Busy hands are happy hands

Thursday, March 5, 2009 -

I was a guest on Michael Neill’s Hay House Radio show today, talking about the book *Fearless* and the club that carries the same name. I notice that a lot of people who call into Hay House radio want mystical spiritual solutions to things, when the answer is often simply to go to work. You can work your way out of almost anything if you really go to work. Like my grandmother used to say, “Busy hands are happy hands.”

On the show we talked about how rational reasoning can eliminate fear. Fear is almost never logical. Yet people want to mystify it and make it a huge thing. I’ve helped people (and myself) reason their way out of fear.

In my book *The Woman Who Attracted Money*, one of the themes is how we think we can just attract things. Rather than working, we’ll create a mystical magnetic field around us and then be in such spiritual alignment with the moon and stars that abundance is attracted to us. Rather than serve people and earn money.

A mind low on the ladder always wants a short cut, and so the appeal of the phrase “attracting abundance” is that it means absolutely nothing. Neither word (attracting or abundance) means anything real or precise. And the victim mind is drawn to that. It loves to morph the world into vague longings. Never be precise.

Even when precision would be the answer.
March 7 –

I met with Brandon Craig today in the conference room of his company, BiltRite Gates. We talked excitedly for four hours! We talked about the future of the fearless club, and Brandon’s role in helping take our message of courage and creativity to the world. Brandon is one of the most masterful sales people I’ve ever met, and he is even better at coaching others to do it. He’s living proof that if your conversation with someone creates enough value for them, they can’t help but buy.

The woman who attracted money

March 10 –

I worked hard today on my new mystery novel, *The Woman Who Attracted Money*. It won’t be totally unrelated to this fearless mission because the hero is a former private eye who has become a business coach. I figure if Ayn Rand can put her philosophy of life into a novel, so can I. It’s a risky piece of work, but I love writing it. Club members will get a free signed copy as soon as it’s ready.

Kathy is a great editor and she reads lots of mysteries so she is helping me a lot with this book. I am also finding that there are things that can be done in fiction that are more exciting, daring and creative than non-fiction allows. So watch out.

March 14, 15 – Tucson, Arizona

Kathy and I are in Tucson today where I was a guest speaker at the first annual Festival of Books. It was held at the University of Arizona, my old alma mater. Over 50,000 people attended! Proving that books
are not dead and that people still love them. The BBC, who has produced three of my audiobooks, sponsored me and I had a very enjoyable time at the event.

If it bleeds it leads

March 16 –

Our second CF webinar was today, this one about the media versus optimism. We had some live guests asking me questions, which was fun, so we’ll do that again. People who couldn’t be on the call received their CDs of the call.

I love talking about the media because I was a journalist myself for a few years and I know how the media operate. People believe, erroneously, that the media simply presents the news. They do not. Not if the news is good. Because good news is simply boring to people and therefore ratings go in the tank when the hurricane produces no fatalities. That’s been proven over and over. That’s why newspapers used to have the slogan, “If it bleeds it leads.” The lead story with blood in it would sell more papers than any other story. Same is true with TV. Catastrophe sells. Apocalypse especially increases ratings and keeps the media financially sound for another day.

But people can go insane this way. Staring at the evening news and listening to the radio. It’s good to be very sparing and moderate in your intake. Just like you wouldn’t want to watch Friday the 13th and Psycho and The Exorcist night after night, you don’t want to watch the mainstream media night after night either for the very same reason. They are designed to scare us. Ratings increase when fear increases.

It’s not reality, either. If I want reality I’ll look out my window, not at the TV screen. My window is right next to the TV screen, so I have a choice. I can look out the window and see a world of happy children and people working in their yards and lots of love and caring and joyful play. Or I can turn on the TV for the opposite of that.
The wonderful thing about the internet is that people have so many more choices now. They can read upbeat and hopeful blogs, websites and news sources. Many people who are in this club got here through the blog called iMindShift.com.

Our club teleseminar in April is going to be about Process Goals versus Outcome Goals, and I’m very excited about that one.

I can’t tell you how many people’s lives get boosted toward success when they stop fretting and stressing out over outcomes and switch to process. When I coach people it’s one of the first things we do. We make the switch. Then people take off. Their production takes off, too.

It’s a lie that you need to know how to

March 18 –

I was in Lamb Chops recording studio today to record the latest club audio program called The How To versus The Want To.

When Sam Beckford and I wrote 9 Lies That Are Holding Your Business Back we identified small business Lie Number One as “I just need to know how to do this.”

If your teenage son’s room is chronically messy it would probably never occur to you to send him to a seminar on “How To Clean A Room.” Would you send him to one of those seminars? Not likely. Because you would already know that the “how to” is not missing here. The “want to” is missing. You know that. He doesn’t want to clean his room.

The only way you will get him to clean his room is to create an incentive…..through pain or gain…..that makes him want to clean his
room. And you need to do the same for yourself. Your business requires a strong intention to succeed.

* * *

Later in the evening Kathy and I had dinner and went boating with our friends Dale Dauten and his wife, Sandy. They are great, fun people. Dale is an author and a nationally syndicated newspaper columnist. His little business book, The Max Strategy is still one of my favorite books of all time. You can still get a copy on Amazon. I’ve read it many times. One of my favorite messages from his book is, “Experiments never fail.”

March 25 – Dallas, Texas

What a treat today to have stayed at the beautiful Stoneleigh hotel in Dallas. I gave a seminar in the morning on fundraising, and a keynote speech at lunch on Optimism in a Down Economy.

It was a group of the top fundraisers and development officers in the Dallas area. I challenged them to stop taking and start giving. People in fundraising have a hard time raising money because they see themselves as Robin Hood. Taking from the rich and giving to the poor! But taking is still taking, and if that’s my self-concept I’ll tend to avoid human contact during my work day. Who wants to be a taker?

People who really raise a lot of money are givers, not takers. They give donors the greatest gift of all: a way to make a difference.

On our death beds, that’s what we wonder about, don’t we? Have I made a difference? What’s different because I was here on this planet? Anything? Or would it have been okay if I hadn’t even been around?

My great mentor Lyndon Duke taught me what meaning was. “Meaning is the difference something makes,” he would say. “If it makes no difference, it has no meaning.”
Does my mind feel like The Titanic?

*March 27* –

A keynote talk today to a full staff meeting for Farm Credit Services at a resort hotel in Casa Grande, Arizona. They are a very progressive company so they invited me to talk about how the mind really works, versus how people think it works.

People think other people are the cause of their upset feelings. People are confused about cause. They also think that the news about the stock market is the cause of their upset feelings. They’ve got that so wrong that it ruins their life. Because now they are out there in life trying to change circumstances and rearrange all the deck chairs on the Titanic while the ship is going down.

The truth is that there is no cause there. Other people cannot cause me to feel any emotion. Only my own thought. Only what I think ABOUT those people can cause any feeling. Thought causes feeling. Circumstances don’t. Other people don’t. And the people who get that wrong are in misery. Trying in vain to changes others.

Breaking up is hard to do

*March 28- Las Vegas, Nevada*

I was not here on business, it was purely pleasure. Kathy and I went to hear Neil Sedaka put on a show and he was just wonderful. It really inspired me to see a 70 year old man sing so clearly and beautifully. To see him dance and laugh and put on such a passionately happy show was just amazing. It could be that 70 is the new 30.
I told Kathy later that Neil Sedaka was the personification of the philosopher William James’ quote, “We don’t sing because we’re happy, we’re happy because we sing.”

I’d like to teach the world to sing

March 29-

One of the fun parts of a recession is that it gets you to thinking more innovatively than in lazier times. Like, “How else can I make a little money? What are some alternative ways to create some wealth?”

With these very thoughts in mind I worked on a song today. My songwriting partner Fred Knipe and I have made royalties in the past by writing songs, so why not pull out the old guitar, dust it off, put on some new strings and write something? Who is stopping me?

Why should I just be frozen by circumstance? Problems bring out the best in people if they will rise up. The trouble is, most people shut down and play victim whenever problems appear.

So today I worked on our song, That’s How the Future Used to Be. My songwriting partner Fred makes his living as a comedian, but he has dusted off his guitar now too. Our music will rise up from this recession! Fred’s been taking extra trips to Nashville and meeting with other songwriters, producers and music publishers. He recently got our song, I Can’t Get to You From Here placed with George Strait.

Go to Fred’s website at www.fredknipe.com and look at some of his humorous skits.

You could lose some weight if you do. It turns out. According to something I read today.

Yes, you really can laugh yourself thin.
Researchers from Vanderbilt University in Nashville put people into a metabolic chamber, a small room that measures heat output in order to calculate a person's metabolic rate, and showed them funny videos. After they laughed, the participants' metabolic rates rose by 10 to 40 calories. OK, it's only a small increase, but every calorie counts when you're trying to lose weight—especially when it's such a fun way to expend calories.

Enhanced feelings of relaxation

March 30-

I had a singing lesson today. My voice coach Marcus Arbizu is the best. He is an opera singer with a very intimidating (to me) and beautiful voice. He has taught me so much. Especially about how bad a singer I am. Until I met him!

Several studies have found that singing also enhances immunity and well-being. One, conducted at the University of Frankfurt in Germany, found that choral members had higher levels of immunoglobulin A and cortisol -- markers of enhanced immunity -- after they sang Mozart's "Requiem" than before. Just listening to the music did not have this effect.

In another study, members of a choir filled out questionnaires to report their physical and psychological reactions to singing. The choristers reported:

- Improved lung capacity
- High energy
- Relieved asthma
- Better posture
- Enhanced feelings of relaxation, mood and confidence
Singing seems to benefit the elderly particularly well. As part of a three-year study examining how singing affects the health of those 55 and older, a Senior Singers Chorale was formed by the Levine School of Music in Washington, D.C.

The seniors involved in the chorale (as well as seniors involved in two separate arts groups involving writing and painting) showed significant health improvements compared to those in the control groups. Specifically, the arts groups reported an average of:

- 30 fewer doctor visits
- Fewer eyesight problems
- Less incidence of depression
- Less need for medication
- Fewer falls and other injuries

**I don’t need a reason to be a shovel**

*March 31-*

A seminar today at Microchip Technology. The function of optimism. Optimism is a tool, not a characteristic. We don’t need “a reason” to be optimistic, as victims and pessimists always think.

Victims watch the news every day looking for “a reason to be optimistic.” But they get it wrong when they do that. They miss the whole point.

Do you need a reason to be a shovel? No, you use the shovel. Do you need a reason to be optimistic? No, you *use* optimism. It’s a tool of thought. Even pessimists can use optimism as a problem-solving tool of thought. How do I know this? I have had pessimistic clients! I teach them to use the tool. All of a sudden they are digging a garden of delightful super-production for themselves.
All I see is opportunity!

Here’s a wonderful PS to my diary this month. Do you remember CF member Jeremiah’s letter about going to Ethiopia in the *Who Is Fearless in This World?* Today he sent me the rest of the story. Because he’s back.

Steve,

Ethiopia has an unemployment rate of 50%. The people are poor. As we drove around I could not see much hope. While speaking to this man he tells me, "When I look around Ethiopia all I see is opportunity." It was like a kick in the gut, I woke up, I could not believe the optimism. My mind began shifting over and over again, then he told me what he saw and there it was opportunity after opportunity. I could not believe it.

This is not all, I met children who had nothing but one pair of dirty clothes and shoes but who smiled. I helped educate 350 children about how to brush their teeth, not one of them owned their own tooth brush. A Boy Scout from Utah put together 700 tooth brush kits with a tooth brush, tooth paste and dental floss. The kids were thrilled to get their first tooth brush. It was like Christmas for them. I cried as we took 100 books to a school in Dera to start a library, 600 children greeted us, they clapped their hands and chanted thank you. We felt like rock stars. Their library had no shelves and no books, now they have 100 books. It was a life changing experience, I am not the same person that I was when I left.

As I stepped back into the United States of America I felt a new sense of gratitude and appreciation for the land of opportunity. I met people in Ethiopia who wanted me to bring them to America. "You from America?", they would ask. "Please, take me to America", they would plead.
I am more fearless now than when I left for Ethiopia, my world has expanded. I have experienced major shifts thanks to my coach Justin Rohner and Club Fearless. I don't think I would have gone if your Fearless messages did not move something inside of me to do something bold. Thank you for all that you give.

Your Friend,

Jeremiah

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The myth of Robin Hood

"Robin Hood is the man who became a symbol of the idea that need, not achievement, is the source of rights, that we don’t have to produce, only to want, that the earned does not belong to us, but the unearned does. He became a justification for every mediocrity who, unable to make his own living, has demanded the power to dispose of the property of his betters, by proclaiming his willingness to devote his life to his inferiors at the price of robbing his superiors.”

Ayn Rand
"It's kind of fun to do the impossible."

Walt Disney