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Four Steps to Getting More of What You Want

By Becky Waters

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How do successful business people and millionaires create their success? By asking for what they want!

It's a simple concept that has become almost a cliché: ask and ye shall receive. Yet many people wish or think about having something, but are hesitant or afraid to actually ASK for it. But there is tremendous power in asking for something specifically – especially for having a detailed description of what it is you want and why you want it. That's why goals have a better chance of becoming a reality if they are written down. There is power in the asking!

Did you ever write letters to God when you were a child? I did. I'd write long detailed letters then fold them reverently, seal them in an envelope, then put them in a special place.

To my surprise and delight, I discovered that this "technique" is also used by successful people around the world. Robert Scheinfeld, successful businessman and author, has developed his own flavor of letters to God specifically designed for business people. In his book, The 11th Element, he describes how hundreds of successful business men and women and millionaires have taken advantage of this truth: Ask and ye shall receive.

Recently, I used this "ask and receive" principle in a powerful way to create an all expense paid trip to Lithuania, even though there were many obstacles in my way.

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A friend had been trying to talk me into going on this mission trip for many months. But, I kept blowing him off, thinking sure, it would be nice, but I don't think I can really go. Then, nine days before the trip, I found out that someone had had to drop out and my friend said to me again, "You really should go."

This time I had a different reaction. I'd never been on a mission trip before and had starting thinking, in the days prior to this conversation, about what a potentially life changing event this could be for the people going. Plus,

what a great opportunity, if it really worked out that I could go! So I decided, yes, I do want to go. Then I made the call to the trip coordinator to let him know.

Within a week, I had a ticket, all the obstacles had dissolved themselves, and the money had been donated for me to go. Two days later I was on the plane to Lithuania!

Whether it's a trip, a dream vacation, a new job, an improved relationship, or whatever your heart's desire.... there is power in the asking. So decide what you want, then ask for it. Speak it out loud or write it down. Have a clear picture of exactly what it is, why you want it, and how it will feel when you have it.

Then put some energy behind it. Take the steps necessary to make it happen, knowing that things will turn out right. Because, when it's the right thing for you, it will happen.

Four Steps to Getting More of What You Want:

- Know what you want and why
 - feel it Ask for it
 - say it out loud, write it down Action
 - take steps to make it happen
- Believe
- know that the right thing for you will happen

Becky Waters, Life Coach, is dedicated to helping people create more happiness and success in their lives. For information on her success program, From Wishville to Successville in Six Weeks visit http://www.spiritualcoachingcenter.com/success_program.html.

WIN THE "YEAH BUT" GAME in 5 Easy Steps

By Laurie Weiss

You know the game, don't you? Someone invites you to help them solve a big problem and every great suggestion you make is met with, "Yeah, but that won't work because...." Frustrated and defeated, you finally give up.

Next time someone tells you about a problem, use these steps.

1. Listen politely, without offering any suggestions. Remember, it is not your problem.
2. Affirm that the problem is really important. Just say, "That sounds like a really big problem."
3. Ask, "What have you already tried (thought of) doing about the problem?" You learn all the suggestions to scratch off your list. And you subtly reinforce the capabilities of the person with the problem.
4. After you hear the answer, ask, "How did that work out?" You invite the problem holder to rethink his or her own challenge. Often that leads to a solution on the spot, with thanks to you for your brilliant suggestions. (Of course, you have not made any suggestions, but that doesn't really matter.)
5. Ask, "Is there anything you would like from me?" Often the answer will be, "No thanks, I have figured out what to do next." If you are invited to do something more, you can choose to accept or decline with a much broader understanding of the problem.

These steps will help you resist your own tendency to try to be a hero by solving someone else's problem, usually before they even ask for your help. This game usually starts by someone lamenting about a problem instead of asking for help to solve it.

The invitation you are learning to decline is really about proving that the problem is unsolvable, that nobody can help, and that the problem holder is justified in giving up and doing nothing further about the problem.

Instead, you affirm the problem holder's skill and resourcefulness, without getting involved in the game. And you may become the hero after all.

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Laurie Weiss, Ph.D., author of *Dare To Say It!*, is an internationally known executive coach, psychotherapist, and author. For more simple secrets for turning difficult conversations into amazing

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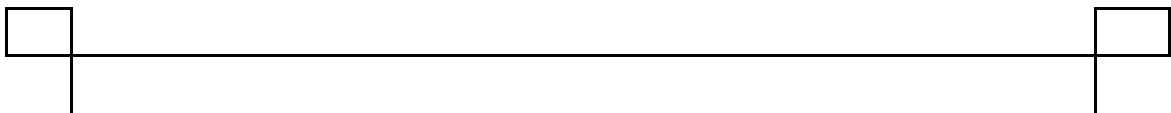
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