

Inspiration

Use this section to stay inspired in your quest to become a great consultant!

The asking of questions is the releasing of positive energy that just flows and causes no effort or work. It is a natural release of impulse that leads to infinity. Release the energy! It is there and it is divine! It is fantastic! The answers are in our hearts. All we have to do is ask and listen! One idea, if so captured leads to another idea and clear up to another idea. The idea, the insight, the wisp of energy is all-powerful and if honored as such will pay acres of diamonds and gold beyond your imagination!

Honor every whisper, every inspiration, and every premonition, just do it, follow it and let it set you free. Write it down, plan it, you're being and soul knows what to do without thinking.

We discover the need and the need just sits there and **festers!**

“Accept your genius and say what you think!” - Emerson

There is grief in finishing something. You are letting go of something you enjoyed doing. The project is like a parent – child relationship where you are growing apart. Part of our role is to go against the tide and complete things, plans, projects and events and call them done. We are here the executioner. Blow through the fear and natural tendency to not get things done.

You witness the magic – you write it down.

It all comes down to the basic question: What do you want and how are you going to get it?

Closing is simply getting people started.

The best way to sell clients is for them to sell us. We accomplish this, by asking them questions on *why they should do business **with us***. When you find a goal or action step ask the client:

1. Why is this important to take action on?
2. How will this be of benefit to you?
3. What will you lose if you don't take action

Leave the client with a feeling of fun and excitement so that they look forward to meeting with you in the very cells of their body – for they remember the fun and ecstasy and excitement you last caused.

“The Goal is not to be whole but *torn!*” - Michel Mede.

In this business, you will face constant and never ending obstacles because you are dealing directly with the unconscious mind, which wants the person to succeed and die at the same time. Most people's true genius shows up only in how they continue to fail and resist success in every moment of their lives. Yet if we honor this and recognize that as Rilke said, “The meaning of life is being defeated by constantly greater beings.” Then we can learn to honor this genius and go through and use what great messages the obstacles to our success are giving us. For the main truth in our industry is that the money and success lies directly in the obstacles we face eye to eye in our clients. You are: *the implementor*.

Our strength is our ever-growing loyal clientele who, by nature, constantly wants to improve and come up with a clearly defined next step of what it is for them to do next.

We are with our clients for life. In 25 years we will be able to point out thousands of clients who have been with us that long. This is the reason for our databank.