

No Dream Too Big Tele-Seminar

**"If one advances confidently in the direction of his dreams, and endeavors to lead a life which he imagined, he will meet with success unexpected in common hours."
- Henry David Thoreau**

Living Your Life On Purpose

Most people don't take the time to plan their days let alone their lives. They tend to drift along taking life as it comes until something or someone prompts them to think a little further ahead. Often, even then, they resist! Many like to call it spontaneity—or flying by the seat of their pants. It sounds fun and exciting.

But the fact is, when people don't take the time to think about what they want from life, what they want their life to be like, and the kind of person they want to become, they tend to drift along aimlessly. Without a dream, a goal, or a destination, they have no direction in life—and without direction, how far do you think they'll get? How far can anyone get when they don't know where they're going?

Consciously looking at your life as it is today, speculating about what your life might become in the future, dreaming about the kind of life you really want, and then creating a plan to create that life are the keys to giving your life direction. Establishing solid goals, taking actions to achieve those goals, and making daily choices—on purpose—all directed toward making the kind of life you really want and becoming the kind of person you really want to be—that's what makes a life worth living! You can create the kind of life you desire!

Dare to Dream!

Most good things don't "just happen." We have to decide we want them and then consciously choose to make them happen for us.

Still, if you're like most people, you've probably been limiting yourself—so much so that you don't even know how to dream anymore.

If someone asks you what you want out of life, do you know what to say? Many people don't. Maybe you've spent your entire life with someone else telling you what to do, how to do it, and when to do it. Or perhaps you feel trapped in the life you have now and see no means of escaping, no way of bettering yourself or achieving anything more. Maybe you're unhappy or in the throes of a depression and you don't know how to turn it all around.

Regardless of your current circumstances, you *can* change your life. And it all begins with your dreams.

Remember when you were a young child? If someone asked you what you wanted to be when you grew up, you might have said a ballerina one week, a clown the next, a fireman the week after that, and a pilot after that. You weren't afraid to dream, dream often, and dream big. Your world felt limitless, filled with possibilities. But over time, chances are some of those dreams got squashed. People who were bigger, older, and supposedly wiser than you—though perhaps just more cynical—told you not to talk so foolishly. They told you what you should become or what they considered your options to be. They told you to stop talking nonsense, to get your head out of the clouds, and to stop dreaming. And eventually, you did.

But dreaming is essential to creating the life you want to achieve. Because if you don't know what you want or what—in your heart of hearts—would make you happy, how can you possibly achieve it? If you don't know your destination, how can you possibly get there?

Before you start setting goals, you need to know where you want those goals to take you—where you want to go. You will begin this process of creating the life you want by defining your destination—by daring to dream! So ignore all those voices from the past that told you to quit dreaming and listen to your heart now.

Close your eyes and dare to dream! Then capture those thoughts in delicious detail in this workbook for future use. This will become a permanent record of what you want in life (at this point in your life), how you're going to get it, and how far you've come toward reaching that destination at any given time.

As the saying goes, this is the first day of the rest of your life. So enjoy the process and dream a little. In fact, dream a lot! And dream BIG! Don't limit yourself by what you think you *can* have. Use your imagination to its fullest and dream about what you want!

Deciding To Change

The saying goes, "If you keep on doing what you've always been doing, you're going to keep on getting what you've already got." It's a true statement.

But the fact that you're taking this course indicates you don't want to keep doing what you've been doing, and you don't want to keep getting what you've already got. You want something different...better...more satisfying.

If you could create the life you'd really like over the course of the next five years, how would your life look then? Take the time now to imagine it and describe it.

Five Years From Now, My Life Could Be...

If I could create the kind of life I want and become the person I want to be, in five years my life would look like this:

Age: _____

Marital/family status: _____

Primary family responsibilities: _____

Work responsibilities: _____

Level of job satisfaction (on a scale of 1 to 10 with 10 being "I love my job" and 1 being "I hate my job"): _____

Annual income: _____

Net worth: _____

Health: _____

Occupation (note any significant changes in occupation or title expected in that five-year period): _____

Significant accomplishments (achieved in that five-year period): _____

New skills or abilities acquired (during that five-year period): _____

Major purchases (made in that five-year period): _____

Happiness quotient (on a scale of 1 to 10 with 10 being ecstatically happy and 1 being miserable): _____

Activities I participate in/how I spend my time: _____

Social life/what I do for enjoyment/relaxation: _____

Volunteer activities/clubs/memberships, etc.: _____

What will I like most about my life? _____

What will I dislike most about my life? _____

Based on the complete picture this “life” represents, one could reasonably assume my life purpose to be: _____

It's Going to Take Some Work

It might be a bit depressing to realize that our dreams are a long way off from where we are right now. Perhaps it seems that the journey to get there is so far away that you will never arrive. When we focus on the vast distance between where we are now and where we want to be, it can be easy to throw in the towel and give up before we even begin. Chances are, that's just the kind of thinking that's held you back from living the life of your dreams until now.

The fact is, you won't achieve your dream life overnight. It's going to take some time and some hard work to bring your dreams to fruition.

But do you have something better to do in the meantime?

Time is going to keep on ticking by, you're going to get a little bit older every day, and eventually, one day, you will die—just like the rest of us. In the meantime, you can either focus on the life you'd like to live—creating goals and reaching to achieve them every day and growing ever closer to the ultimate dream life you desire—or you can stagnate and deteriorate by trying to stay right where you are for the rest of that time. Either way, you're still going to age and time is going to pass by. So how are you going to spend that time? Which would you rather do?

Besides—achieving your dreams isn't really as hard as it looks. The problem is, you're looking at it in whole—in its entirety. It's a lot like that joke: “How do you eat an elephant?”

The answer, of course, is: “One bite at a time.” And that's exactly how you'll achieve your dreams, too. One step at a time.

**“The person who is
waiting for
something to turn up
might start with
their shirt sleeves.”
- Garth Henrichs**

Give Yourself Credit For Past Successes

You've already achieved many things in your lifetime! You've probably forgotten about a lot of them—and you probably don't give yourself enough credit for many of them. But you should! All the things you've already accomplished prove that when you set your mind to doing something, you *can* do it! The proof is in the fact that you've already done it.

Think about it. From learning to read and write to memorizing mathematical facts, learning to drive a car, and interviewing for a job, you've already accomplished a tremendous amount in your life! Don't discount all the things you've learned and achieved. Give yourself the credit you deserve.

List 100 things you've learned, accomplished, achieved, or done successfully in your life before today. If you get stuck, refer to the social, personal, economic, career, and health categories to stimulate ideas. Don't stop until you list all 100.

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Wow! You probably even impressed yourself! Most of the things you've accomplished thus far were the result of patience, persistence, and practice. Those are the same tools that are going to help you achieve your dreams in the future. You've already got most of the equipment you'll need to get you where you want to go. Now you just have to use it!

Go back up and put a star next to those items you're particularly proud of.

After you have developed your dreams, come back and highlight any of those items that will help you realize those dreams. (i.e., a degree in accounting will help if you intend to start your own accounting firm, a driver's license will help if you intend to be an over-the-road truck driver or travel the world in an RV, etc.) Doesn't seem like a big step, but you're already on your way to achieving the life of your dreams!

**" The best way to predict the future is to invent it."
- Alan Kay**

Identifying Past and Present Limiting Factors In Your Life

It's really quite easy to dream—and dream big—when you let yourself go and quit limiting yourself. But if it's so easy to dream and dreaming is the beginning of making dreams into reality, why aren't these dreams already your reality?

Chances are you don't really *believe* these dreams *can* become reality. Over the years, you've learned that dreams aren't reality—they are two very separate things. You've no doubt had at least one—and probably many more—limiting factors at work in your life holding you back. Let's take a look at some of the likely culprits.

Limiting People/Limiting Words

Limiting people are those people in your life who tell you things like:

“You'll never do that.”
“Get your head out of the clouds.”
“Quit dreaming.”
“That's not the way things work around here.”
“Get a real job.”
“There is no such person as Prince Charming.”
“You're not living in reality.”
“Why don't you just grow up?”
“You can't do that.”
“You'll never be rich.”
“Be serious, will you?”
“That never happens to people like us.”

Any of these sound familiar? You're probably heard these exact same phrases—or phrases a lot like this—your entire life. After all these years, they undoubtedly echo in your head whenever you get aspirations of breaking out of the life you currently live and daring to go for something more. If you are going to move forward and live the life of your dreams, you're going to have to dispel some of these echoes. Let's identify them so you clearly recognize them when they crop up in your life to do their insidious damage to your plans for the future.

Make a list of the people in your life who have in the past—or do now in the present—impose their limiting thoughts on you and your aspirations. This might be a parent, sibling, spouse, friend, teacher, employer, or anyone else who scoffs at your attempts to make something more of yourself and your life than what you currently have. List them all here.

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Now list as many of the limiting remarks—those phrases like the ones listed above—you can think of that you’ve heard over the years from these people and others. Get them all out here on paper so you can clearly see that you’ve been programmed to believe you *can’t* do it! This is the first step in reprogramming your mind to believe that you *can*! List them all—as many as you can think of—and don’t hesitate to come back to this page and add more as they come to you when you are working through later pages in this workbook.

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Self-Limiting Thoughts

Your own natural doubts, past failures, and low self-esteem—as well as your upbringing and the past programming you’ve been subjected to over the years (that you just identified)—also create limitations in your life. These limitations take the form of self-limiting thoughts—those little voices inside of you that tell you that you can’t do what you really want to do, can’t have what you really want to have, and should settle for what you have now without daring to dream of more.

Dig around deep in your mind and list those self-limiting thoughts that crop up time and time again. Listing them and getting them “out there” is the first step in dispelling them and replacing them with more positive thoughts that will encourage you and support you in realizing your dreams through the setting of achievable goals.

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Re-Programming Your Mind With Positive Messages

Bob Proctor suggests that 97% of the people out there are “limiters”—people who will do everything in their power to limit our progress toward our dreams. At that rate, a good number of the people you now hang around with most certainly fall into that category. You can’t disassociate from all of them, but you can become more fully aware of their influence on your attitudes and ambitions and take deliberate steps to counteract their negativity and how it impacts your own outlook.

Take a look at the list of people you specifically identified as limiting people in your life above. List them again below and also indicate how much *time* you spend with—or talking to (via telephone or email) those people on a daily or weekly basis.

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While no one is suggesting that you quit spending time with these people altogether—and in many cases that’s not even possible—it’s helpful to realize how much time you spend with those people and how their comments and lack of support may undermine your confidence in your ability to make the desired changes in your life.

Only you can decide how to handle these people and their influence in your life, but here are some suggestions that might help you to maintain a positive outlook.

- Limit the amount of time you spend with them.
- Ask them to refrain from making negative, limiting comments. Then catch them doing it and call them on it.
- Consciously choose to spend time with more positive, supportive people.
- Enlist the help of a mentor or coach who can help you counteract the negative input on a regular basis.

Even if you could disassociate from all the limiting people in your life, you’d still have to contend with yourself—and all the negative, limiting thoughts that arise from within you. Though external forces are a powerful influence on you, these internal doubts are probably the most damaging and dangerous to your ability to succeed in realizing the life of your dreams.

The negative thoughts you identified in the exercise above are the result of years of programming. You will need to consciously reprogram your mind with positive thoughts that counteract those negative messages. Don't skip this important step!

On the lines below, rephrase each and every one of those negative, self-limiting thoughts you identified with a positive, empowering statement. While you may not fully "believe" these statements as you're writing them down—yet—because you've got a lifetime of programming to counteract, this is the first step toward reprogramming your mind with positive messages.

Here's an example of how to rephrase those self-limiting thoughts in the positive:

Self-limiting thought: "You can't do it. You're just going to make a fool of yourself."

Positive replacement: "I can do anything I set my mind to! I'll show them that I *can* be a success!"

Now you try. For every self-limiting thought listed above, write a corresponding positive replacement.

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Are You Ready to Change?

The fact of the matter is, if you want to realize those dreams, you're going to have to make some changes—in the things you do, the thoughts you think, the choices you make, and the actions you take. Change can be uncomfortable and extremely difficult for some people. Often people “settle” for the life they have—even if it is not pleasant, enjoyable, or even satisfying—because it is, for them, the “lesser of two evils.” It is easier to maintain the status quo than to experience change.

Change is particularly threatening to many people if someone else forces it on them or initiates the change—as in the case of people who are downsized from their jobs or served divorce papers. Regardless of the fact that they may have been miserable in their job or their marriage, the change is thrust upon them against their will, and it becomes just one more thing in a long line of things to battle against in their life.

If you're taking this course, one can presume you are, at least to some degree, ready and willing to make some changes in your life. Still, it's best to be honest with yourself. How amenable to change are you? Rate yourself and bear in mind as you go through this process that if you find change somewhat threatening, a) you're perfectly normal; and b) you will need to overcome this to create the life you dream of.

- Change scares the heck out of me! I like “security” and routine. I'm only changing because circumstances are forcing me to.
- Change is a natural part of life. I can either roll with the punches and get on the bandwagon or get left behind.
- I welcome change with open arms! It's exciting to see things constantly developing and evolving. I am becoming a better person with every new experience in my life!

Using Your Past to Create Your Future

Think again about when you were a child. What did you like to do? What made you happy? What were some of the things you wanted to be when you grew up?

Journal a bit about your childhood activities, pleasures, dreams, and aspirations:

When life got “tough” for you, or when life sometimes seems difficult now, what did or do you fantasize about doing with your life?

Now looking back over the course of your life—from childhood right up to the present—what “common threads” do you find weaving their way through your thoughts, dreams, and fantasies? What keeps “nagging” at the back of your mind—as if it were “meant to be” a part of your life? What do you “feel” in your heart or your gut that you should be doing with your life? (Examples: Did you always want to do something with kids? Always see yourself singing in a band? Always loved to write? Continue to fantasize about owning a sports car? Always wanted to own your own business? Or start a scholarship fund for adults who are going back to school later in life? Etc.)

In your present, adult life, when are you the most happy? Peaceful? Content?

What are you doing when you feel most “alive?” Most energized? Most focused?

When you lose all track of time because you are so caught up and engrossed in what you are doing, what is it you are doing?

Generally, there will be certain common elements that you can identify—thoughts or ideas that keep recurring throughout your life that refuse to be totally silenced despite your best efforts to be “practical” or “realistic.” Those themes or common threads that continue to recur are strong indicators that something is missing in your life—something that is important and valuable to you at the very core of who you are. And that something needs to find expression in your life. You need to be true to yourself and to take action to bring those dreams to fruition to find fulfillment in your life.

It won’t always require the ultimate fulfillment of the entire dream in all its glory to make you happy. Often, simply progressing toward that dream will bring you great satisfaction and joy. But one thing is certain. Continuing to ignore what you really want at the very heart of your being *does* lead to dissatisfaction with life—and life is just too short for that.

Looking at the Big Picture of Your Life

Your dreams—and the underlying motivators that cause you to desire those dreams—remind us that you are here on this earth for a reason. Everyone is here to accomplish something, learn something, and impact other people’s lives in some way. Your dreams suggest *how* you hope to do that.

Life is short—too short to waste even a precious day. It’s important to live your life—and every single day of your life—deliberately and *on purpose*. You only get one life here on earth. How are you living yours now?

The following introspective exercises will help you examine what is—in your heart of hearts—most important in your life. You may find completing the exercises to be a bit depressing, but that is not the intent. The intent is to help you identify your highest priorities—and therefore your most important dreams—so you can determine those that should come first on your list of dreams to strive for and to ensure that you don’t waste another day.

If you died tomorrow, what would you regret?

**“We might have been—These
are but common words,
And yet they make the sum of
life’s bewailing.”
- Letitia Landon**

Now the really tough question: Why aren't you doing those things now—already? This question isn't a condemnation of what you are doing or aren't doing. It *is* an opportunity to identify and examine those obstacles that stand in the way of living the life you really want to live. Be honest with yourself and list all the reasons you can think of. Some obvious responses are “not enough time” or “too busy.” Go beyond those obvious first responses to the heart of the reasons. Are you spending too much of your time pursuing meaningless activities like watching television or feeding a slot machine hoping to “hit it lucky?” Are you dancing to someone else's tune instead of listening for your own music? Do you do what you “should do” according to society's—or someone else's—expectations instead of following your heart? Are you just a little too lazy to do what is really important? Are you living life like it will never end and wasting valuable time?

Who Are You Living For?

How much of a “people pleaser” are you? How much do you really care what other people think of you, what you do, what you look like, and how you live your life? Rate yourself here:

- A *LOT!* I feel inferior if other people don’t approve of what I do and how I do it. I fear being ostracized and not having any friends. I want people to like me—at almost any cost. I will even pretend to be something I’m not to get people to like me or give them things—my time, my friendship, gifts—so they will be my “friend.”
- Somewhat. I like knowing people think highly of me and approve of me. It boosts my self-esteem to know that I am well liked and popular. If I can do things to make other people happy, I will.
- A little bit, but it doesn’t really matter all that much. I’m pretty independent, and I’m confident in myself. If people like me, that’s great, but if they don’t, then that’s their right. I like to be myself. This is who I am. I won’t compromise myself or my beliefs to gain popularity or someone else’s approval.
- Not at all. I could care less what people think! In fact, if they don’t like me or approve of me, so much the better. I’m a rebel and proud of it. I like being “in other people’s face.” I dress and act like a free spirit—and if I make other people uncomfortable, that’s just the breaks for them.

You might be a born and bred “people pleaser” in one area of your life and a complete rebel in another. Most people don’t fit neatly into any one category. The important thing is to realize in which areas you may be compromising your own values, beliefs, and priorities for someone else—instead of following your desires and dreams.

What Do You Value?

Identify the 10 values that are most important to you in your life. (Examples: honesty, hard work, spontaneity, etc.) Remember, these should be *your* values, not the things someone else (parents, teachers, etc.) told you to value.

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How are these values evidenced in your life today?

How do you plan to demonstrate/evidence these values in your life in the future?

Where Are Your Priorities?

What are the five most important things in your life today? List them here, in order of priority with number one being the most important.

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**"How wonderful it is that
nobody need
wait a single moment
before starting to improve
the world."
- Anne Frank (*Diary of a
Young Girl*)**

How Do You Spend Your Time?

Pick a normal, average day in your life. Complete the chart below itemizing how you spend that day from the time you normally get up until the time you normally go to sleep.

Time	Activity

Based on your entries, how much time do you spend in an average day doing something that in some way contributes to each of the five priorities you listed as most important? Fill in the chart below.

Priority	Time Spent

How are you spending the rest of your time?

By identifying your priorities and examining how you actually spend your time, you can clearly see there is a gap between what you *say* is important in your life and what you *do*. If you are to achieve your dreams and realize the life of your dreams, one of the biggest

changes you will need to make in your life—and as you set and work toward your goals—is to more closely align your actions with your priorities.

This exercise also shows you where some of your valuable time is being wasted on things that don't really matter to you in the long run—time that you will be able to reclaim as your own to pursue your dreams. Make note of those meaningless activities you're wasting time on now and think about how you can incorporate the time you used to spend on them into the new life plan you'll be developing here.

----- End of Section One -----

Dream Your Future!

Put Your Dreams in Writing

The first step to realizing your dreams are putting them on paper. There are no right or wrong answers, and each person will have their own ideas about what is most important to them in their life. The important thing is to visualize your dreams in your mind and capture them in words on paper so you can visualize them again in the future.

If life were perfect (according to *your* definition of perfect), what would it look like? If you could live the life of your dreams, what would you do, who would you spend your time with, where would you live, what would you drive, what hobbies or pastimes would you enjoy, how many bathrooms would you have, etc.? The sky's the limit!

Dare to dream the perfect life for you! Close your eyes and "see" it in all its glory and detail. Then put it into words here and describe it!

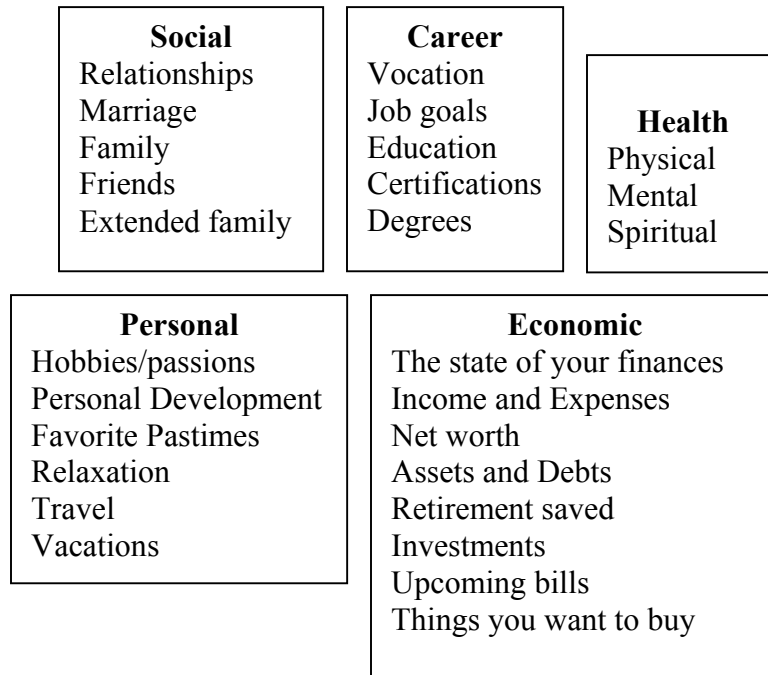
Dreams for Every Part of Your Life

The following pages will help you further examine every area of your life and more clearly identify what your ideal life would look like. As you examine each category, you will likely think of new ideas—more detailed aspects of what you really want in your life—that you can include in these pages, building on the dream life you described in the previous pages.

Categories

All of us are individuals—and therefore, all of our dreams will be unique and different. But generally speaking, most of the meaningful things in our lives can be grouped into one of five common categories.

The groupings below illustrate how we've categorized the various parts of our lives for the purposes of this workbook. You may wish to refer to this page occasionally. You will use these categories on the next page as you begin to dream and record the specific dreams you have for each area of your life.



Record your dreams for each category of your life as clearly and in as much detail as possible. Paint a picture with your words. Stop periodically to close your eyes if necessary, and be as specific as you can be. What do you see?

Don't limit yourself to one dream in each category—or even 50. Keep going and list *all* of your dreams in each area. Remember, dream big! Don't limit yourself by what you think you *can* have. Imagine that you can have *anything*. What do you *want*?

Remember also that this is about what *you* want—what *you* dream. This is not about what your parents wanted you to be when you were growing up or what your boss thinks you should do. It's not about pleasing others. It's all about *you* and making yourself happy. Try to ignore all the “should have's” you've heard from others in your life and focus on the “I want's” instead. This is *your* life!

Continue on another sheet of paper or the backside of one of these pages if you run out of room. Don't leave anything out.

My dreams for my Social life (related to marriage, family, friends, and extended family):

Miscellaneous Dreams

Perhaps there are some things you want or desire that don't seem to clearly fit under the categories suggested here. Don't forget about them. List them here! From a new toaster oven to a degree in horticulture "just because," if you want it and you don't know where to put it—put it here. In fact, challenge yourself to *fill* this list! Remember, dream BIG!

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42. _____
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47. _____
48. _____
49. _____
50. _____

Dreaming With Your Family

If you are married or have a family, you may wish to include your family members in your dreaming session. Perhaps you will have or develop some joint dreams—things that would make all of you happy that you should record in this workbook, as well. It might be a vacation to Disney World with the kids or a second honeymoon with your spouse. Perhaps it will be to have children or buy a home.

Invite your spouse or family members to dare to dream with you, and you will discover many wonderful things about each other while you are simultaneously discovering new and wonderful things about yourself. Children are particularly spontaneous and sometimes even silly, but often don't have a lifetime of hearing "get your head out of the clouds" echoing in their minds, so they can be remarkably helpful in completing this exercise. If you have children or know a child, invite them to help you with this exercise and experience the lost art of spontaneity in this process of dreaming on paper.

If you complete this exercise with input from a spouse or family, you may wish to "code" your dreams as follows:

I = Individual or M= My (my own individual dreams)

J = Joint dreams (with spouse)

F = Family dreams (with children and/or spouse)

It's important to consider your spouse and family when creating your dreams if you want them to be a part of your life! At the same time, it is important to recognize the difference between your dreams and dreams someone else might have—which may or may not be as important to you. But you definitely don't want to confuse what *you* want with what others want.

Prioritize Your Dreams

Take another look at your dreams—and remember that there may be several dreams in each section—and prioritize them in order of their importance to you in your life. Which

are the most meaningful to you and would bring you the greatest satisfaction if they came true? Code them as follows:

- A = Very important to me! Achieving this dream would be incredible.
- B = Pretty important. Realizing this dream would really make a difference in my life.
- C = Important to me, but not nearly as important as some of the other things on my list.
- D = A passing thought. Not all that important to me.

Setting a Possible Timeframe

If it were really possible to achieve these dreams, how long do you think it might take you to realize each dream? Or how soon would you *like* to realize that dream as reality? Code each dream as follows:

- 1 = in one year or less
- 3 = in a couple years, up to three
- 5 = it will probably take me about five years or so
- 10 = this is definitely one for the 10-year plan—it's going to take a while to achieve this

Examine Your Motives

At the heart of every dream, there is a reason or an underlying motive for wanting the things we want. Often, the motive itself is infinitely more important than the realization of the dream.

Take another look at the dreams you described for your life. Think about the feelings behind your dreams. Why are *these* dreams important to you? Why these dreams and not something else?

The realization of these specific dreams for your life carry some kind of a payoff—a tangible or intangible reward that goes beyond the attainment of the dream itself.

For example, if one of your dreams is to own a luxurious home in Hollywood, the dream goes beyond the physical building and the real estate. The motive behind the dream may include a feeling of status—of belonging with the rich and famous people of the world; the desire to impress other people; the opportunity to entertain and host parties—perhaps with those rich and famous people that you want to associate with; a little revenge or “See, I told you so!” for those people in your hometown who told you that you’d never make it in Hollywood; etc.

More important than the house in Hollywood is the *feeling* owning that house in Hollywood will give you. In this exercise, look beyond the details of the dream to find those underlying feelings and motives that draw you to each of your dreams. Elaborate

Techniques for Living Your Dreams

The simple act of writing down your dreams is the single most important and powerful thing you can do toward living them. There are many explanations for why the technique works but who cares why it works --- it works --- so do it!

The best way to record them is by creating a special journal (a “Life Goals Journal”) that is devoted only to your most important dreams --- Your “A” dreams and “B” dreams (remember when you coded them?).

You can think of your dreams as your life goals (a goal is nothing more than a dream with a date for accomplishment). When you have properly applied yourself to the exercises in this workbook you will have a beginning list of life goals that will add an incredible amount of energy and enthusiasm to your life. You now have something to aim for, something to look forward to, something to work toward, you now have a purpose for living.

Any type of nice, sturdily bound paper will do. A diary would serve the purpose or you can buy a journal (www.jimrohn.com has a nice one). Whatever you choose, invest in something very nice so that you will respect it. The contents will be “sacred” to your future, so make sure that it’s physical appearance reflects that.

Take all of the “A” and “B” dreams you have previously identified and group them by the length of time you expect to take to achieve (all 1 year dreams together, etc.). Record them in that order in your Life Goals journal. Plan to review your journal at least monthly.

If you are regularly reviewing your journal and your dreams then you will be constantly adding, deleting, modifying AND ACHIEVING your dreams.

Living Your Dream on the Inside

Your desire for your dreams should increase over time just like your desire for your partner or mate increases over time when you’re in a great relationship. Quite simply, the more you know about your dream, the more you will want to achieve it.

To stoke your desire, to create that “white hot” desire that Napoleon Hill talks about, begin to learn as much as you can about your dream and surround yourself with tangible reminders of it. The more you can live your dream on the inside, the more likely you are to see it manifested on the outside.

For instance, if you have a dream to visit another country, do the research you would do if you were actually getting ready to go. Check out flight schedules, fare prices and hotel accommodations. Gather information on the sites you want to visit while you’re there, the restaurants you want to eat in, the normal weather during the time you intend to visit. The more you know about your dream, the more real it will become to you.

Use the power of visualization to drive your desire even deeper into your sub-conscious. Create a “dream board” of pictures, drawings or other visual representations of your dream. Put the dream board in a location that you will see everyday. Perhaps near the mirror you use to shave or apply makeup. The refrigerator doors of many people who use this technique become their dream boards. This is especially powerful when the entire family has “bought into the dream.”

Another great technique for living your dream on the inside is covered by Prosperity Guru Randy Gage in his book “Accept Your Abundance.” He teaches about “starring in your own movie.”

“Think about the goals you have for yourself. How big are they? More importantly, have you thought about exactly how that would play out in your life?

Let’s suppose you say that you want to earn \$2 million a year. Do you know what that really looks like for you? How much is that a month? What does the weekly paycheck look like? What’s your tax bill? What kind of house would you live in? What car(s) would you be driving? How would that change the interaction you would have with those you love?

Or suppose your dream is to be a professional football player, or a concert pianist. What would your average day look like? What would you be doing? The more that you can really see your abundance, the more likely you are to attract it.

I have a friend named Richard Brooke, who runs a network marketing company, and frequently conducts workshops on vision. At his workshops, he mentions several interesting things that concern us here...

He was once at an event, and saw a booth where they made souvenir mockups of magazine covers. So he put himself on the cover of “SUCCESS” magazine. He had it framed and he kept it in his office by his desk, so he saw it every day.

About two years later, SUCCESS decided to do a cover story on the growth of Network Marketing. They wanted to put the president of Amway on the cover, but they were on a tight deadline, and he didn’t return their call. So they called Richard, did a photo shoot, and put him on the cover. To this day, he maintains that the reason that happened, is because he had that souvenir mock-up in his office. He saw himself as the cover subject for two years. So he attracted it to him, because he was ready to accept his abundance!

One of the things that Richard has people do in his seminars is write a movie script of their perfect day. So for example, let’s suppose your vision is to be the number one sales producer for the organization you work with. You write that movie.

So you might pick the day of the annual convention, where you will receive your award. Starting with waking up in the morning, you write out your day. So you might talk about

the smell of coffee downstairs that you wake up to. Feel the breeze coming in the window, and hearing the dog bark with happiness when you come downstairs. You would describe the breakfast you ate, and the conversation you had with your partner. You might mention the red Lamborghini with the leather seats that you drive to the hotel where the conference is being held, and the tumultuous ovation you receive, when you go on stage to get your award. The key here is that you involve all of your senses, and paint the picture as vividly as you can. Stuff that would be minutiae in a real Hollywood script is very important to you. So don't hold back on any details. If you are having homemade strawberry jam with the cream cheese on your cinnamon raisin bagel for breakfast—write it down!

You want a compelling and thorough journaling of your perfect day; the day you want to manifest. You want to see it, hear it, taste it, smell it, touch it, and FEEL it. It is only when you experience prosperity in your mind and heart first, that you manifest it on the physical plane.”

Whatever techniques you use to live your dream on the inside, the important thing is to use something that will help you “internalize” the dream. The quicker you can live it fully on the inside the sooner you'll see it on the outside.

Design Your Future Worksheet

(This worksheet may be photocopied as desired for each dream)

You've identified and described your dreams. You can clearly see them in your mind or describe them to anyone who asks. You've evaluated where you are right now—your starting point. Now begins the real work—and the thrust of this program—creating a life *on purpose* to realize those dreams.

The work you do here will be the beginning of the road map that will take you from where you are today to the destination of your dreams. It will show you—as clearly as possible—how to get there. When you reach a crossroad, you will be able to assess your location, look ahead to your destination, and choose the road that will lead you to that destination. Along the way, you will encounter a few stones in the road and probably a few detours. You may hit a few unexpected potholes or have a few fender benders, but with your map firmly in hand, you will know without a doubt that you are headed in the right direction, and you will be able to look back at any given time to see just how far you've come.

List one of your Life Goals (Dreams) here: _____

Skills and Knowledge You Will Need

You're ready to begin the journey, but you're going to need a few things along the way. Let's make a list of some things you're going to need on this trip.

As you prepare to begin this journey, you will need to study your specific destination. Depending on where you are headed, you will need different things. Just as someone headed to Florida might need sun tan lotion while someone headed to the North Pole is more likely to need some really warm clothes, so too will what you need for your journey—the skills, knowledge, talents, and resources—vary according to your dream destination. If your dream is to become a physician, the skills, knowledge, talents, and resources you will require will be very different from someone whose dream is to own a yacht and sail around the world, for example.

With your dream firmly in mind, identify 10 specific skills you will need to develop or specific knowledge you will need to acquire to enable you to realize those dreams. (Examples might include a particular degree, marketing skills, the ability to speak in public, how to type, or how to purchase and trade on the stock market, etc.) Note: There may be many more than 10, and you can list more if you'd like.

1. _____
2. _____
3. _____

4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Now consider how you can acquire this knowledge or these skills. Is there someone who can teach you, a class you can take, a book you can read, a seminar you can attend, etc.? Is a degree or special certification required, or will the knowledge itself—absent a formal piece of paper—suffice? Identify all the different resources you might be able to use to develop each of the skills or obtain the specific knowledge you listed above. Use your imagination and think outside the box. Sometimes there is an easier or more obvious way to acquire the tools you need than the traditional way. (Examples: volunteering, internships, etc.)

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10. _____

Resources You Can Use

What other resources can you draw upon to help you on your journey?

Think of 10 other specific resources you can use to help you achieve your dream and reach your destination. Examples might include people, books, seminars, classes, etc.

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2. _____
3. _____
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10. _____

If you are to achieve your dream, can you do everything you'll need to do on your own—or will other people have to help you along the way? If your dream will require assistance or cooperation from others, identify who those people are now:

1. _____
2. _____
3. _____
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10. _____

Support for Your Journey

Who do you know who will support you and help you accomplish your goals and achieve your dream?

1. _____
2. _____
3. _____
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7. _____
8. _____
9. _____
10. _____

Who do you know who will hamper your efforts and try to discourage you?

1. _____
2. _____
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8. _____
9. _____
10. _____

How will you combat the efforts/counteract the negativity of the people who want to keep you from succeeding?

WHY is this dream life you envision important to you?

**"When the why gets stronger,
the how gets easier."
- Jim Rohn**

Do you *want* to become that person? Why or why not?

Get Creative!

Often we limit ourselves with own thinking. Based on our background or our conditioning, or perhaps as a result of the messages we hear from others today, we tend to think there is only one way of doing something, only one way of achieving what you want. Frequently, we look at the achievement of our dreams in the same way.

When you looked at your true motives in an earlier exercise, you identified the real reason you want to achieve the dreams you do. You discovered some underlying thoughts and feelings at the core of the goals you'd like to set. It is important to recognize that your true desire is to achieve the "essence" of your dreams—the feelings the achievement of those dreams will create for you or the kind of experience living those dreams will be like.

In examining the "essence" of your dream, you may discover some very creative ways to realize your dreams in non-traditional ways. A simple example might be that if you want to be a parent but cannot have children of your own, for whatever reason, you could spend lots of time with children and parenting children in any of a multitude of different ways. You could become a preschool teacher, do daycare in your home, provide foster care or respite foster care, become a Big Brother or Big Sister, work with youth programs, or you could adopt a child.

If your dream is truly important to you, look beyond the obvious ways to achieve that dream. When one door closes, look for another! Don't give up—get creative!

What are some possible ways you can achieve the essence of your dreams through alternative means? Jot down any ideas that come to mind here. Consider all the possibilities. Brainstorm. Don't "judge" any of the ideas. Simply write them down.

Jot down 25 different “impossible” dreams people had in history that became reality. Stretch your imagination.

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25. _____

If those people achieved their “impossible” dreams, why is it anymore “impossible” for you to achieve yours? You, too, can write a book, make a \$ million, become a famous chef, buy a cabin in the mountains, start your own company, or invent something significant that can alter the course of history!

Note: Go back and review your dreams. Were you limiting yourself to what you thought was “realistic” or “possible?” If so, go back and elaborate on your *real* dreams.

Desire and Determination Are Your Only Limitations

The fact is, up until now and even throughout and beyond this course, the only one really limiting you is...you! What is “impossible” for one person is not impossible for another. Desire and determination can make the “impossible” very possible.

How bad do you want to achieve your dreams? How important are they to you?

Some people are more strongly affected by their dreams—or certain of their dreams—than others. The strength and intensity of your dreams—how badly you *really want something*—will determine how far, to what lengths, and how long you are willing to work to get it.

If your desire for a particular goal or dream is not very strong, you will not be very committed to achieving it. If your desire is great, your commitment will be great, and your success rate will also be great.

Desire. Determination. Persistence. Perseverance.

The single most critical difference between people who achieve their dreams and people who do not is their level of persistence and perseverance. Those who achieve their dreams continue to work toward them no matter what. In spite of the most daunting obstacles, all the negative people who tell them it can't be done, and numerous “failures” or false starts, the people who succeed in achieving their dreams keep on going and going and going—just like that Energizer bunny. They refuse to quit no matter what.

For them, it is mind over matter. When someone tells them they can't do something, they set out to prove them wrong.

The more you want something, the faster and easier it will be to achieve it. You won't accept “no” for an answer, you will find a way around your obstacles, and you will refuse to give up. You will do whatever it takes to make your dreams come true. And you will keep on doing that *until* they do.

Consider a person whose dream is to walk across the entire United States. Perhaps the person has serious limitations—artificial limbs or arthritis. There will be many naysayers and people who will discourage him from pursuing this dream. Many people without limitations will scoff at the idea. Still others will set out to achieve the dream, but they will give up when they become tired or get a few blisters.

The difference between the people who discount the dream, those that try and give up, and the person who achieves the dream will be the level of desire, determination, persistence, and perseverance. The person who really, really wants to achieve that dream will set incremental goals for himself and will steadily progress toward them. He will not give up until he has achieved the goals and the dream. One tiny step at a time, he will continue moving forward, despite the pain and the blisters, without regard to how long it will take him to achieve it, focusing single-mindedly on the dream and its achievement. Mentally, he will block out distractions and focus on the end result.

How many people give up just a moment too soon and fall short of realizing their goals and achieving their dreams? Did you know that John Grisham's first novel, "A Time to Kill," was rejected 25 times before it found a publisher. What if he hadn't made the 26th submission?

Remember:

- **The strength of your desire and your willingness to work to achieve it are directly proportionate to your ability to achieve your dreams!**
- **Make up your mind to do it—and then do it!**
- **Keep on going *until* you achieve it.**

Don't Quit

When things go wrong as they sometimes will,
When the road you're trudging seems all uphill,
When the funds are low and the debts are high
And you want to smile, but you have to sigh.
When care is pressing you down a bit -
Rest, if you must, but don't quit.

Life is queer with its twists and turns,
As everyone of us sometimes learns,
And many a fellow turns about
When he might have won had he stuck it out.
Don't give up though the pace seems slow -
You may succeed with another blow.

Often the goal is nearer than
It seems to a faint and faltering man;
Often the struggler has given up
When he might have captured the victor's cup;
And he learned too late when the night came down
How close he was to the golden crown.

Success is failure turned inside out---
The silver tint of the clouds of doubt,
And you never can tell how close you are,
It may be near when it seems afar;
So stick to the fight when you're hardest hit -
It's when things seem worst that you must not quit.

Anonymous

Compliments of Vic Johnson <http://AsAManThinketh.net>