

Chapter 6: The Mental Approach to a FATLOSS LIFESTYLE

“THE FATLOSS LIFESTYLE SYSTEMS” has four legs.

1. The foods that you eat
2. The exercise (resistance/cardio) that you get
3. The thoughts that you think
4. The Social Support team you build around you

I firmly believe that this is the most important system in the book, because as you change your thoughts first, then the food, exercise, and your social support team will fall right into place with much less effort. I saved the best for last.

Attitude is everything. It is the only thing that we are in control of in life. Everything else comes at us (fast and furious).

ATTITUDE

The longer I live, the more I realize the impact of attitude on life. Attitude, to me, is more important than facts. It is more important than the past, than education, than money, than circumstances, than failures, than successes, than what other people think or say or do. It is more important than appearance, giftedness, or skill. It will make or break a company, a

church, a home. The remarkable thing is, we have a choice every day regarding the attitude we will embrace for that day. We cannot change our past... we cannot change the fact that people will act in a certain way. We cannot change the inevitable. The only thing we can do is play on the one string we have, and that is our attitude. I am convinced that life is 10 percent what happens to me and 90% how I react to it. And so it is with you... we are in charge of our attitudes.

Charles Swindoll

Our attitude determines our altitude; our waistline determines our attitude... Get a better body, Get a better life!

Darin L. Steen

Every day that you wake up you have a choice. Are you going to have a good attitude today and see that the glass is $\frac{1}{2}$ full? Or are you going to wake up and see each glass as half empty, and focus on the negative? Below is a simple exercise that will help you get started in the right direction everyday.

THE ONE INCH ADVANTAGE

The number one way to straighten out your attitude is to straighten out your posture. You would be amazed at how your posture determines your thoughts. When you stand tall, you can not be fearful, pessimistic, or sluggish. Conversely, when you have slumped posture, you will not be excited, optimistic, or feel energetic. Getting up every day and being happy and excited is a choice.

Now stand tall, with your chest open and your shoulders pulled back (as if you were standing in front of a loud drill sergeant). Tilt your sternum bone (upper chest) slightly higher than normal (thus I call it the one inch advantage).

Now take a long, slow, deep breath in through your nose (as much air as you can possibly take in) as your belly pushes outward (diaphragmatic breathing). Hold the air in your lungs for 10 seconds then breathe out of your mouth (as much air as you can possibly let out) as you pull your belly back away from the waist band of your shorts getting every ounce of air out of your lungs. Be sure to take three quick shallow breaths before the next long breathe. After three long breath challenges say out loud, "I AM EXCITED ABOUT MY NEW HEALTHY FATLOSS LIFESTYLE! I AM THANKFUL FOR ALL THAT I HAVE! TODAY IS ANOTHER OPPORTUNITY! While you are breathing, picture what you

want your body to look like at the end of your 12 weeks transformation. You must I repeat, **YOU MUST DO THIS 2 MINUTE EXERCISE FIRST THING IN THE MORNING, EVERY MORNING FOR THE ENTIRE 12 WEEKS (84 DAYS).** Do not underestimate the power behind this little exercise. My clients who practice this exercise create better transformations than those who do not.

You can train yourself to be excited, positive and happy with a good strong posture. Conversely, a poor posture is in line with feelings of not being excited, negative, and depressed.

Your attitude is a choice, so choose to have a good attitude, and you will. The Triad- your posture, your thoughts, and your words are powerful. Be aware to them at all times.

Reticular Activation System (aka RAS)

The RAS is a real system that our bodies have. It lets us only be aware of 3 or 4 things around us at one time, so that we do not go crazy. At any given point in time, there are 60 or 70 things going on around you that you could be aware of. But you would have a nervous breakdown if you were

conscious of everything at one time. In a nut shell, our RAS helps us stay focused.

I am sure most of this makes sense. And you may have even heard of it before. If you have, it is important to re-remind yourself of these facts. Because it is vitally important that we focus on our goals consistently so that we become aware of what is all around us to help us reach them.

DID YOU EVER NOTICE THAT WHEN YOU BOUGHT A CAR OR AN OUTFIT YOU START TO SEE IT EVERYWHERE?

When you bought your outfit or car did everyone get the same idea at the same time and run out and buy them? Obviously not. They were always around you, but you were unaware of them.

Your RAS is the part of your brain that automatically filters out what is not important to you and brings your attention to things that are important to you. Our brains automatically filter what is important and what is not important to us.

Basically the RAS is how the Law of Attraction works. We get what we focus on; we create what we think about and the RAS system of our brains just helps this process along.

Buddha taught about the Law of Attraction:

***“All that we are is the result of what we have thought.
The mind is everything. What we think we become”***

Buddha 562-483 B.C.

If we are not getting to where we want to go, it is not for a lack of resources, it is a lack of resource-fullness. Every-thing we need to live our dreams is right around us. Let’s break out of our daze, consistently use the above principles and who and what we need to make our dreams happen will be evident to us. Do not under estimate the power of your commitment sheet (CS) that you drew up in chapter four. Your RAS and the Law of Attraction are the reasons why your CS must be read every day (once in the morning while doing cardio and once in the evening before you go to bed.

Taking responsibility and control for your own health and fitness is not just about a smaller waistline, it is about leading a life of fulfillment. It is most definitely about aging gracefully. In the history of the world, it has never been more challenging to be healthy, fit, and fulfilled. I believe the reasons for this are;

#1 Reason; We are far too busy. The stress is killing us. With the technological advances and the speed of the information age, we are running around like chickens with our heads cut off, like a hamster on a wheel going nowhere. Our “keep up with the Jones’s” mentality is driving us over the edge.

We must lose some of the technology and slow down. We need to go back to the basics. We think that we are going to get ahead by doing more and knocking down the to do list, but when we get up the next day the list is longer than ever.

We do not think we have enough **time**. This topic is so important that I have devoted an entire chapter (9) to better understanding our most important resource available to us.

The #2 Reason; The love of money is corrupting big business. Most information that we receive is propaganda and half-truths. I guarantee you that the pharmaceutical industry, the FDA (Food and Drug administration), most national food companies, the medical community (which is trained by the pharmaceutical industry), and for that matter any large corporation has a different agenda other than getting and keeping you healthy. This onslaught of information and misinformation is the primary cause for confusion on how to

get and stay healthy and physically fit. No offense to anyone, but the medical field is in the sickness business, and you my friend are in the wellness business. By exercising, eating healthy, lowering stress levels, and thinking and speaking more positively you are being proactive at living a long healthy life. You are in the wellness business.

Yes it is true that we are living longer than in the past. But the question is, are we doing it gracefully, and holistically? Are we reaching our true longevity potential? Or are we relying on Western pharmaceutical intervention to prop us up with a bunch of drugs in a nursing home. Please do not take me wrong, I do believe there is a time and a place for modern western medical technology, but only as a last resort. Most times the drugs and the surgery's that are performed are just band aid's over symptoms. We have far too many holistic avenues that have been proven many times over to get to the root cause of sickness, illness, and disease.

I realize that life is not measured by the number of breaths we take—it's the moments that take our breath away, but what the heck, let's not only add more life to our years, but let's add more years to our life.

The #3 Reason; We are running out of space, with about 7 billion people on earth. With this challenge we are faced with all kinds of health issues including pollution of the earth, water, air and food supply. As a result, our bodies are more toxic and unhealthy than ever before.

Why do you think they say “Dust to Dust” when they put us back in the ground? Obviously we know where our bones go when we are done here on earth, but the question that a lot of us have is where does the dust that makes up these bones while we are here on earth come from to begin our lives.

We are people of the earth. The current condition of the human race mirrors our management of mother earth. We breathe the air that is her lungs; we drink the water that is her blood; we eat the foods that are the product of her great and beautiful body. How can we be any healthier than mother earth? We can't. So as it is our responsibility to take care of our bodies, it is also our responsibility to take care of our great land.

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THOUGHTS AND WORDS ARE POWERFUL

Thinking is nothing more than asking and answering questions in our own head. The problem is that most of us are programmed to ask the wrong questions. We were trained by the people in our past, who more than likely did not ask the right questions either. We ask the wrong questions, but the good news is that we can easily retrain ourselves to start asking the right questions.

For instance, “Why am I fat?” is the wrong question because your knee-jerk response is, “because you are a fat pig”. A better question would be, “How can I lose weight while I engage in some fun activity?”

By speaking positive things out loud you are telling the universe that you are ready to receive back. It is important to think and say what you want, not what you don't want. If you say that I am always running behind or there is not enough time in the day, then that is what you are going to get more of, a lack of time.

Every day has the potential to be another opportunity, or it could just be another day. It all depends on how you look at it. Chances are that most of you are going to look at it the

same way you looked at it yesterday, and the month before that, and the year before that. We are creatures of habit. That gives us our comfort zone. Sadly most of us are in a rut. As I see it, the only difference between a rut and a grave is the depth.

Life is a self-fulfilling prophecy so watch the words that come out of your mouth. Chances are you are not even aware of how many times you say negative things like, “I am sick and tired, I have no time, I am overwhelmed, back to the grind,” etc. Words become things, so choose the good ones. Awareness is the first step.

- **Stand Guard, be careful who you hang around, what you read, what you listen to, what you watch**
- **Because the above will influence your thoughts; garbage in, garbage out**
- **Your thoughts will become words**
- **Your words become actions**
- **Your actions become habits**
- **Your habits become character**
- **Your character becomes your destiny**
- **What directions are you headed? We need to be aware!**
- **Success must be attracted, not pursued. Personal value is the magnet that attracts all good things into our lives. The greater our value, the greater our rewards, Since the**

- **solution for having more is becoming more, we must be in constant search for new ways to increase our value. It is the acquisition of more value that we must pursue, not more valuables**

Author Unknown

Most of my clients tell me that they are now in control of their thoughts and their words. Again, that is not to say that we do not have negative thoughts or words. The key is to recognize them, and correct them. They also tell me how aware they are of the words that come out of other people's mouths. And they can't believe how much negativity they hear. It's everywhere. Stay away from it the best you can.

LIMITING BELIEFS

Limiting beliefs are a set of generalizations we make about ourselves, others and the world around us. They are not fact, although we act as if they were. Beliefs form our version of reality based on what we feel and perceive about our experiences. They are like barriers that we will not cross, or even attempt to cross.

The fact is there are only a few universal truths. All the rest is just different individuals perceptions of their world as they see it. What they believe to be true, their limiting beliefs.

**WITH MOST PEOPLE, UNBELIEF IN ONE THING IS
FOUNDED UPON BLIND BELIEF IN ANOTHER**

**George Christoph Lichtenberg
(1742-1799)**

True Story

Man has been holding athletic competitions for centuries. In fact, the first events were held in the Ancient Olympic Games in 776 B.C.

Up until the start of 1954, the sporting world absolutely new that it was physically impossible to run a mile in under four minutes. In the history of competition no one had ever come close. In fact, many medical doctors said that the human body did not have the muscular and cardiovascular endurance needed to achieve such a feat.

But on May 6, 1954, Roger Banister did what no man thought was possible. He became the first man to break the four minute barrier with a time of 3 minutes, 59.4 seconds. In the following two years, 37 other runners broke the four minute mile and shattered Roger's mark.

The reality was that the "Four Minute Mile" was a psychological (mental) barrier; it was a "Limiting Belief" that

stalled runners for centuries of reaching their true potential. Your “Limiting Beliefs” or “mental barriers” are considerably more powerful than your physical barriers.

What is your “Four Minute Mile” barrier, what are your limiting beliefs that are holding you captive?

- I can’t start my own business!
- I’m not smart enough!
- I do not have a college degree!
- Money doesn’t grow on trees!
- I don’t have enough time and energy!
- I can’t lose weight and get fit!
- I have a slow metabolism or bad thyroid!
- I can’t balance work, family, and relationships!

Trust me when I tell you that every one of your “Limiting Beliefs” are not founded on the truth. They are “bull-shit belief stories” that you believe to be true. Pick your “Four Minute Mile” and set your own world record. I know that you can do it.

VIRTUE TRAITS

Little did I realize that as I was sculpting my body through the FATLOSS LIFESTYLE program I was also sculpting my mind. Below are some **virtue traits** that I have acquired through the process of building my body. If you want to be able to reach your true potential as a person you must be aware of them and groom them. I call them the P-words; Power Words. Cause they all begin with the letter P.

*"Happiness depends upon the quality of your thoughts. Entertain no notions unsuitable to **virtue** and reasonable nature."*

Marcus Aurelius

121-180, Roman Emperor

Virtue ([Latin](#) virtus; [Greek](#) ἄρετή) is [moral excellence](#) of a person. A virtue is a [character](#) trait [valued](#) as being [good](#). The conceptual opposite of virtue is [vice](#).

#1-PASSION

If you don't have one, groom an interest or two, into a passion. To achieve greatness, to be totally fulfilled, you must have a burning desire! Ask yourself this: are you passionate about living a healthy lifestyle, being truly fulfilled in every

area of your life, aging gracefully, living a life of significance, and leaving a legacy behind you? Once you peak your fitness and health you will be well on your way to finding your passions.

#2-POSITIVENESS

Is your glass consistently half full or half empty? If it is always half full, no work needed, just keep it up. If your glass is half empty, I have a drill for you that has worked well for several of my pessimistic clients and friends.

For 21 days straight I challenge you not to hold on to a negative thought or comment. If you say or think something negative you have to say out loud, “But what I meant to say was ‘.....’ and put a positive spin on it. If you catch yourself saying, “I am tired”, correct yourself and say that you are recharging your batteries. Have some fun with it.

Do whatever it takes at to hold yourself accountable. Have a fund in the office that you have to put a dollar in if anyone catches you saying something negative. After 3 weeks, if you stay consistent with this silly little game, you will have created a more positive mindset. It is contagious. You should hear my eight year old daughter correct her friends.

#3-PERSISTENCE

If we do not quit and we learn from our failures, and adjust, **we will** eventually **win**. Good things come to those who wait. At least we respect it more. Some times it is a positive not get what we want right away.

#4-PARTNER

Find a mentor who is doing what you want to do and follow them. You would be surprised how many people you can find that will be willing to help you. Just ask them.

Life is short, so find someone that you want to be like and ask them to help you. You will cut down your learning curve when you. Consider hiring a coach who is doing what you want to do.

#5-PEOPLE SKILLS

Getting people to like you is very important. Once you get others to like you, the chance that they will help you is much better. It is not what you know in life, nearly as much as it is who you know. We are very limited if we try to do everything by our self. This is true especially in the area of spirituality. The old saying is “God can do in 20 minutes what it might take us to do in 20 years”.

Case in point, Thomas Edison had very little education and almost no understanding of the sciences at all. But he had a passion, people skills, and an ability to find the people who did have the technical knowledge. He did not quit and the end results were inventions that change the world forever.

If you want to be truly successful you must become a leader. You must develop charisma. Charisma is being other people oriented. When we walk into a room, other people's agenda should be on our mind. To reach our true potential, we must build up a network of people that like us and are willing to help us.

MY personnel story is a great example of how powerful #5 really can be—heck, I was a truck driver for 18 years (I was a Neanderthal that could get through the day by saying very few words) and now I am a professional fitness trainer/lifestyle coach, speaker/writer/consultant, author, Life Transformation Center owner, sprinter, and trainer of trainers all because my clients empowered me. They sensed my passion to help them so they unconsciously helped me in return. There is a universal law that you will reap 10 fold than you sew. As you sow, you shall reap, if you don't sow, you shall weep.

One of the quickest ways to get people to like you and to be receptive to your ideas is to make them laugh. In the past I could not remember a joke if my life depended on it. In fact my brother in law nick named me “old stone face” because of my serious, driven nature. I could not remember jokes because I always said that I could not remember jokes.

As soon as I stopped saying that, and started writing down jokes and using them (I stunk at first) I quickly became known as the life of the party. And no more stone face. Be careful with your spoken words. Most times we are not even aware what we are habitually saying. Life is a self fulfilling prophecy, and we will get what we are saying and thinking. We send those thoughts and words out to the world. And the world sends them right back to us. Thoughts become things, so choose the good ones!!

I want to share a couple people skills habits with you that have helped me tremendously. As simple as they sound, they are very effective.

- Remember and use people’s names. It has been said, and I agree, that a person’s favorite word in the English vocabulary is their name.
- Look people in the eyes when you talk to them. When I am done talking to a person, I make sure

- that I know what the color of their eyes were. Do not stare daggers through their eyes. As this will make them feel uncomfortable.

#6- PRECISE PURPOSE

This is the “why” to your passion. It is not good enough to know what you want, you must know why! It has to be emotional. In order to stay persistent at anything we must know what our emotional element is. It adds the pep to your step; it gets us up out of the bed early in the morning with our feet hitting the ground running.

Guys, we must lose the John Wayne syndrome and feel the emotion of why you want something. Whenever we have a goal, it is important to tie 2 or 3 emotional elements to it. Incantate the goal, out loud (there is power in the spoken word). With a strong, positive voice (sound like a drill sergeant, you will slowly start to brainwash yourself that you will have obtain your goal.

#7- PRAYER (makes us aware)

Now, here is a point that is very important. We need to pray and then move our feet. We can not pray, sit there and expect a change.

I realize that this area of God, spirituality, and life after death is a touchy subject. All I can tell you is that once I believed that there was one God, and he sent his son (Jesus Christ) to die on the cross so that I may have life after death, my life radically changed.

We are too stressed for success. **STRESS** is the #1 factor that stops us from peaking our fitness, our health and energy, and living a great life. Lower your stress levels, and you will live longer and stronger. When you have a faith in God, you are not as stressed as a non-believer as to what happens after death. This is the #1 reason why people who have a faith live longer than those who do not.

Another major cause of stress is our convictions (deep rooted beliefs) do not match our actions. The more distance there is between what we believe and how we live, the more stress. Basically we are lying to ourselves. People try to suppress this one, but sooner or later it will rear its ugly head.

Nobody is perfect. My main point on this one is that we need to work on narrowing the gap between what we believe and how we live. As long as we are making progress, let's not beat ourselves up on this one.

Again, please stays open minded. My experience with building a faith in God is that it was a process. I know that God is real. If you have any questions about this topic please go to www.parkviewchurch.com, or www.gotquestions.org

#8 Em-Power

When we empower others we empower ourselves. Trust me on this one, when you give and do not expect anything in return, you will receive 10-fold back. The greatest good you can do for another is not just to share your riches, but to reveal to him his own.

#9 Porous mind (open mindedness)

One of my pet peeves is close minded people. If we want to grow we must take in as much information as possible so that we can learn.

WINNING IS AN INSIDE GAME

Below are 5 Ways to start winning at anything: starting on the inside, because when we start winning on the inside, than we naturally start winning on the outside.

Problem #1 is that most people ask the wrong questions; what are the conditions? If it is a sporting event they ask is it home or away? What is the weather like? Who is the competition and what is their record?

If it's about their circumstances, then they say, but you do not know where I was born, or to whom I was born too. They constantly dwell on the past. They say that I have not been able to do _____, because the conditions were wrong.

John Wooden is a NCAA basketball coach that set a record that in all probability will never be broke, with 8 (12 total) straight national championships. He was the only Division One coach that never had an official scout team (scouts check out the other teams players and plays to help their team be ready for victory).

When questioned about this, John said that “My biggest problem is not the other team, it is us. If I can get us ready to play fundamental basketball to perfection, no one can beat us.

I agree with John in that putting our time, focus, and energies into things other than ourselves, limits our capabilities. I am absolutely positive that 9 out of 10 times, people trip themselves. Let’s focus on ourselves, and start to win inside and out.

Another side note is that John coached for 24 seasons before ever winning his first championship. He paid his dues without losing site of his goal. He never gave up. He was laying the foundation for success. In that 24th season, his business (his real business was growing boys into men with an education in books, athletics, and life) of winning basketball games hit “the tipping point”. He was unstoppable from thereafter.

Here is a metaphor to more clearly explain this long lost art of delayed gratification. There is a unique Chinese bamboo that once planted, does not crack the top layer of soil until the sixth year. But if the seed is pampered, watered, fed, and has the proper conditions, spreads an incredible root (foundation) system for later growth. In the sixth year, once the bamboo

cracks the surface of the earth, the bamboo will tower 90 feet in 6 weeks. You can almost see it grow every day. YOU MUST BE PATIENT AND LAY THE FOUNDATION WITH AN OPTIMISTIC VISION FOR THE FUTURE. Just because you do not see progress does not mean that you are laying the foundation for explosive growth. Always, always keep plugging away knowing that you are laying a foundation. Whether you see the progress or not does not matter. Sooner or later you will see the growth.

#1 BE RESPONSIBLE FOR YOURSELF AND YOUR FUTURE

Responsibility is the #1 Ability. The best helping hand that you will ever get is at the end of your own arm. Our past experiences and relationships have played a role in to who we presently are, but now that we are mature enough to except responsibility for ourselves, it is directly up to us for who we will become. It is time to stand up, and take control of our own lives!

The ten most powerful two letter words in the English vocabulary, "**IF IT IS MEANT TO BE, IT IS UP TO ME**"!!

No more excuses. You are at a present fitness level because of your genetics and your environment (trust me when I tell you that it is mostly because of your lifestyle).

What I have found is that yes some people have faster metabolisms than others, but we all have the ability to speed it up or slow it down. We all have the ability to be the best that we can be. It is within your reach. You are 12 weeks (84 days) away.

#2) LISTEN AND LEARN FROM OTHER SUCCESSFUL PEOPLE

It is not an accident that God gave us two eyes, two ears, and only one mouth. That's four holes to one. We should take in information 4/5 of the time and give it 1/5 of the time.

I highly suggest that you find someone that is successful in health, relationships, and career and interview them. Ask them to tell you their story. Look for these traits; Commitment, excellence, integrity, great time management, great attitude, family values, great relationships, priorities, energy, a deep inner peace.

#3) FIND WHAT YOU LOVE TO DO, AND DO IT

Confucius says “Choose a job you love to do and you’ll never have to work a day in your life.”

Thomas Edison said, “I never worked a day in my life. It was all fun.”

Find something that you love to do so much, that you would gladly do it for nothing. Then learn to do it so well, that people are happy to pay you for it.

Most of you are set up to lose, in fitness and in life—and you don’t even realize it. You are worn down into a daze because you are not passionate at what you do. I was there. It just kept gnawing at me. I knew that I had more to offer than just dropping boxes off at front doors.

True story: researchers in the New York area did a test over a 20 year time frame. They followed 1500 individuals. Out of the 1500 test subjects, 83% (test group A) embarked on a career doing something they had no interest in because they were making good to great money.

They figured that once they retired then they would have the means to do what they wanted to do. The other 17% (test group B) embarked on a career with no interest in money but because they loved what they were doing. Their income was significantly lower than test group A.

At the end of the 20 year test, there were 101 millionaires out of the original 1500 subjects. All but one came from group B.

Dr. Larry Darcy wrote an incredible book, “Recovering the Soul.” He tells us that human beings have the dubious distinction of being the only living species on the face of the earth that has a higher percentage of people who die on a certain day and at a certain time. More people have their first heart attack on Mon. morning between 8:00 and 9:00 a.m. Unfortunately most of us fall into the trap of earning an income with something other than a passion

That’s why they call Wednesday hump day, because the first half of the work week is like climbing a mountain. Then on Wednesday, we can see the light at the end of the tunnel, and then, wonderfully, it’s Friday!

Saturday is good, the first half of Sunday is good, but then on Sunday afternoon the anxiety starts building. To go back to the grind is heartbreaking, unfulfilling, and draining. 85% of Americans hate what they do for a living.

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People think I'm disciplined. It is not discipline, it is devotion. There is a great difference

Luciono Pavorotti

1935-2007

When you love what you do, the money will come and you will never work a day in your life. I am not saying you should go out and quit what you are doing for a living. What I AM saying is bring more of you to what you do now. Regardless of what you do and what you get paid, have a great attitude and work hard. Bring a valuable service to others, make them smile, go above and beyond.

The more value you offer unconditionally, the more abundance you'll enjoy. Giving with strings attached creates feelings of fear (What if I don't get a return on what I give?) and lack (I don't have enough to justify giving to others without a

clear benefit to me). Giving unconditionally creates feelings of abundance.

People who feel wealthy and blessed and who bring value to their jobs regardless of their pay let others, and the Universe know that they're ready to receive even more wealth. They may get a raise or an unexpected windfall, or they could attract the attention of someone who wants to hire them for a better job.

Peaking your fitness and energy with The FATLOSS LIFESTYLE Program will improve your confidence, body/self image, energy, etc. You will draw positive to you because of your strong positive aura. You will have new opportunities. With your newfound confidence you will take risks that you have not taken before. Life is about risk reward. The more risk, the more reward.

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Above is the international symbol for success.

When you put your ass on the line, you will do things that you never dreamt possible. I believe that behind every

success story there was at least one courageous decision, and sometimes more than one.

For me, it absolutely was the day I quit UPS (in Aug. of 2001) after 18 years of security and took a 100% commission job in a brand new field (personal training). My family was living paycheck to paycheck at the time, with very little savings. I became successful as a personal trainer because I “burned the boats.” There was no turning back to work at UPS.

The “burn the boats” term comes from the Spanish army General who sailed to enemies shores to conquer their land. It was the most important shore with the most important ports. Therefore it was heavily protected. Sensing that his warriors were doubtful of their ability to win because they were outnumbered four to one; the intelligent General ordered that all their own boats be burned.

The Spanish armies warriors fought like they never fought before and easily took over the shore. The main reason why is because they had no other option, they could not retreat.

I tell you my personal story not to impress you, but to impress upon you that one day, that one decision to quit UPS changed my life forever. Every day since that day, I get to go

to work (if you can call it that) versus got to. There is a huge difference.

When you put yourself on the line, **you will** rise to the occasion, and do things that you never thought you could do. And as you do, your fears melt away and your confidence, and self-image improve. Then you are ready and more confident to break through the next hurdle or look over to the next mountain peak.

Most people try to suppress the fact that they are unhappy with their career, but it always rears its ugly head sooner or later. We might as well face it now versus later.

#4) LEARN FROM MISTAKES

Some people think that working hard is all you need to do to be highly successful. Not true. You have to work hard and smart. Intelligent people will learn from their mistakes and not duplicate them. One can not just “try and try again”, we must “try, stop and think, then try again with a slightly different strategy.”

Doing the same thing over and over and expecting a different result is insanity. It is very important that we look at mistakes and failures optimistically, take in the information,

adjust and keep right on plugging away with our eye on the prize. With this strategy, “You will win, as long as you do not quit”. Most times success is just hanging on longer than your competitors.

#5) DO NOT TRY TO BE PERFECT

Perfectionism stops creativity, keeps us from getting started and it allows for no momentum, slows productivity, distracts us from our main purpose, is not attainable, and therefore leaves us disappointed.

“There are many people standing on the corner disappointedly waiting for the street car called Perfection”.

John F. Kennedy

Nike got it right with their slogan, “Just Do It”. Get started, monitor your progress, learn from your mistakes, adjust, keep your eye on the prize, habitually (visualize and feel the excitement of already having reached your goal). AND DON'T QUIT!

#6 LIVE TO GIVE

It is true that if you give unconditionally with a happy heart, with out expecting anything in return, that you will get

back 10 fold. God and the Universe will bring to you that which is directly in proportion to your ability to give

unconditionally. But there is a balance act involved. Before we can reach our true potential as a giver, we must take care of our basic health and fitness concerns first.

Unfortunately, what I see is a lot of people that are giving, but only to a small percentage of their true capabilities. Mothers, because of their maternal instincts to nurture fall into this trap all too often. The long and short of it is, by focusing on yourself (in a very time efficient manner) with The FATLOSS LIFESTYLE Systems, you will become a much better giver.

Life is a Self-Fulfilling Prophecy

Proverbs 23:7 - "As a man thinketh in his heart, so he is."

The batter hits the ball high in the air towards right field. It arcs majestically against the sky. It is going right towards Sammy. Everybody in the park knows that he is going to drop it. Sammy knows that he is going to drop it. He drops it.

This scene has been replayed time and time again on fields around the world. It doesn't have to be a fielder; it

sometimes is a batter you know is going to strike out. It doesn't even have to be baseball. It can be anything.

Pete Rose, who holds the record for the most hits in baseball, was asked how many times in a game he thought he was going to get a hit. His answer was "every time." Did he get a hit every time? No, but his belief that he would greatly increase his success.

When the game was on the line, Michael Jordan wanted the ball. He already saw the ball going in before the shot.

John Stevens

The concept of performing better because of confidence, a positive self-image, visualizing and expecting success is one that is understandable. Even if we have not experienced it we all have seen examples of it.

What is not so easy of a concept to grasp is that when we have confidence, a positive self-image; and we visualize and expect success, God and the universe will actually bring more opportunistic people, things, and ideas to us. It is like we win twice. We are better performers and our playing field is tilted in our favor.

Letting go of self-doubt, worry, and fear is absolutely necessary in order for you to reach your true potential. When you carry any of these energy draining emotions with you it is impossible to perform to your true potential. We are the creators of our own lives by our thoughts. We are all exactly where we are in life because of the sum of our thoughts up to that exact point in time. The good news is that once you realign your thoughts to empower yourself, the universe can open up to you in a hurry.

We all know that certain laws work even if we don't understand, or can not see them. A perfect example is electricity. No one knows exactly how it works, it just does. Simply plug in any appliance and see the result of it working.

Well, the Laws that we have discussed in this chapter are much the same way. We don't have to know how they work, they just do. Even if you don't believe in them, they are working on you.

The laws are like today's wildlife situation on our planet. When left alone from intellectual minds, it thrives, just like a jungle (because thriving is a default setting). When wildlife is given a little direction from intellectual minds, it still

thrives, just like a rose garden (because thriving is a default setting). When wildlife is consumed by intellectual minds do

you know what happens? Just look around at what we are doing to the planet. Wildlife is not thriving.

Moral of the story is that the laws that govern the universe are simple. Because Mother Nature has proven to us that thriving is a default mechanism that will work in our favor. So my words of advice to you are simple; have a common knowledge of the universal laws we have discussed in this book but don't over think them. Let God and the universe weave the magic. Do whatever it takes to get excited about your future. A lot of graduates of the "FATLOSS LIFESTYLE" 12 Week Challenge have seen the quality of their lives explode. Go to chapter 10 to see 50 incredible testimonials. Enjoying a higher quality life through making healthier fat loss lifestyle choices is what I expect for you. But most importantly, that's what you need to expect.

IT'S ALL GOOD!

I want you to take a pencil right now and put an X through one of the O's in Good. We can not do it all ourselves.

