takes you there. He told Scott, Harry, and Jim.

All you need to do is to ask really clearly. Maybe draw a picture with your crayons. Then go out and play.

Someday, someone will call as Jim did saying, “Hi, Willy, I am standing in the living room of your new house.” Remember? And it turned out to be your new home on Eaton Place.

Willy: Yes.

WW: And didn’t you really want to live in that neighborhood? Didn’t you find the neighborhood and tell Suzanne about it years before?

Willy: (Beginning to smile.) Yes.

WW: (Smiling, too.) And don't you think God knew that you really wanted to live there?

Willy: (Really smiling now.) Yes.

WW: God just had to wait until a family was ready to move, and it was a perfect time for you to move, too. Then he told Jim. That's how it works. You ask for what you want, and then go out and play.

Willy: OK, can I go and play now?

WW: OK, see ya.

You can use conversations like this to work with any depression or overwhelm. Find your limiting sentences, find the delusions underneath them, gently remind the child of his/her power and the loving support s/he has from you, friends, and God, the Sacred, the Divine.

Someday, I will flesh out this process more in a book. For now, you can read David D. Burn's excellent book, **Feeling Good**.

This encounter with the little one reminded me of the sense of support we felt in our Heverlo Road home and the Eaton Place home. We were supported by our neighbors and Nature. The underground Heverlo Road home was adjacent to a 9000-acre state park and deer grazed on our roof.

So I had to adjust the magic formula question to incorporate these important supports.

Here's the first version.

What would my life be like if I lived in a beautiful view home with a wonderful floor plan, easy to get around in that we wholeheartedly loved?

Here's an upgraded one –

What would my life be like if I lived in a beautiful home with a wonderful floor plan, easy to get around in that we wholeheartedly loved?

I only changed one word – I dropped out “view”. My thought was, “Why restrict the Beloved? If it’s beautiful, and I wholeheartedly love the home, it doesn’t matter if there is a view or not.”

In general, it’s a good idea not to restrict the Universe. Let Her find what performs best for you. She may come up with something much better than you could imagine that way. In this case, She knows I want a view, just as She knew I wanted a house on the picturesque Eaton Place.

Here’s the revised version after talking with Willy.

What would my life be like if I lived in a beautiful home that we wholeheartedly loved with a wonderful floor plan and where we were lovingly supported by the community of humans and Nature?

Recall Morris’s help in finding how I want to feel. I have more feelings to incorporate in the above formula. I continue to work with this and to refine it.

Please note: I work with **The Magic Formula Question** I currently have at that moment using it while still refining it. I just keep using the newest “best” version during all its different stages. Don’t wait for perfection; just go with what you have.

I will polish it some more per the instructions and tips above.



NEWS FLASH – it all worked. While writing this book for you, Suzanne and I found our new home. Look at this view. This photo taken from our living room shows the view of “our” deck, actually the deck is a city park, Puget Sound, and the Olympic Mountains barely visible in the clouds.

So you can see, my **Magic Formula Question** didn’t have to be perfect for it to work.

How You Can Work with Your Magic Formula Question

Ask the question with full curiosity and sincerity as many times a day as you want. The number of times doesn't matter; your sincerity and intention do. Sincerely ask the question and drop it into your heart or your belly. Don't *think* about it or go up in your head; just drop it into your heart, into your belly.

When I am too much up in my head, I use a visualization to drop it into my heart/belly. Imagine your question as a wonderful, treasured pebble. With a child's wonder, toss the treasure into a clear, still, woodland pool. Watch with the fierce curiosity of a child as the ripples go out. Watch with delight and fascination, watch as the ripples bring back your heart's desire.

Notice, there is no resistance, you're simply watching ripples and being curious.

A Variation

If you are asking for something that really engages your resistance or your doubt, you can use this variation. This question sidesteps your resistance and doubts beautifully:

“I wonder what my life would be like if _____?”

There is not much difference here. You just add, “I wonder”. The “I wonder...” distances you just a bit more. It makes it safer for your fearful self to engage in the question.

One of my smart friends pointed out another advantage to this form of the **Magic Formula Question**. She feels that the “I wonder...” triggers her curiosity even more than the basic question. Some like the way it rolls off the tongue. How's it feel to you?

The more curiosity, the more power.

When you step out of your comfort zone, you engage your resistance the most. Your resistance wants you back in the known zone of comfort. It confuses this zone with safety.

My resistance engages when I consider earning enough money to travel anywhere in the world, as often as I want, from the sale of my landscape etchings. That looks impossible from where I am now with my art sales.

Here's the question:

What would my life be like if I earned enough from the sale of my landscape etchings each year to allow me to travel anywhere in the world I wanted as often as I wanted?

It needs some polish, but get the idea?

For practice, how would you polish this? Make up three different versions. Remember there is no right way, just the way that feels the best, looks most appealing, or sounds right to YOU.

HEADS UP – THE QUESTION HAS A BIG FLAW IN IT.

As an example of resistance, it makes its point. But when I write a **Magic Formula Question** this way, I set myself up for trouble.

Can you see how?

Here's the problem. I have two wants and I have linked them together, making them conditional. Why stress myself and the Universe with this? As I said above, it's not a good idea to place restrictions on the Infinitely Wise.

Want #1 – travel anywhere, any time.

www.BodyAndSoulMentor.com

Want #2 – sell my art.

Want #3 – have my art be valued.

Want #4 – have lots of money.

The best thing to do would be to separate them into as many **Magic Formula Questions** as is useful:

- What would my life be like if I were able to travel anywhere I wanted any time I wanted and be able to take anyone I wanted with me?
- What would my life be like if I sold my art to people who truly loved it?
- What would my life be like if I felt my art and my skills were valued? People can value my art and my skill in other ways than money.
- What would my life be like if I had more money than I ever needed? This allows money to just flow independent of any particular pathway.

See?

Here are some sample questions. What do you think?

- What would my life be like if I felt supported by my father?
- What would my life be like if my acupuncture meridians remained balanced and the Qi (chi) flowed perfectly?
- What would my life be like if my chakras were in perfect harmony?
- What would my life be like if I felt strong and vital?
- What would my life be like if I were strong and vital?
- What would my life be like if I had more money than I ever needed?
- What would my life be like if I earned way more money than I spent?

Trick question -- what would my life be like if I were out of debt? Can you see why this won't work?

My Magical Wife

Suzanne is so magical that she just has to utter the first words of the question, “I wonder what my life would be like if?” And anything in her life that needs assistance resolves into perfection. She skips all the editing and just uses her powerful intention aimed at the target.

I recommend that you and I stick with polishing the words, but I wanted to let you know how powerful intention is in combination with curiosity.

You Can Power Up

You can add power to your **Magic Formula Question** by pretending.

William James, father of American psychology, discovered that you could cultivate a character trait by assuming it. If you **acted as if** you had the trait, soon you would genuinely own it.

In modern jargon, folks use the phrase -- **Fake it until you make it.**

Take one of your **Magic Formula Questions** and act as if you had achieved your ends already.

In the example above --

What would my life be like if I had a delightfully prosperous practice where I worked eight weeks and took two off?

To act as if I had achieved this goal, I just went through my calendar and blocked off eight-week sections of work with two weeks off. I stepped out on faith, acted as if it were working and as if it was the most natural thing in the world.

Ta Daa... It worked.

If you change your thinking, William, but not your behavior, you haven't really changed your thinking.

The Universe

(See Appendix I for more **Notes from the Universe**)

Act Like an Animal

An American football lineman wanted to improve his game. The player wanted to be alert, fierce, indefatigable, and cunning. His mentor asked him what animal he could **act as if** he were that would embody these traits. They settled on the badger.

The badger is all those things and works well for this example.

Which animal would work for you with your **Magic Formulas**? It's a fun approach. Consider it.

Sharing Your Vision

I am a recovering workaholic so I was a bit disconcerted by this “easy” schedule. I never told my workaholic father for fear of his disapproval. Be wise about with whom you share your visions. Remember Jesus and your pearls.

Give not that which is holy unto the dogs, neither cast ye your pearls before swine, lest they trample them under their feet, and turn again and rend you.

Not a pretty sight.

When you share your vision, at least four things can happen.

- As you share the vision, your intention and focus can weaken and become more dilute. This sets you back.
- As you share your vision, it may kick up resistance and jealousy in others. You may have so-called friends who just love to kick the supports out from under you.
- As you share your vision, some will simply attack you and your dreams, belittling them and ridiculing you.
- As you share your vision, some will fuel your dreams and add vital missing pieces to the puzzle or direct you to a next step or the perfect resource or contact. “You know who you should talk to...”

In response to why he ran the ball all the time, an American football coach said that anytime you threw the football three things could happen and two of them were bad. Why throw the ball?

Sharing can be vital. Share wisely. Contain and control your energy. You can see the importance of creating a support network – your supportive village.

What follows will delight you. Smile...

You Can Add this Delight to Weave Deeper Magic -- Smiling Eyes

If you have read **Simply Serene**, you will have noted that I favored smiling eyes there as well. Deceptively simple, it empowers all that you do. Just doing smiling eyes will transform your life entirely, and you can skip all the other techniques. Really.

With smiling eyes, you will attract all benevolent forces and allies to your side. All blessings will flow to you.

Smiling eyes lets you wag the dog of your nervous system.

What Is the Smiling Eyes Technique?

You simply put a smile in your eyes.

Do it any time & every time you remember. Let them twinkle. A smile on your face is good, but not adequate to trigger the full nervous system and magical energy benefits offered by smiling eyes.

I feel sure you know this from your experiences of observing others. When someone smiles at you, but the smile doesn't reach their eyes, you become wary and distrustful; isn't that so?

The opposite is also true. How do you feel when you are around a person with twinkling eyes? Don't you feel special? Let your smile reach your eyes.

Observe statues of Buddha. Their eyes sparkle even behind lowered eyelids. The hint of a smile on their faces reveals the deep joyous spirit within.

Make it the first thing you do when you use your **Magic Formula Question**. Put a smile in your eyes, and then drop the question into your heart.

Magic will ensue.

The Research

Research shows that when you have a smile in your eyes, your autonomic nervous system shifts to a healing, happy, and restorative mode. You feel good and heal more deeply and rapidly. Good medicine.

German researchers designed this experiment. Try it for yourself.

Place a pen crosswise between your lips. Notice, how this affects your smiling abilities. The muscles and nerves needed to hold the pen won't permit a smile.

Now try it crosswise between your teeth. This sets your muscles into a smile. Can you feel the difference? Try them both now.

The experimenters broke people into two groups. One group had the pen between the lips, the other between the teeth. Both groups read cartoons. Can you guess which group found the cartoons more humorous?

Right – the between-the-teeth, smiling group laughed much louder, longer, and more frequently. Sign me up.

Suzanne wonders, “Did they drop their pens?”

Try using the pen between the teeth when you ask the **Magic Formula Question** or anytime you feel too blue to muster a smile.

My research staff reported:

I like this a lot! As I was reading this part, I was feeling blue, so I did the pen-between-the-teeth thing and went over my questions again, and the flavor of it was very different.

OK, you're smiling. Now would you like to know how the magic works? Yes? Check out this last tip and then read on.

One Last Tip...

My book, **Looking Deeply into Presence** will deepen your work with the Magic Formula many fold. How?

- By deepening your connection to the Sacred.
- By deepening the clarity of your most heartfelt wants.

You can see more about how you might benefit in **Friendly Resources**.

How I Developed the Magic Formula

My friend, Rebecca Holt, recommended an Aikido book because she found a cool thing in it. I no longer recall the book but it nudged me into an epiphany. You may know that Aikido, a Japanese martial art, pays a great deal of attention to energy and employs it in its techniques.

The Aikido teacher in the book had this conversation with her students –

“Feel the energy in the front of your body,” the sensei suggested.

“Uh huh...” the students mumbled.

“OK, now notice the energy in the back of your body?”

“Uh huh...”

“OK. Now, what would it be like if they were balanced?”

POOF! BALANCED!

When she asked the question, instantly, everyone’s fields balanced. Instantly, mind you. As a BodyTherapist, I have trained to sense this mind/body energy shift the Aikido sensei noticed. The dozens of people I have tried this with can all balance their fields.

So what?

You’re almost to the epiphany... Drum roll please.

When I simply ask people to balance their energy fields between front and back, they cannot do it. In fact, sometimes the fields oscillate horribly for a second or two and often shift further out of balance.

“Well, William, I still don’t see the big deal.”

“It’s like this... when you ask me to do something I believe or think is outside my ability or downright impossible, I quail.

“I go up into my head and have a rapid conversation where all my doubts freely express themselves and conclude that it’s impossible. (This takes place in less than a second.) I may access the fields and try to balance them, but I really don’t know what I’m doing and the conversation about its being impossible anyhow continues to run through my head on fast forward. Woof.”

“I see that part, William,” you respond. “Of course, people can’t do it. What’s the big deal? They can’t do it.”

“The big deal,” I rejoin, “Is that they *can* do it, if you make the request by asking a question and ask the question in the right way.

“If you ask them a question, they can do it. Framing your request as a question and forming it correctly elicits the response that accomplishes the impossible.”

“If you ask the question outright, their internal doubters and naysayers get engaged. If you shift to the **Magic Formula Question**, then they can achieve the impossible.”

The first form is not even a question. It is a command – “Balance your energy fields between the front and back.” You try to comply but don’t have the equipment, the wherewithal. You don’t think you know how to comply. Maybe you even resist when anyone tells you what to do. Whichever applies to you, you end with pitiable results.

The magic question asks – what would it be like **IF you could**...

“If you could” activates a completely different set of responses.

The only way the mind/body can make sense of and interpret the phrase “If you could” is to try it on just the way you would try on a new jacket in a store. Put it on and see how it feels.

If you had a magic mirror similar to the three-sided mirrors in clothing stores to gaze into when you asked a question like, “What would my life be like if I had more money than I ever needed?” you would see yourself wearing the life of someone who had more money than they ever needed. You would radiate those energy fields – those colors, if you will, those frequencies. You would see the universe resonating and relating to those colors you were wearing.

You will remember that the energy fields in the front and the back balance in order for the question – what would it be like if they were balanced? -- to make sense. What do you suppose happens to the field when you ask another sort of question like – What would my life be like if I had more money than I ever needed?

Do you suppose you mind/body energy field shifts? Well you suppose correctly, even if it is for but a brief instant. It shifts. You shift. Remember Sally’s shifts when she talked about her Cascade Mountain retreat.

What do I mean by mind/body energy field anyhow?

Mind/Body Energy Field

The mind/body energy field has many names in many cultures – Soul. Dream Body. Energy Body.

All the names may sound like mumbo jumbo, but they point to something real even if not well or specifically defined. I’m not going to engage in a rigorous scientific or theological conversation. I just want a tool that has practical applications that you and I can use.

For our purpose, let’s imagine every living thing, including you, has an energy field including you. Further, let’s imagine that this energy field

surrounding you looks like a golden egg of light that glows and radiates for some distance around you.

This light affects all other beings within its proximity. Some beings radiate further than others, much as a large magnet will affect iron filings at a greater distance than a small magnet. In a myth about Buddha, it is said you could feel his presence fifty miles away. The truth of this does not matter, but that they tell stories about the field informs you that the phenomenon is well regarded and widely known.

Now, let me add the notion of a radio beacon to the glowing field. You know that some radio stations transmit with 50,000 Watts and can be heard long distances away. The information in its glowing field of light (radio waves are invisible light waves) remains clear and focused, free of static over many miles, maybe over many states.

Now, let's imagine that the Universe wishes to grant your requests. The clearer your **Magic Formula Question** and the farther it radiates or the more often you broadcast a consistent message, the more able the universe is to bring you and your goal together.

OK, for now imagine you and I are energy beings. You may recall my story of Hermes earlier. Just by picturing the curative benefits of a fast, his energy body shifted. Because you consciously choose and work with the **Magic Formula**, you harness substantially more power.

Let's look at three possible explanations on how this might attract to you what you ask for.

How Does It Work?

Below I list three ways that explain how the Magic Formula could work. Like all models, none of them is correct, but each one points to the possibilities. The famous phrase – the map is not the territory – summarizes the problem and the value of maps. (I love maps.)

- Resonant Frequencies
- Complex Systems and the Butterfly Effect
- Co-Creation

Resonant Frequencies

As an engineer at Harvard, I studied resonant frequencies. The physical universe contains many examples. I will tell you two stories.

One: If you have a pair of grand pianos in a lovely drawing room, and you play a middle C on one of the pianos, all the other Cs will resonate on that piano because they relate. More importantly, strings of the middle C on the paired piano will also vibrate.

The vibration spreads and any sympathetic system will respond with a like vibration. Resonance causes this distant effect. Middle C is the name of a specific frequency. (Frequency means oscillations per second.)

Two: The infamous bridge, Galloping Gertie, which spanned the Tacoma Narrows, was literally a textbook case of resonant frequencies gone bad.

Like the middle C played on the strings of the piano, the winds blowing up the channel happened to play the exact note of the “string” that formed the bridge. The “string” began to oscillate in bigger and bigger amplitudes until eventually the oscillations tore the bridge apart.



Here is the bridge at maximum twist. The sidewalk on the right rises 28 feet above the other.

I recommend you look at the films at some point. Use the film to impress your mind with the overwhelming power a tuned frequency can

have on a system. You can find one here (it may load slowly):

<http://www.pbs.org/wgbh/nova/bridge/tacoma3.html>

More still photos here: <http://www.ketchum.org/bridgecollapse.html>

In much the same way the wind affected the tuned bridge, your shift in body/soul energy resonates with the universe to produce your desired result. It wasn't just one puff of wind but the consistent tuned effort over time. So, as with the bridge, you too will have to repeat your **Magic Formula** to achieve resonance.

In Wallace D. Wattles **The Science of Getting Rich** and **The Science of Being Well** he relates the concept of the formless substance from which creation derives all that is form. You can think of it as an infinitely large lump of modeling clay, which you shape with your mind to create anything of your choosing.

Your **Magic Formula Question** powerfully activates your body/soul energy field and the formless substance takes form. (See references for more in the back of the book.)

The Butterfly Effect

Complex systems and chaos theory have changed the way scientists have come to look at the world. These theories explain some phenomena very well where historically Newtonian physics has failed.

Above I talked about your being a radio beacon broadcasting the song of your **Magic Formula Question** into the universe. That explanation satisfies some of the questions of how this all works. Some, however, would argue that each connects to the complex system that comprises the entire universe.

Each affects the entire universe. Let's hold onto our egos for just a bit here and look at weather patterns.

This idea has its primary metaphor in the concept known as the Butterfly Effect. Weather systems across the planet relate in complex ways scientists cannot determine in the specifics. Small, local changes influence the whole of earth's complex weather system. It operates as one big system. Scientists poetically dream that a butterfly flapping his wings deep in the Amazon rain forest sets up a chain of events that culminates in a storm in the China Sea.

Life is a complex system that behaves in the same fashion as the earth's complex weather system. I prefer this model to the radio beacon one. Neither really describes the mechanisms, but they point to them adequately.

On to the third and friendliest perspective...

Co – Creation

Mystic and teacher, David Spangler, reveals another viewpoint which I embrace, too – the idea of co-creation. In this notion, the object you want to draw to you possesses a life of its own and in fact is not an object any more than your best friend is an object. It wants to manifest you in its life as much as you do.

How does this work with, say, wanting a delightfully prosperous therapy practice? It doesn't look like a solid object such as a Toyota Prius. How can one think about this? The easy way is to imagine a life force that you can relate to that represents the therapy practice. A traditional view posits a guardian angel or a deva in the role.

Once you have identified this living entity, even if it feels imaginary, you can relate to it and converse with it. Listen to what it says. Its insights will be very useful to you.

As I write this section, I find that I need to go into partnership with the being who personifies my mentor website – www.BodyAndSoulMentor.com. I am beginning a relationship with a wise Merlin type with long hoary beard

and robes whom I address as Mentor. (I wonder what would have happened if I had asked for an animal personification. Hmmm. I'll get back to you.)

I intend to consult with him regarding the mentor site. I expect support and integrity safeguards. So far, he has acknowledged that I am on the right path. He counsels patience and remembering long-term thinking. This works for me by keeping my vision clear and my hypercritical nature mollified.

My hypercritical self thinks the site should have a billion members by now, and I should have won a Nobel Prize for humanitarian goodness. Clearly, I have failed.

Patience, ahhh.

In Summary

As you might have surmised, I employ all three explanations as to why the Magic Formula works to fit the time and my mood. You can pick one of these, all three, someone else's explanation, or invent your own explanation that satisfies you.

When all is said and done, you can say, "God, the Sacred, the Divine works in mysterious ways Her wonders to perform."

Quick Reference for the Magic Formula

1) Fill in the blank =>

What would my life be like if _____?

2) Check to be sure this is really what you want vs. what you don't want. Use the "picture it" test. Can you picture what you want and is it really what you want?

3) Polish the question until it feels right in your belly or your heart, not just your head.

4) Ask the question from your heart and belly often especially in your quiet times of connection or conversely when you feel fearful. Put a twinkle in your eye. Remember smiling eyes.

5) Refine the question as your life journey unfolds so that the question fits the changing landscape of your life.

6) Say, "Thank you." Use your smiling eyes again.

May you be blessed in all you journeys.

Sex, Power, Money, and Safety – Welcome to Your Lizard Brain

When you cogitate on what you truly want in your life, you would be wise to heed and attend to what your lizard brain wants.

Reach down and find your belly button now. Did you find it? Yes, of course you did. Because you have a navel, you have proof you are a human being, not a disembodied spirit.

You are a composite being who is one with the entire creation and one that lives in a human body. If you forget either of these facets of human life, you will encounter huge problems.

In order to have a human experience, you need the brain you got with all its complex, glorious messiness. Most people are not aware and you may not be either, but you have three brains and they don't talk to each other very well. No, I'm not talking about the right and left hemispheres that you have probably read about.

These three brains stack one on top of the other historically and visually like an ice cream cone. At the bottom of the cone resides your oldest brain that you inherit from the reptiles. Lizards are my favorite reptile, which is why I refer to this as the lizard brain. Others call it the reptilian brain. In your next scoop of your brain cone, you have the mammalian brain on top of the lizard, and, lastly, comes the human cortex.

Lizards don't want much but they want it fiercely. If you live near lizard country or a zoo, I strongly suggest you spend an afternoon hunkered down watching them.

What do lizards want? They require the same core survival items as you do. When they see another creature be it lizard, fox or human they size this creature up with five criteria in less than a second. You and I do this, too, thanks to the lizard brain.

- Does it want to eat (hurt) me?
- Can I eat it? (Will it take me out and buy me dinner? Can it support me and my children?)
- Can I mate with it?
- Does it want my territory? (Does he/she want my job, my wallet, my man/woman? Is it still safe to walk in this neighborhood?)
- Can I take its territory? (Can I get his/her job, etc.?)

You can interpret the flashy car or monster SUV you yearn for as a hunger for an improved mating display or a power display. In much the same way, lizards will try to make themselves appear larger by doing a “push up” display, raising their trunk and head higher. Your lizard mind wants the car or SUV to gain more fruitful territory, more safety, or a mate.

The lizard wants to have food and to mate. It needs a safe place to hunt, breed, and bask. This won't come as a big shock to you, I feel sure, but you need these things, too.

This only presents a problem if you don't move beyond the lizard brain. Recall the politicians and hucksters you most despise, and you will have an insight that will shed light on how the unchecked lizard operates in the world.

In the next section, my hero to the rescue... Read on, friend.

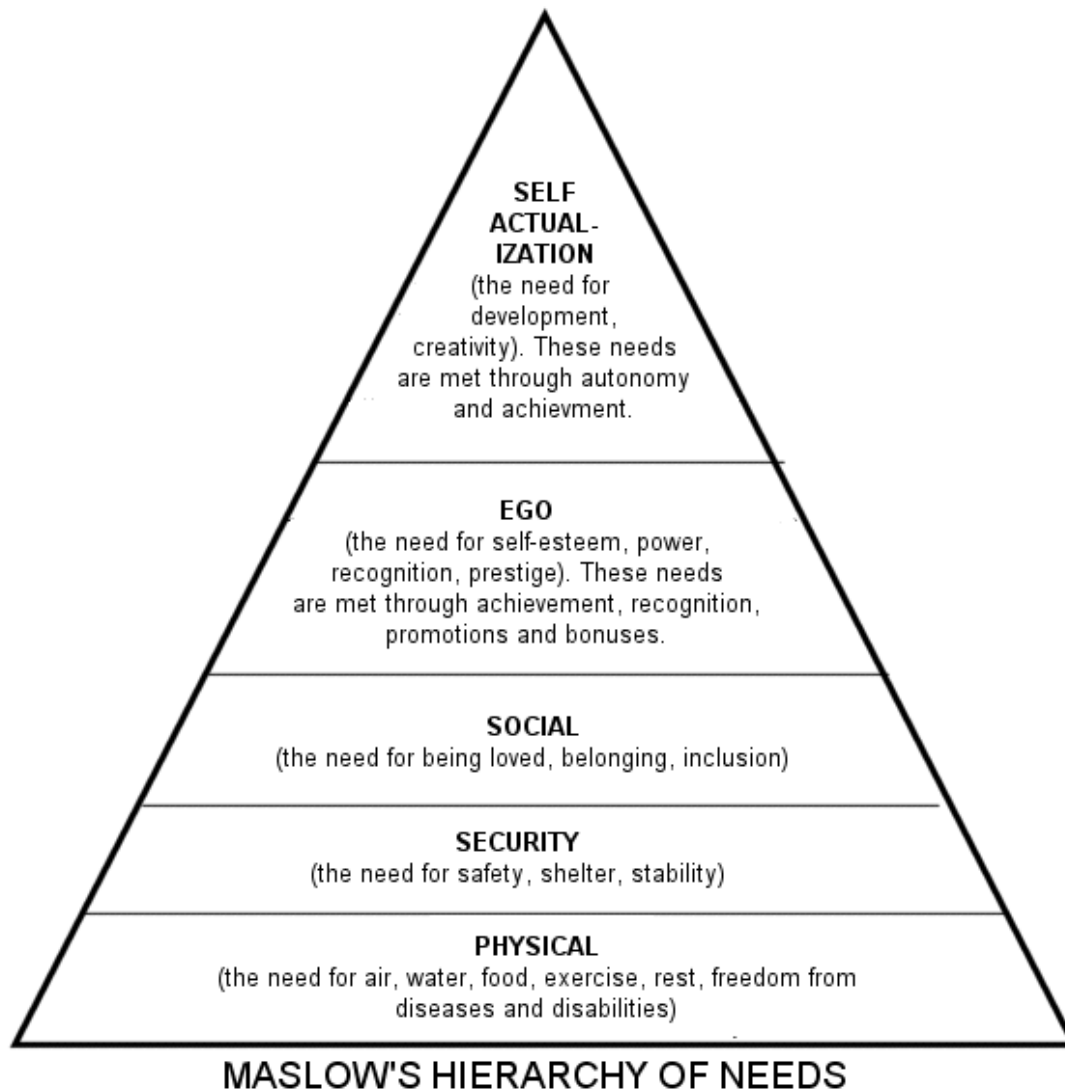
The Genius of Abraham Maslow

Abraham Maslow, one of my heroes and the founder of humanistic psychology, had a brainstorm. Instead of looking at mentally disturbed people to develop theories of psychology as Freud and Jung were doing at the time, why not look at healthy achievers – self actualized folks?

Maslow did just that. He discovered:

- People have a hierarchy of needs – appropriately enough, people refer to it as Maslow’s Hierarchy. Maslow framed the hierarchy as a pyramid with the broad base symbolizing the basic needs with the less basic needs being supported and standing on this basic foundation. (See below.)
- You can achieve the higher elements of the pyramid such as self actualization, a term he coined, only after you have fulfilled our foundational needs.

First Things First



You can see our friendly lizard brain concerns itself with the bottom two levels. Before anything else, use the **Magic Formula** to fill your basic survival needs. You need food, shelter, and safety. Money can go a long way to buying these things. Get some money or some way to handle these needs first.

The time honored “good day job” fills this bill perfectly. My daughters both have demonstrated great skill in taking care of these levels while they figure out what’s next. I am proud of them, of course; it’s a useful life skill.

You can't even get to the place where happiness is interesting if you're struggling to get your fundamental needs met. And since you need money to get your needs met, it is an **ESSENTIAL** stepping stone to happiness. It's counterproductive to be shy about it or waste time in guilt, shame, or any other version of thinking you're supposed to live a rich, full life without it!

If your religious upbringing is centered on the poverty and suffering ideal, realize that it's also centered on being compassionate and helpful. You can help lots more people if your energy is not sucked up trying to figure out how to eat, where to sleep, and how to keep from being killed. Remember that Mother Teresa controlled millions and millions of dollars -- one of the biggest budgets of anyone around. She was a magnificent attractor of wealth, and used it in the way she felt called to use it. You, too, could be a big-time philanthropist as you play bigger and bigger and get more comfortable with having money flow to and through you. Who better than you to decide where your millions should go?

– Dr. Alexandra Gayek

Enter the Mammal Brain Next

After the basic levels of **Physical** and **Security** comes **Social** in Maslow's hierarchy. Roughly speaking, you now enter the mammalian brain. Mammals tend to have social needs: our genetic antecedents, the chimpanzees, require a very tightly knit social system for their emotional survival as well as for meeting their more basic survival needs.

Love falls into this section. Love is still pretty basic. Without love, expressed most effectively through touch and holding, infants just don't survive and neither will you. In infants, love expressed through touch, caresses, and kind words will insure happiness and survival. Make sure you handle your needs for this care, too.

Get hugs, massages, and smooches. I recall studies that indicate that only the English touch less than Americans do. Since I write in English, it means you likely fall into a group that would benefit from more touch.

Add touch and love to your list of **Magic Formula Questions**. For instance: What would my life be like if my hunger for touch was fully satisfied?

Don't confuse your needs for touch with your needs for sex. Fulfill both needs. You can have both.

The top two levels of the hierarchy, **Ego** and **Self-Actualization**, belong exclusively in the land of human beings.

I suggest you aim for the **Self-Actualization** zone. This zone is beyond money and fame although it may include both. In this zone, you will use your gifts, talents, and native genius in truly satisfying ways. Maslow said **Self-Actualization** is the fulfillment of one's greatest human potential.

Experiencing Presence is the highest form of **Self-Actualization**. When you experience Presence, you arrive in the rarefied territory where money does not buy happiness. More importantly, when you operate in the **Self-Actualizing** zone you will be making your greatest contribution to the rest of the world. One of my goals is to have a world that works for everyone. You may have seen my newsletter header. It says –

**Strength and Ease for Your Body and Soul
And A World That Works For Everyone**

A world that works for everyone may not be a stated goal or an interest of yours, but when you operate from your gifts, talents, and native genius, the whole world benefits. How could it be otherwise?

The only time someone doesn't want to help other people is when they don't have their bottom three levels met. Lizard-brained dictators feel miserable. Simplistically, they haven't fulfilled their basic need for belonging. Can you

recall times in your life when you were that way, too? I can, and it feels painful.

You don't want to restrict yourself exclusively to the lizard's concerns.

How Do You Move Beyond the Lizard?

Maslow points the way, bless his heart. First, assure yourself of the basics -- food, shelter, work that earns a living wage.

Friends, lovers, and a support network come next. If your family of origin doesn't provide a support network, start building your support network now. I recommend that you include doctors, body therapists, coaches, spiritual guides, accountants, mechanics, etc. My young friend Cheryl's mother suggested to her that Cheryl cultivate friends a decade older and a decade younger than Cheryl was.

Rarely do members of the same family grow up under the same roof. – Richard Bach, **Illusions**

Ask yourself these questions:

- What do I need in a family or supportive network?
- Who is my supportive mother figure? This can be embodied in more than one woman, or man for that matter. Likewise for your father figure.
- Who are my supportive brothers and sisters?
- Who are my mentors, life coaches?
- Who are my healers?

- Who else do I need on my team?

Men especially need a set of supportive men to whom they can relate. They cannot be in competition with these men or dependent on them for their paycheck. Women need these kinds of women friends as well and generally do a better job of finding them. Opposite gender friends and support is less important. To be fully happy you need a village, too. Build it carefully.

It takes a whole village to raise a child. – African proverb.

To be happiest and most fulfilled, you need to express your gifts, talents, and native genius. You can think of this as your soul's calling. When you operate from here and have the rest of the Maslow's hierarchy handled, you feel fulfilled and happy.

What gifts, talents, and native genius do you have? The universe provides a clue here –

If you would simply think deeply, William, on the things you've loved most about life; on the things you've loved most about yourself; and of the main challenges you've faced, whether behind you or in the moment; you will then know in an instant, beyond a shadow of a doubt, exactly "why you are here."

Most fondly,
The Universe

See my article, [News from the Universe and Infinite Possibilities](#), on how to get your own free News from the Universe in the appendix.

Let me show you one more step. Expressing our gifts is part of it of what brings happiness and satisfaction. Certainly, you can gain happiness in the self-actualization at the top of Maslow's pyramid, but the happiness comes from your living in flow.

The Delightful Magic of Flow

If when you perform work you love, expressing your gifts and your native genius, you feel fully immersed in what you're doing, you feel energized and focused, and you experience success in the activity, then you are experiencing being in flow.

Psychologist, Mihaly Csikszentmihalyi, has studied the field of happiness for years. I know you have experienced this state of flow countless times certainly. My observation tells me the magic of flow comes when and because you live in the present moment. All flow experiences share that core feature of living in the present.

Here's what Mihaly Csikszentmihalyi (pronounced Chic Sent me high) says characterizes flow:

- ***Clear goals*** (expectations and rules are discernable).
- ***Concentrating and focusing***, a high degree of concentration on a limited field of attention (a person engaged in the activity will have the opportunity to focus and to delve deeply into it).
- ***A loss of the feeling of self-consciousness***, the merging of action and awareness – you forget yourself.
- ***Distorted sense of time*** - our subjective experience of time is altered.
- Direct and immediate ***feedback*** (successes and failures in the course of the activity are apparent, so that behavior can be adjusted as needed).
- ***Balance between ability level and challenge*** (the activity is neither too easy nor too difficult).

- A sense of personal *control* over the situation or activity.
- The activity is *intrinsically rewarding*, so there is an effortlessness of action.

Not all of these need be in place for you to feel flow or to be in the present. Can you see how Maslow and the **Magic Formula** play in here?

Again, when you live in flow, you live in the moment. You live in Presence. I want you to live in flow. I want you to live in Presence. Presence is the Kingdom of Heaven, Paradise, Buddha Mind.

You can use your **Magic Formula Questions** (explained in the book) to organize and structure your life in ways that flow becomes easier to achieve and to maintain. Use the criteria above to steer yourself. Use your own positive experiences and memories, too. Ask yourself, “What has worked for me in the past?”

Sometimes your negative experiences shine light on your path, too. Whenever you fall out of flow, examine what happened. What role did you play in that experience?

When I work with clients, usually I find what knocks them out of flow is forgetting to have the bottom of the Maslow’s hierarchy in place. For me that means rest and quiet, feeling supported, and eating well. When I drop the fundamentals, I drop out of flow. Don’t worry about it. Just put those first things first again.

Restore Maslow’s bottom layers first; then you live at the top, self-actualizing level, and you can live in flow.

So for me a top level goal is to live in flow, to live in Presence. All my **Magic Formula Questions** are in service of this end result.

(My books, **Simply Serene** and **Looking Deeply into Presence**, will show you all you need for diving into Presence. You can find them in **Friendly Resources**.)

The Dark Side of Getting What You Want

Every time you get what you want, you will also incur losses. You can rest easy though. Being prepared you can handle these waves without being dragged out to sea.

The simplest kind of loss will be the loss of all the other options you didn't choose. We got a black Toyota Prius. That means we didn't get the blue or the yellow one. Sigh.

We chose the home on Alki but didn't acquire the one in North Beach nor any one of a dozen possible homes in other cities and other countries. We may never live in Italy. Sigh.

When you get something new, you unavoidably lose the old. I know what you're thinking. "Thank God. That's the point, William. Out with the old and in with the new. Right?"

Yes, that is right and I have said the same thing, "Good riddance." But, I urge you to recall the notion of nostalgia. All those old things that it pleases you to leave in the past will one day become nostalgic. Can you remember your first boy/girl friend, your first apartment? Those things inextricably weave into your identity. They are who you think you are. They are part of the fabric of your life. When they go, it is a loss.

These losses influence you. When you move to a new house, you lose the old one and the old way of life. Even when you improve your life, losing your old life still puts you into the grief cycle.

If you are unprepared for this necessary grieving, you can feel blindsided and overwhelmed. You may feel confused, asking, "How can I be happy and excited about all the new possibilities this move to Alki promises and still long for the old home with my friends and trees? ...my raccoons and chickadees. ...the band tailed pigeons. Sigh."

Mostly, our culture doesn't permit or endorse grieving for any loss. Grieving loss in the midst of huge success seems nuts.

You'll be OK. Just allow, and perhaps schedule some quiet alone time to be with your feelings and to just be. Writing about your feelings, especially poetry, helps as does talking with supportive friends who get it. Reading poetry can be quite useful. The two Mary Oliver poems found in this book, **The Summer's Day** and **Wild Geese** exemplify this kind of healing especially well. (See more poetry recommendations in **Friendly Resources**.)

Doesn't everything die at last, and too soon? – Mary Oliver

Buyer's Remorse

Many times when you buy something or you buy into an idea, you will experience buyer's remorse. Buyer's remorse gnaws and distresses you over your good decision. It is fear based. The bigger the decision, the bigger the purchase, the larger the bite buyer's remorse takes. Buyer's remorse has a name because it is so prevalent. If the phenomenon were trivial, it wouldn't have a name.

Even if the patron saint of great decisions came to you and struggled with you for seven days to make the best decision possible, you might still feel buyer's remorse. It comes with the territory of being a human. Watch for the response in yourself and loved ones.

In our recent new home buying adventures, Suzanne and I entered into massive buyer's remorse when we simply placed an offer on the two homes we favored. I had to practice all the methods of **Simply Serene – Four Amazingly Powerful Ways to Be Instantly Alert and at Peace** to get through one night. Woof!

Let buyer's remorse guide you to make one last check, but generally don't heed the remorse and fear. Feel it. Talk with friends. Let it pass. Then enjoy your new car, home, or life.

Greed and Evil

Back at the beginning of the book, I talked about the magic genie. You've read the fairy tales so you know the lure of greed and its dangers. Just think twice when asking for something; you might get it.

Dr. Alexandra Gayek's voice reminds me –

There's nothing wrong with wanting, and nothing wrong with getting. It might take getting to figure out what you want next. But really, there are no mistakes in the great scheme of things. Life is eternal and we're all just messing around, curiously trying things out. It's not such a big deal to change your mind later.

You don't have to worry about the genie or try to figure this out. You can relax and trust yourself, your body/soul, and your good heart.

Richness of Life

Gain and loss belong to life. Through this manual, you have learned to create what you wholeheartedly want. The losses that accompany these wonders provide the seasonings that make life such a rich and satisfying feast. Wholeheartedly partake in it all.

Help in Navigating the Dark Side

If you know where the snags and sandbars lie, you can easily navigate the 2300 mile, 3,701 km length of the Mississippi River. Since I have shown you the sandbars you will steam past as you create a life you wholeheartedly love, you can be on the lookout and steam by safely. You'll do fine.

Try these **Magic Formula Questions** to assist you and to smooth your way further. By now, you know how to modify them for your own specific needs.

What would my life be like if I graciously moved through all my transitions?

What would my life be like if I easily accepted all the richness of life's journey?

What would my life be like if I had compassion for myself and others as I passed through life's transitions?

Two Books

These two books provide wise guidance and can be of great comfort.

Tear Soup

If I were king of the universe, I would have everyone read **Tear Soup** by Pat Schweibert. It may be the most useful book on loss I know. It looks and reads like a children's book, and never talks down to you. It models compassion and self-compassion in an easily acceptable way. You will feel safely held and deeply empowered and enriched. (See **Friendly Resources** for the full review.)

Transitions

Transitions by William Bridges walks you through transitions. He makes good distinctions in the differences between loss and grieving, simple change, and transitions. This, too, belongs in your owner's manual for living.

Change has a goal. Transitions don't. In a transition, you have no idea where your path leads. To sedate myself, I often imagine the transition I am in is a simple change. This looks and feels like the denial process of grief.

I say to myself, "We're just moving to a place without stairs." Deep down where I avoid looking, I recognize this simple change is really transition.

Our lives will turn upside down and I don't know who I will be or who we will be on the other side.

Transition has three stages that overlap, come and go.

1. Endings: It is useful to identify what is ending in your life. For instance, my life as a father with children living at home is ending.
2. Neutral Zone: This can look and feel like depression. Things go flat, rudderless, ambitionless. Time spent alone in silence, in nature works wonders.
3. New Beginnings: You cautiously begin the new ways of living. The desire, of course, is to leap to the new beginnings before paying the dues of steps 1 & 2. I promise you, there is no short cut. You will pay those dues one way or another before you truly can begin. I suggest you pay them cheerfully and proactively by scheduling the time needed. It goes fastest that way.

The **Magic Formula** will surely put you into transition. And it will be a good thing. Buy **Transitions**. (See **Friendly Resources**.)

What's at the Top of the Pyramid for You?

When you and I started this conversation about Maslow's hierarchy of needs, you learned about your survival drives and the lizard brain and then the need for love and appreciation. Only when you have handled the lower levels, the survival needs of food, shelter, money, and the like, can you consider the top of the pyramid.

When you reach the top levels of his pyramid, you touch the rarefied zones of self-actualization. What do you ask for at this level?

You learned about creating your village, and finally, you heard about the delightful magic of flow. If you stop here, obviously your life will be magnificent.

However, I suggest one more target for you. Humans hunger to make a difference in people's lives and in the world.

Consider this – direct your intention and energy towards achieving a world that works for everyone.

The American engineer, inventor, designer, architect, writer, educator, philosopher, futurist, and poet, Buckminster Fuller, coined the phrase, "A world that works for everyone."

His visionary conversation of what was possible for the world opened my eyes. Until he said it, I believed a world that worked for everyone was idealistically misguided. Everybody knows it is impossible.

Jesus is reported as saying,

“For ye have **the poor** always with you; but me ye have not always.”

and

“For ye have **the poor** with you always, and whensoever ye will ye may do them good: but me ye have not always.”

Are you going to refute the Bible? But this statement completely shuts down possibility, yes. It has been used for centuries to excuse not feeding poor and to justify resignation to the “impossible”.

Look at world hunger as one way to measure if the world works for everyone. Across the planet, only 33 out of 100 people get enough to eat. When Fuller looked at hunger, he concluded and demonstrated that the food needed to feed everyone and the resources required to deliver it existed right now. Further, for everyone to have enough food, all that is lacking is vision and the will to act.

You remember your lizard brain. The lizard doesn't share. My lizard fears. He fears someone else will get his food. He fears he will go hungry. People will take food off the plates of his children. NO! I (my lizard) won't allow that. Neither will your lizard.

What's the way past the lizard? What's the way towards a world that works for everyone? The magic formula helps create possibility and bring about the vision.

What would my life be like if I lived in a world that worked for everyone?

Fuller's phrase – **a world that works for everyone** – is magical. Much like the success story of selling my house on Eaton Place where I changed from fear based and detail oriented formulas to a more openhearted goal of satisfaction ...

What would my life be like if I were completely satisfied with the sale of the Eaton Place house?

My utter satisfaction implied that my neighborhood would be happy, the woods behind the house would be stewarded and loved, the new owners would be delighted and nurtured by their new home, my children would be content, and my beloved Suzanne would be fulfilled.

In a world that works for everyone, my lizard leaps to the idea that means everyone else. But in a world that works for everyone, the world works for me, too. If the world works for me, I am utterly satisfied. My lizard can breathe a sigh of relief and bask in the sun. My lizard will get to eat, too. And my children will be satisfied. Everyone.

Here's another way to look at it. The lizard divides the world into "us" and "them". At core survival, "us" contains only one member – me. When your primary survival levels are handled with enough food etc., then you can increase the group that you think is "us". The next level up, "us" is my immediate family. Then my extended family, friends, and neighbors. Then at the highest levels "us" becomes the whole world – people, rocks, tree, animals, oceans.

You may have read that I donate 50% of my profits from my writing and my classes to two organizations that further my goals of a world that works for everyone. (If you bought this book, obviously you have helped the world too. Thanks.)

The Heifer Project web site will open your eyes to the very real possibility of a world that works for everyone. They will give you many examples that will put a smile in your heart.

A world that works for everyone can be ours. [Read what they have to say.](#) You will smile. Possibility will open for you.

[The Soul of Money: Transforming Your Relationship with Money and Life](#) by Lynn Twist also will emblazon on your mind the possibly of the dream. She will tell you stories of more miracles happening today.

So add this to your list of **Magic Formula Questions** –

What would my life be like if I lived in a world that worked for everyone?

Or

I wonder what would my life be like if I lived in a world that worked for everyone?

Blessings to you.

Say Thank You

Gratitude is one of the most powerful ways to enhance your life. It empowers all creation processes and fills your heart. You know from your own experiences that whenever you feel gratitude, your heart fills and your life flows smoothly.

Say “thank you” when you receive the gifts the **Magic Formula** brings you.

Say “thank you” before you receive the gifts. One can spend time figuring out why this works, but skip the reasons and just give thanks. The most important feeling you and I want to have is gratitude. This is where the whole journey leads – gratitude.

Recall our conversation about flow and presence from p. 82. When you are present, you have gratitude. When you are in flow, you are present. When you feel gratitude, you feel love, Presence, and flow. They all weave together.

If there is such a thing as arriving, this is your destination. You seek and attract all the houses, cars, careers, and people you want in your life so we can have the feelings that go with that fulfillment.

The feeling of gratitude encompasses all of this. I offer this last **Magic Formula Question** –

What would my life be like if my heart were always overflowing with gratitude?

Acknowledgements

First, I want to thank you, dear reader. I know this may seem a bit sappy, but it is still true. I wrote the book for you. Well, I wrote it for me, too, but you were always in my heart. So thanks for reading.

If you liked the **Magic Formula**, then you too can be grateful for these folks' assistance. The book is as good as it is because of their kind help. Really.

- Dr. Alexandra Gayek <http://tinyurl.com/ytqgfh>
- Joelle Everett JLEShelton@aol.com
- Kathy Rossol krossol@juno.com
- Mike <http://mynlpmusings.blogspot.com/> ;
mike.nlp.musings@gmail.com
- Rebecca Holt www.brightmoves.biz
- Suzanne Wittmann

Expressing Gratitude through Giving

You can flow money to people who do good work in the world as a powerful way to express your gratitude and to help create a world that works for everyone.

I like this bumper sticker I saw one day –

A world that works for everyone works for everyone.

I share the profits from the sale of this book and the membership fees from **Body & Soul Mentor** web site with these two organizations.

Trust for Public Land – Conserving Land for People
www.tpl.org

Heifer Project – Ending Hunger, Caring for the Earth
www.heifer.org

Sharing – Another Way to Express Gratitude

You can express gratitude another way. You can share this work. You can talk about it with friends, tell them where to get the book or ...

How You Can Share this Training Manual with Friends

... And Maybe Earn Some Money

FACT: Nobody shares a training manual better than someone who has already used and benefited from it. That's right, isn't it?

If you have enjoyed **The Magic Formula** and can endorse it from your own experience, I invite you to join me in selling it.

You can earn a generous 50% commission just by recommending the book to people!

Your own experiences are the strongest selling points, and you can endorse it without hesitation.

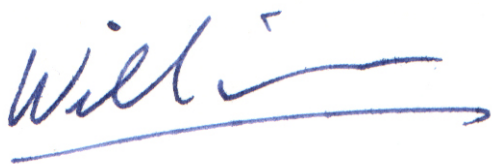
If you have a website, an ezine, or a list of customers or friends that would benefit from reading **The Magic Formula**, let them know.

I will pay you 50% for every sale that comes from your recommendations. The computers keep track of everything. You simply provide your people with a special link that tells them where to find out more about the book and tells the computer they came from you.

When they buy the book, you get a commission. Simple.

Find out how you make a generous commission (50%) just by mentioning how happy you are with this training manual. I will give you all the help you need.

To get started email me at William@BodyAndSoulMentor.com.

A handwritten signature in blue ink that reads "William". The signature is written in a cursive style with a long horizontal stroke at the end.

Appendix I

Part I -- News from the Universe and Infinite Possibilities

Wouldn't you love to get an email subject like this: **TUT ... News from the Universe?** I do.

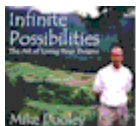
I open it and here's what I get:

Not only is everyone beautiful in their own way, William,
but everyone is beautiful to someone else as well.

Just a couple of little perks I built into your whole
continuum-thingy.
Cool, huh?

The Universe

Cool, huh?



**Infinite Possibilities:
The Art of
Living Your Dreams**

Mike Dooley, the heart and soul behind TUT, offers this illuminating tape/CD program - **Infinite Possibilities -- the Art of Living Your Dreams**. Mike is like your favorite uncle or a very friendly, smart neighbor. It is fun listening to him unravel the universe. The stuff works, too.

This is the stuff you want your kids to grow up with. Anyhow, it's the stuff I want my kids to grow up with.

I love driving around in my car listening to Mike. You will, too.

Go for it --> <http://tinyurl.com/fnk1m>.

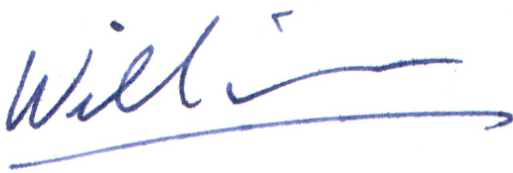
After you explore the adventure of **Infinite Possibilities**, you can sign up for the delightfully friendly and inspiring, **Notes from the Universe** for FREE at the end of this review.

Then you will want to noodle around the site. It feels like a playground for adult kids - sweet and serious and playful.

"And, what is TUT?" you ask.

"TUT = Totally Unique Thoughts"

Blessings,

A handwritten signature in blue ink that reads "Will". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

P.S. If **Infinite Possibilities** turns out not to be your cup of tea, Mike Dooley guarantees it; you get your money back. [Go for it. You have nothing to lose.](#)

Part II – The Science of Getting Rich

Wallace Wattles discusses the formless substance that I mentioned on p. 71 and other notions that will help you live the life you want.

Wallace Wattles Walks on Water

The ebook **The Science of Getting Rich** by Wallace Wattles will charm you and support your work with me. At the moment, you can download it at no cost.

Although this book talks about money, it is deeper. It aims at creating a rich life. I love this book and I used to recommend it to many people, and then it went out of print; not so bad for a 1910 classic. I looked into getting the rights to publish it and received the rights, but I didn't have the wherewithal to publish it. Imagine my delight when I discovered Rebecca had published it as a free e-book. It's great; it's free.

True wealth includes good health, right?

You can obtain the companion volume – **The Science of Being Well** by Wallace Wattles from my friend Dr. Alexandra Gayek, who you have heard from already in this book. (See **Friendly Resources** for the free download of both of these books and ezines.)

Appendix II – Accomplishing Anything

The following is one of the secrets from my e-course, [The Eight Fundamental Secrets to Living Well](#). Enjoy.

I Reveal the Secret for Accomplishing Anything. It's not Pretty.

“Do you want to know the secret for accomplishing anything?” I sweetly inquire.

“Sure!” you leap to reply.

“Even if it is costly?” I counter.

“How much?”

“It is quite costly,” I warn, “but I can't tell you the price because only you will know what the price is. I can tell you that the cost for not knowing this secret, is your life. Without the knowledge of this secret, you are doomed to an unfulfilling life. You will have to pay this price to live wholeheartedly.”

“Ok, tell me,” you say with determination, “I will pay the price to live wholeheartedly.”

The Secret Revealed

“You will have to give up, ‘I don't want to...’. You will have to give up waiting until you **feel like** doing the hard steps. You will have to take steps even when you don't want to,” I say.

“The core secret is this -- **You Must Take Action**.”

“There are two laws related to action. The first is -- **Action Cures Fear**.”

Terrified, you ask, “What does that mean?”

“It means,” I gently reply, “that your fear won’t go away. You can wait for the rest of your life, but your fear won’t go away. If you want to live the life you truly love, you will have to act first, before you feel safe. Once you act, the fear will disappear like mist before the sun.”

“Oh,” you comment, not sounding relieved.

“Yes, it is good news, but nasty, too. The second law is just as bad. Hang on. **Motivation Follows Action.**”

“Does that mean, if I wait around to feel motivated to workout, burn fat, and get strong, that it will never happen either?” you respond piteously, hoping I will contradict you.

“Yes, you have it,” I answer jubilantly. “If you wait to **feel** like making the phone call, you will never do it. The good news is that the minute you start to work out, you will be motivated. After the first words of the phone call, you’ll be happier. I know it seems perverse. It is just how it works.”

“**Rocks are hard and water is wet. Action cures fear. And motivation follows action.** Sometimes we don’t like it, but it behooves us to live according to the laws,” I conclude.

You sigh. But there is a smile of recognition and the beginning of some eagerness to test the laws. “Let’s go do some action,” you say.

One more useful phrase:

Thought is the enemy of action.

Don’t over think this, just act.

* * * * *

“Until one is committed there is hesitancy, the chance to draw back, always ineffectiveness. Concerning all acts of initiative (and creation) there is one elementary truth, the ignorance of which kills countless ideas and splendid plans:

that the moment one definitely commits oneself, then Providence moves too. All sorts of things occur to help one that would never otherwise have occurred. A whole stream of events issues from the decision, raising in one's favour all manner of unforeseen incidents and meetings and material assistance, which no man could have dreamt would have come his way.

“I have learned a deep respect for one of Goethe's couplets: ‘Whatever you can do, or dream you can, begin it. Boldness has genius, power, and magic in it.’”

-- W. H. Murray, The Scottish Himalayan Expedition

I humbly add to this quotation; put the commitment into action. Remembering it is the mental preparation and the commitment not the action that does the work. The action just gives you something to do.

And as Dr. Alexandra Gayek reminds me in her **Infinite Coach** series – take the actions that a healthy person would naturally take. (See **Friendly Resources** at the end of the book.)

* * * * *

I recommend you get [The Eight Fundamental Secrets to Living Well](#). It's free and you'll like it.

You can get it here => <http://tinyurl.com/jgvwz>

Friendly Resources

On any journey, you need to outfit yourself with the proper supplies. I offer resources below to help you on your journey to a life you wholeheartedly love. Bon Voyage. Adios. Farewell.

You Can Have Private Sessions with William

Private personal work can speed your progress or help you overcome the bumps in the road. People meet with me in person or on the phone. After the first few hour long sessions, most people can fulfill their needs in half-hour sessions, which saves you money.

Note: I only have a few openings.

Call me at 206.328.2073

Or by email at William@BodyAndSoulMentor.com.

William's Books

Simply Serene – Four Amazingly Powerful Ways to Be Instantly Alert and at Peace

The title says it all. You can read details at <http://www.BodyAndSoulMentor.com> or directly here

=> <http://tinyurl.com/mbd4x>

Looking Deeply into Presence – Solve Problems, Make Critical Decisions, and Create an Extraordinarily Rich Life

Looking Deeply into Presence shows you how to harness the miraculous benefits of connecting with Presence. And how to use that connection to facilitate and empower yourself to solve problems, make critical decisions, and create an extraordinarily rich life that you wholeheartedly love.

This book deepens your experience of Presence and aids profoundly in your journey to self-actualization.

You can read details at <http://www.BodyAndSoulMentor.com> or directly here => <http://tinyurl.com/os966>

Prosperity and The Like

Everyday Miracles A most soulful book on how to create the life you want by David Spangler.

The Soul of Money: Transforming Your Relationship with Money and Life by Lynn Twist also will emblazon on your mind the possibility of the dream. She will tell you stories of more miracles happening today.

Flow

I highly recommend this material. My favorite version is his book on tape program from the venerable Nightingale-Conant Corp series because it is the most straight forward and you get to hear Mihaly Csikszentmihalyi's lovely accent and passion.

Amazon.com and libraries have tons of his stuff. Explore and enjoy.

[News from the Universe and Infinite Possibilities](#)

Mike Dooley seems like a wise, optimistic favorite uncle. You can get free newsletters with inspiring quotes from the Universe to keep you on track. The audio set, **Infinite Possibilities**, addresses creating a life you love. I like his take on things and recommend it to you.

His views on beliefs and their inherent limitations will serve you well. You can read more in **Appendix I** for a full story.

Here's the web site => <http://tinyurl.com/rcy3j>

Science of Getting Rich

Wallace Wattles Walks on Water

The ebook [The Science of Getting Rich](#) by Wallace Wattles will charm you and support your work with me. At the moment, you can download it at no cost.

Although this book talks about money, it is deeper. It is really about creating a rich life. I love this book and recommended it to many people, and then it went out of print, not so bad for a 1910 classic. I looked into getting the rights to publish it and received the rights, but I didn't have the wherewithal to publish it. Imagine my delight when I discovered Rebecca had published it as a free e-book. Read more by clicking the link. It's great; it's free.

Download it here => <http://tinyurl.com/92hjg>

[Science of Being Well](#)

This companion volume by Wallace Wattles will help you on your way. You can download the book free here and get Dr. Alexandra Gayek's useful and fun ezine.

=> <http://tinyurl.com/ytqgfh>

Alexandra's **Infinite Coach Audio Set** can server you well. See what you think. You can read more below on p. 113.

Explore => <http://tinyurl.com/p33sw>

Simpleology – The Simple Science of Getting What You Want

*This material will assist you in the action plan side of this work. I included my whole review from **Body & Soul Mentor** for your information. This program is free.*

I have found a program with the unfortunate name -- **Simpleology - Simple Science of Getting What You Want** by Mark Joyner and it seems to be pretty darned useful.

This program has such merit that I have replaced my other planning tools with this one. For that's what this is – a great planning tool for getting what you want in life.

The big axiom in life coaching is:

Do more of what works and less of what doesn't.

Simple? The hard part is noticing what works and deciding to change. **Simpleology** and any good coach both help you to do these very things – notice, observe, decide, change, then continually repeat the process.

Because **Simpleology** performs so well for me, I recommend it to you and all my private clients.

I think it is especially useful for people making big shifts in their lives. I used it to launch my private member web site, **Body & Soul Mentor**, in record time. The process would have taken twice as long without it.

Mark Joyner, the creator, claims you will double or triple your effectiveness. I agree. And that's no small accomplishment in my case. I was already disciplined, focused, and effective.

The training program consists of written material, recorded material, short PowerPoint lessons of about 3-5 minutes, and amusing quizzes.

I do recommend you follow his directions and do all the steps. I did. Simpleology works best when you do the whole package.

To my surprise, it is fun. Get into it, and it's a hoot. More good news...

Simpleology is a free program, and they will invite you to purchase what I bet you will discover to be valuable products along the way. I haven't tried any of the other stuff, so I won't say. I can and will say that I have gotten good value from everything of Mark Joyner's that I have used. Furthermore, Mark Joyner teaches and acts on the principle of the 100% money back guarantee. You will have nothing to lose by trying his offers.

You can get it all here => <http://tinyurl.com/rt9hz>

My guess is that **The Simple Science of Getting What You Want** will change your life and help you hit your targets. I am excited about what it is doing for me -- Better focus, fewer distractions, more oomph, confidence, and excitement.

[Secrets of Six Figure Women](#) -- Surprising Strategies to Up Your Earnings and Change Your Life by Barbara Stanny

Most people play – Not to lose

All successful people play to win.

This book will help women and overly nice guys to think bigger.

Here's a quotation from the book --

I discovered an important secret about this strategy: Certainty, or lack of it, is inconsequential. You need only be open and receptive to the possibility, not necessarily completely convinced you can do it. So many of these high earners, when the thought of big money first crossed their minds, never really believed it would actually happen. Author and consultant Karen Page, for instance, decided in college she'd one day make \$100,000. "*It was the most outrageous number I could think of. It didn't seem doable,*" she said. But by age twenty-seven, she was making that much.

Poetry Books Mini Reviews

Poetry can heal and inform the heart. It can inspire and expand consciousness. You can use poetry to support your skills in writing deep and poetic **Magic Formula Questions** as we discuss on p. 28. Here are some of my favorite books.

[Sound of Water by Sam Hamill](#) The best translations of haiku capturing the essence. Here's one:

At the ancient pond
a frog plunges into
the sound of water.
– Basho

[New and Selected Poems by Mary Oliver, Hardcover, Paperback](#) Her poems are beautifully crafted and most of them smack me up side the head in the last stanzas, just to awaken me. These can change your life.

[New and Selected Poems: Volume Two](#) by Mary Oliver. Yes, this too.

[Selected Poems of Rainer Maria Rilke by Robert Bly](#) These are great translations and commentary of the German's stunning poetry.

[News of the Universe : Poems of Twofold Consciousness](#) This is a selection of poems gathered by Robert Bly for the Sierra Club. It looks at

our views of nature over the last two centuries or so. This book introduced me to some of my favorite poets and poems.

[The Rag and Bone Shop of the Heart : Poems for Men](#) This is another great collection of poems. Gathered by Robert Bly, Michael Mead and James Hillman

[Neruda and Vallejo : Selected Poems](#) More collections and translations by Robert Bly. Neruda and Vallejo are intense and wonderful Spanish language poets. I learned Spanish to read these guys.

[Pablo Neruda : Selected Poems/Bilingual Edition](#) This has selections over his entire career, and as the title suggests, it has the original poem in Spanish on one page and an English translation facing. Quite wonderful. Neruda won the Nobel Prize for Literature while in exile from his home land of Chile. A great fictional version of him was key to the film, **Il Postino**.

[Unseen Rain : Quatrains of Rumi](#) Rumi is said to be the most spiritual of poets. Sounds right to me. These are great translations by Coleman Barks that capture the spirit of this holy man. If you haven't read about Sufis you are in for a treat. Love and ecstasy fills these poems. Robin Williams in Dead Poets Society jokes that the true purpose of poetry is to woo women. I used this book for such an end with my sweet Suzanne. Because the poems are short, four lines, this is an easy place to start with Rumi.

[The Illuminated Rumi](#) by Michael Green and Coleman Barks. Love of the Divine, Sacred Truth, ecstasy, inspiringly illuminated.

[One Song: A New Illuminated Rumi](#) by Michael Green, special music edition includes a CD by Illumination Band—Rumi poems set to bluegrass, gospel and blues. Another beautiful book, and the music works surprisingly well.

The Essential Rumi by Jalal Al-Din Rumi, Coleman Barks (Translator), Maulana J Lal Al-Din Rumi, John Moyne. As the name implies this is an essential collection of Rumi's poetry. It is the longest of all the books that Barks has written and the same great quality.

- [Hardcover](#)
- [Paperback](#)

- [Value Priced Hardcover](#)

[We Are Three; New Rumi Poems](#) More translations by Coleman Barks.

[Poems of Rumi/Audio Cassettes by Jalaluddin Rumi, Robert Bly, Coleman Barks](#) These guys are the voice of Rumi for me. It is always wonderful hearing poetry read to you. The poems are accompanied by sitar, tabla, flute and percussion. It's all quite perfect.

[A Poetry Handbook by Mary Oliver](#) I love Mary Oliver's poetry (see above) and this book talks well about poetry. Her writing is about love and respect.

[Writing Down the Bones : Freeing the Writer Within By Natalie Goldberg](#) Although not about poetry specifically, this is a most inspirational book. She'll get you writing and writing from your heart. She's one of my heroes.

[The Complete Poetry and Prose of William Blake](#) Blake was a mystic, an artist, and a poet. What's not to love. Well truth be known, some of his stuff makes no sense to me. Some of it is right on. Tyger! Tyger! burning bright/
In the forests of the night. Yummmm.

[Now We Are Six by A A Milne, Hardcover](#) [Cassette Tape Version](#) [Read by Charles Kuralt](#) [Another Cassette Tape Version](#) [Paperback](#) These are poems my dear Suzanne loves by the author of Winnie the Pooh. Reading level 4-8 years.

Loss and Transitions

[Transitions](#) by William Bridges

See my full comments on p. 86. You can find out more at Amazon.com

= > <http://tinyurl.com/hos6u>

Tear Soup

Add this book, [Tear Soup](#) by Pat Schweibert, to your list of books everyone must read.

Why? Because it kindly and compassionately guides you through the journey of grieving. You will find no academic language or obscure theory in [Tear Soup](#), just kindness and clarity. You will know why you are feeling the way you are, and why people are acting the way they do. Furthermore, you will allow more compassion for yourself, a miracle, and for others.

The Portland, Oregon author has turned her home into a hospice and has hosted dying people there for years. She knows what you need for your tear soup.

Because you will experience loss and grief over and over again, it behooves you to know how to move through it. Knowing the ropes will make your journey safer and more comfortable even in your discomfort and loss. Grieving belongs to us as humans just as does falling in love and finding your soul's work contributions. Don't skip it. It makes our lives rich.

One of my teachers said rightly, “All therapy is grief therapy.”

Taylor Bills beautifully and lovingly illustrated [Tear Soup](#). These illustrations help me immensely. I find the illustrations soften my heart, but not my head. I recommend you read this to children long before they have a need for it as if loss isn't a continual occurrence during life.

To preview his sweet, inviting illustrations go to Amazon and look at some. To do that, click here => <http://tinyurl.com/jk7m5>

... then click the title to go to the main **Tear Soup** page. Then click the link on the book cover in the upper left hand part of the page. It says – **Look Inside**. You have to see the illustrations to appreciate their full value.

“William, it looks great for kids, does the book work for adults?”

“Yes! Tear Soup came to me from one of my adult patients who is grieving the most grievous loss you can imagine. Its gentleness held her confidently and supported her through this “more than she can bear” time.

“Don’t worry, although the book is sweet and compassionate, it does not lack for muscle.”

One of the opening pages displays soup pots lined up on a kitchen counter. The tiny saucepan sits on the left and the huge institutional pot on the right.

She labels them, smallest to largest –

- Not Fair
- Bad News
- Big Disappointment
- Serious Heartache
- Profound Loss
- Major Tragedy
- More Than I Can Bear

Get the book. Read it. Read it to your children and/or grandchildren. Bring it out as needed. Leave it lying around for guerrilla therapy.

Psychology

David D. Burn’s [Feeling Good](#). When you bought **The Magic Formula**, you got a 45-day free membership to **Body & Soul Mentor**. You can use your membership to read my article [Quit Fretting](#). It goes into the methods in more detail and expands on the subject of how to feel good.

General Help

Body & Soul Mentor

The *Body and Soul Mentor* private member website offers inspiring, effective life coaching and potent information at an easily affordable price of \$17.97/month that empowers you to live a life you wholeheartedly love -- body and soul.

If you purchased this book, you will have received a 45-day free membership as a bonus. If not, you can go to the website and explore the possibilities.

www.BodyAndSoulMentor.com

Infinite Coaching Series by Dr. Alexandra Gayek

I talked about Alexandra above regarding the Wallace Wattles book, **The Science of Being Well**. Alexandra created a wonderful tape/CD series – **Infinite Coach** based on that excellent material.

She mixes that wisdom with her own training as a naturopathic physician and comes up with something that you might find it quite useful for all sorts of reasons.

Just listening to her voice supports you in any life changes you want to make.

Discover more here => <http://tinyurl.com/p33sw>

P.S. It's guaranteed – so you get your money back if you don't find that it lights your way.