

Mary Allen: Okay, let me officially welcome everyone to Momentum Mastery monthly. I'm your host Mary Allen, and I'm really excited about our topic today. This is our success call of the month, and we're focusing on eliminating obstacles.

So, if you've been feeling any resistance in your life, if you've got some goals that you want to pursue and you've noticed that you're not taking as much action and movement towards them, if there's areas of your life that aren't flowing to full capacity, then you are definitely in the right place.

I guarantee that we'll see with what we're covering today if you diligently apply each one of the – each one of the steps that we bring to eliminating obstacles, I guarantee without a shadow of a doubt that you will have some major breakthroughs.

We're going to be talking about eliminating obstacles, it's like when we start talking about resistance or anything along that lines, it's really important for us to keep our energy high. Almost greet obstacles with some fresh enthusiasm. Because the reality is that if we can find where these points of resistance are and bring some attention and a little bit of willingness, we can have huge, huge breakthroughs.

I was in fact talking with one of my coaches today about being resistant and really how I encourage my clients to embrace the. It's really what allows us to grow, it's what allows us to evolve to the next level and what allows us to transform.

Without the resistance, we're just sort of doing life. But with a little bit of *oomph*, you know, we can actually navigate our way to new and higher level. So here's what we're going to be covering here today. We're going to investigate the **seven most common obstacles, distractions and culprits that impede progress and success.**

So we're just going to bring those out to the open. We're going to be evaluating the obstacles and distractions in your life. We're also going to really directly talk about simple remedies to get you out of stuck and get you into momentum which is quite perfect since this is Momentum Mastery monthly. We're all about momentum here.

I'd like to challenge everyone right from the get-go to really commit to three solutions that will reduce the impact of obstacles in your life. So you're really going to be working here. I'm going to be doing a lot of talking.

However, I'm really fully expecting you to be having your pen and paper and head thinking about each one of these culprits, and how it may be impacting one of your goals.

So to set us up to get started, I want you to think about some of your top goals. I want you to think about where in your life things aren't flowing as much as you'd like. Maybe even it's about looking at something that's been on your to-do list for a while that you keep saying, "I want to create more intimacy with my significant other. I want to write a book. I want to tackle the boxes in my garage. I want to organize my closets. I want to finally get back into a consistent workout routine."

What is the thing that you're saying that you want to do? When you think about it, you get kind of fired up and excited, but then, somehow, something is getting in the way of it coming into fruition.

So you may jot down, one, two or three of these goals somewhere in your life that's not flowing and be thinking of that. And how about this, I'm going to jump on the line here for a minute.

For those of you that are on the main line and even those of you that are listening on the webcast that want to just put something out even just to publicly declare, something that you're noticing things aren't flowing 100 percent. Somewhere where there may be an obstacle, because we're going to check in with you at the end of the call.

So who would be open to sharing something where you'd like some movement - you'd like to clear some obstacles?

Gaile: Mary, this is Gaile.

Mary Allen: Yeah, Gaile.

Gaile: I've been wanting to head back to Wisconsin.

Mary Allen: Okay.

Gaile: I keep seeing obstacles everywhere.

Mary Allen: Okay.

Gaile: I mean just for a visit. But all sorts of stuff seem to be showing up in the way.

Mary Allen: Okay. Great. Fantastic.

Gaile: And that among others.

Mary Allen: Okay. Okay. Good. Good. Good. You want to share any of the others?

Gaile: No, that's okay. I'll leave room for others.

Mary Allen: Okay. Good. Good. Good. And who else, who else would like to declare some kind of an obstacle into the space?

Amy: This is Amy.

Mary Allen: Yeah, Amy.

Amy: I have boxes and boxes of paperwork that need filed and shredded and organized. I just find something else to do – the kids always need something, my husband needs something, I need to work. There's always something else that seems to need to be done and for the box to just sit there.

Mary Allen: Okay. Great. Good. Good. Good. Fantastic, an excellent example. Who else would be willing to share something?

Stephanie: Hi Mary, this is Stephanie.

Mary Allen: Hey, Stephanie.

Stephanie: Hi. I, too, have the clutter, the paper. I have this space to create a home office, but there are a lot of things that really needed to be cleared out for me to do that.

Mary Allen: Okay.

Stephanie: I work on it for a couple of hours in a day, and then don't get back to it again for another week or so.

Mary Allen: Fantastic. Great. Okay. Sounds like another good one. Getting out there – that's home based, your home office set up, getting the clutter cleared out, excellent. Anyone else want to throw something in to the mix? Okay. I'm going to – so let's address this.

To start, we're going to go one by one through the seven most common obstacles, distractions and culprits that impede progress and success. All of these are taken from "The Power of Inner Choice." This is lesson number six.

First and foremost is **lack of clarity**, so lack of clarity. First off, we want to have you checked in on the scale of one to 10 about your level of *desire*. You can do this on your own. On a scale of one to 10, how strong really is the desire whether that's to get that visit back to Wisconsin, whether it's about handling the boxes, whether it's about setting up the home office, if it's about losing weight or starting to meditate or wanting to double your income or really create some fresh juice and romance in a new relationship or get out of debt or get new clients. Whatever it is for you, there may be more than one, really check in. On a scale of one to 10, what's your level of desire? Sometimes things make it to our list, but we can look and see if the desire is really strong enough there. Really check in there.

Secondly, we want to check in with the *vision of the end result*. Check in here with the level of clarity in the vision, scale of one to 10. If we're visiting Wisconsin, are we clear how many days? Are we clear who we want to visit? Are we clear at what time of the year we want to go? What pieces of the vision would have the Wisconsin trip be just an absolutely fantastic, you know, trip?

How about those boxes? What's the vision of the boxes organized and shredded? Is it all shredded? Are we clear with the end result – what pieces we want to keep, what things we want to get rid of? What does that end result look like? Same with the home office, what is ultimately the vision? How much work space needs to be there?

We can take that and write them down, we can look back at the year-long vision. So it's one of the calls that we did earlier is part of the Momentum Mastery series, there's a CD available for you to review on that. Really check in: what does it look like? What does it feel like?

So maybe something as simple as planning a trip, you might think, "Do we really need to get into the whole vision?" But where there is fuzziness and lack of clarity, it will get in the way of action. I was just actually doing the same thing on planning a trip to go out east for my assistant's wedding.

I came to find out that really I needed to touch base with their parents - who are good friends of mine -and really look at what days we need to travel because my flights are obviously dependent on their schedules and so forth.

So, getting clear about the vision, what does the end result look like? So just check in, scale of one to 10, where you are with that level of clarity?

Then, the third level of clarity we want to look at is **strategy**, on a scale of one to 10. For example, this is a little bit more about the *how*. So if we're

looking at let's say, a huge project like organizing an office. Are we clear about the strategy for setting up a filing system? Are we clear like what pieces we need? Do we need to go to Office Depot and get some supplies?

This is a real time line for me, which is getting back to working out. How clear am I about the strategy. I'm really not. I've worked out. I got a little inconsistent with the five-city-tour this year and with a lot of things going on my plate. And now, I'm clear when I'll be working out let's say five days a week.

But am I clear on which activities? Because there's all kinds of choices, there's yoga, there's weights, I could go running. I want to maybe get back into Bikram. What's the combination? So even just thinking about that strategy.

Strategy also has to do with scheduling. When is it going to fit into my schedule? It goes for the home office, if something's not been done, what's the strategy for getting it done? We're at a fresh new month, do I need to look at the entire month and map out what time am I going to allocate to setting up my home office, to tending to those boxes.

When am I going to sit down and coordinate whatever I need to coordinate as it relates to a trip or if I want to reignite intimacy in my relationship, what's really my strategy? How will I create the time and energy? What do I need to do first in order to get myself feeling like I'm really in the mood for romance and excitement?

If I'm wanting to double my business, what are the strategies step by step? How am I really going to map that out? Clarity is this first culprit. I almost guarantee 100 percent that if we're not taking inspired action towards a goal consistently, there's some level of fuzziness.

Typically with a little bit of time and attention we can turn the attention on each of these. We can really look at desire. We can look at vision. We can look at strategy, really break it down so that step by step we can move forward.

One of the biggest reasons why people hire coaches is because when you sit down and have to talk through what the biggest challenges are, all of the seven that create new clarity about what's really most important.

A great quote by Shakti Gawain, "Every moment in your life is infinitely creative, and the universe is endlessly bountiful. Just put forth a clear enough request and everything your heart desires must come to you." I love that quote.

The second culprit that can get in the way of realizing one's goals and interrupting the flow is what I call **"unhealthy emotional states of being."** Check in with yourself and look at what have been your predominant emotional states over the last week?

Even more specifically, as you think about those obstacles that you've named for yourself, what emotional state of being do you typically bring to that? You may have great enthusiasm and focus in one area, but in other areas like all of a sudden you go to sit down and do a certain something, and you don't have the energy.

I know certainly there is a huge period of time, actually it was probably the time I was working on writing this chapter as it goes and really noticing that my energy would really, really fluctuate.

There would be times I'd be really clear and energized and excited on moving forward. Then I get a little space in time, and it's like everything felt heavy and lethargic and so forth. I really had to consciously take myself through it like, "Wow, this emotional state is not going to get me my end results. Just flat out, no way."

So we want to look at that and see, "Are you feeling inspired, clear, excited, in the flow, committed, resourceful, deserving or on the other end of the scale, is it more about overwhelmed or stressed or stuck, frustrated or any kind of confusion, right?"

So we can take inventory and look, okay, how's my emotional state of being as it relates to the goals that I'm taking on? So let's look at some remedies if this is one that's affecting you. I want to give you three keys, *three keys to shifting your emotional state of being.*

First is relating to your *physiology*. Moving your body physically is actually one of the quickest ways to change an emotional state. Really truly, it comes down to a place of willingness. If we're feeling lethargic, tired, or you don't have what it takes, it's okay. What do we need to do to energize you?

It is about noticing your posture. Even right now as we're talking is to notice how you're sitting, how is your energy right now? I just sat right up and felt my energy even and perk even more.

It could be about drinking water, hydrating. That actually has a big impact on our physiology, because when we actually eat or drink, it's just our physiology makeup. We could go for a workout. Some of you have heard me talk about doing jumping jacks. If your energy is droopy, do something to rev it up.

Sometimes we think that whatever our emotional state is, it's like, "Oh, this is going to be what it is for the rest of the day." If all of a sudden you're feeling lethargic and you get a phone call that your daughter is in labor, and she's about ready to have a baby. Poof! Just like that your state is changed. A state of emergency – poof! We come right to attention. If Ed McMahon showed on your doorstep with, "You've just won the sweepstakes!" We can notice that our state could change in a heartbeat depending on the stimulus. We need to really take responsibility in moving our physiology. Getting oxygen flowing is one really simple and quick way.

Second key way to shift our emotional state is through *focus*. You want to take inventory. A great thing with each one of the obstacles that was named here is to really look at "What am I focusing on? Am I looking at, 'This is going to be too hard,' 'I don't know what to do,' 'It's going to take too much time or I don't have the money.'"

Really look at where your focus is. What are the thoughts that have got your attention? Really get that we can shift that focus. We can shift it to what we can appreciate about the situation. We can ask a different question and shift our attention in a heartbeat.

What is within my control? What can I get started with today? What can I get accomplished in 20 minutes? What could make this fun and easy? We take something like even a big creative project or launching a business, and look at what can I do today that would even if I only have 20 minutes, what would make a big difference in my business? As opposed to, "Oh, it's too overwhelming. I can't get it all done today. I don't have the time. I don't have any energy." It's really beginning to shift that focus.

Then, the third is *language*. Really get that our language affects our emotional state. What are we saying to ourselves on an ongoing basis? What's the dialogue that is going through your mind about your particular obstacle?

In the losing weight department, there's, "Oh, it's going to be too hard. I've gained too much weight. I don't like exercising." In the relationship department, "Oh, my partner is not willing. He's not interested." Or it's, "What could I do to make this fun?"

What could I do to make this easy and effortless? How much time will it really take? It's often the question I ask my clients that feel really overwhelmed. We start breaking it down one by one by one and looking at what you have on your plate right now. These are the top priorities - how long will it take you to complete this task?

With one of my clients earlier today, one project was going to be about an hour, another one about an hour and a half, another one three hours. His biggest things could be accomplished in six hours whether he does it all in one day or breaks it up into two days.

So really breaking it down but getting our language absolutely cleared to reality and absolutely affecting our emotional state, and is absolutely something that we can control and we can influence. So that is the second one - unhealthy emotional states of being. It could even be minor resistance like, "I just don't want to mess with this. I don't want to make a decision or whatever."

But really just doing something to rev up our energy like focusing on appreciation is a really, really fast, fast way to shift that energy. From that place, we can much more easily get in and make a decision.

Okay, so let's go to the next one, culprit number three, **time wasters**. Boy oh boy, so everybody here is busy. I don't know anyone on this planet that's not busy. I mean there's so many things, being human in today's age that can occupy our time, energy, effort -- between email and social media and friends and family to stay in touch with and business responsibilities and children and catching and staying abreast with the news and the community, right?

There's so much that can consume our attention. I dare say that everyone here, even those of you that are really pretty good with your time, my guess is there's still some major time wasters that are infiltrating your life.

So we can look at naming some of those; email can be a big one. Television. Really checking in. I don't know what the statistic is these days of how many hours the average American is watching television. I want to say it's as high as 46 hours on average. When you think about one client who had six hours for his projects, if he traded time with one person that's watching television, boom! Those projects are knocked out.

And any kind of bad habits like smoking or alcohol, I don't know how many smokers we have here on the line. As an example, to take a cigarette break, if somebody's taking even 10 to 15 minutes to smoke a cigarette and you're doing that four, five, six times a day like really quickly. And some smokers do significantly more than that.

Unhealthy snacking. These days social media can be really addictive and it can be really good for business and it can also be just a great way to lose two or three hours at a time. For some it's about watching or reading the news, CNN junkies.

One of my clients is a self-proclaimed paper shuffler. That could be another one. Just look and take inventories and if you're really honest (I'm not going to put anyone on the spot here), what really are the top two time wasters in your life?

Talking on the phone could be one. Where are the top time wasters? I'm going to just fess up here. Somewhere my husband and I started watching CSI when we were visiting my mom. It's a fun, engaging show - it invigorates the mind. I like it, because it's about the trail of reality. I like to recognize reality for what it is and what it isn't. How easily things can get twisted on perspective! you just don't know at the beginning of the show who did it and what was involved. Of course, reality ultimately points to the reality of the situation and reveals what really happened because reality leaves clues, right?

So we came back and started setting the DVR for it. I didn't realize just how often CSI is on. I was finding that as I watch CSI, it reminded me of spending time with my mom. So there was an extra affinity to that and, of course, it's fun to try and figure it out.

So as I started noticing that we'd sit down. It would become a habit - watch one or two episodes a night. It would get us to bed a little bit later. All of sudden that's contributing to a less than good emotional state of being, because I'm a little bit more tired the next morning. Not as good sleep interferes with the whole intimacy. I don't know about you guys, but watching murder scenes doesn't really put me in the mood. So it can have various ripple effects.

So anyway, we've recognized we have a problem. There's an addiction here - CSI, so we're going on a CSI diet. That's one of our self-proclaimed timewasters these days. So name for you what could be the top two timewasters and then next to that, I want you to put down what one action that you could take to lessen the impact of that particular timewaster.

So for example, if it's anything to do with television, it might be to be to limit it to your two favorite shows per week. Maybe you're going to do something more drastic - cancel cable. Either really decide that we're not watching any television past 10 o'clock, only watching television a couple of nights a week, or whatever it is for you.

Maybe another one could be email, if you're checking email all throughout the day that could become a big time-waster. So maybe it's just about checking it twice a day, right? So whatever it is really look at what could be a way to address or lessen that particular timewaster.

Another one that used to be a big timewaster for me was phone calls. I'm getting interrupted phone calls throughout the day. Somewhere along the way, somebody gave me the little tip: just because the phone is ringing, it doesn't mean that you have to answer the phone. So if I was focused on a project, I have come to learn that I won't answer my phone unless I'm really available and it's not going to be taking away from whatever creative project that I'm focused on.

Here's a quote for you. "The greatest amount of wasted time is the time not getting started." That's from Dawson Trotman. All right, so that's culprit number 3, timewasters.

So checking in with our audience, if you're not addressing the boxes or the home office project, take inventories -- where is that time going? Soon enough there is some place where you could shave that off.

Number 4 is **low physical energy**. Big culprit, right? Our energy is a little different than an unhealthy emotional state of being. That might be more "overwhelmed," "stressed," or "stuck." Low physical energy is really directly related to your physical energy. There are four big areas to look at here. One is *nutrition*. One is *hydration*. Another one is *exercise*. And the fourth one is *sleep*.

In order to maximize our momentum and our output, we really want to be dialing in on all four cylinders. So take inventory here around your nutrition - how you're doing on the nutrition front. I know for me, starting my day with the vegetable smoothie, something that's very alkaline, getting all my grains at the start of the day and some protein really have me feeling super, super good. Eating more of the lean proteins and vegetables as opposed to high fat foods or loads of carbs, pasta, and rice.

Hydration is another big one. Often when our energy is low, if we will just drink a couple of glasses of water that can be enough to turn around our physical energy. So really paying attention to hydration is key.

Then, exercise, of course, we know how this can contribute to our overall energy. We're literally pumping oxygen through our system and exercise has scientifically shown to increase our ability to focus, because of how exercise stimulates the brain. So it really has a huge, huge impact on physical energy.

And then of course sleep is another big one. It doesn't take a rocket scientist to figure out that sleep has a big impact on our energy, right? We can either artificially rev ourselves up with caffeine and so forth, or we can also just give ourselves the right amount of sleep. I married John and it turned out to be a big blessing, because he's a really good sleeper. He's

really into getting his 8 hours. I used to take the mindset, I think I learned this from Tony Robbins (not to blame Tony Robbins), you just sleep 2 hours less a night, do the math -- 2 times 365 days a year. I mean that's getting tons of extra "days" in your life if you compound that over the year. The only problem is that if you don't function well on 5 or 6 hours of sleep, that doesn't really work very well.

So one thing I have found that since I've got more accountability to get my 8 hours of sleep, I don't do caffeine or artificial stimulants. Getting 8 hours of sleep and a vegetable smoothie, I'm good to go. I know everybody's chemistry is a little bit different, but really doing what you can to support yourself with sleep. Anyone that has trouble sleeping, I have one little recommendation - deep forward bends, yoga postures. If you're sitting on the floor and leaning over to touch your toes or standing up leaning over to touch your toes. Anything that's a deep forward bend compresses the spine and actually does something to relax that spine so ultimately, you can get to sleep.

On the night before my wedding, I couldn't sleep. My maid of honor was sleeping in the bed next to me, and I didn't want to wake her up. So I'm sitting there trying every kind of stuff exercise in the world to try and get my mind to slow down so that I could get a good night sleep. Finally I got out of the bed and did a few yoga postures. In addition to leaning over to touch my toes, I did the rabbit posture and the half tortoise posture. After doing those stretches and getting back into bed, I finally was able to just go right to sleep. So it really can work as another great strategy.

So what's one thing that you can do to positively affect your well-being? So write that down. So it's your opportunity to make that commitment to you.

We may check in with our listeners who shared around setting up the home office, attacking the boxes, or planning a trip. I've got other people working on business projects and so forth -- how much is low physical energy playing a role? Maybe playing a *big* role for some of you. Maybe playing a lesser role for others of you.

Let's go to culprit number 5, **lack of focused attention and action**. Here we want to do another honesty check around how much energy is being focused on that particular goal. If we want to get that home office set up, how much time have we allocated to doing that? Maybe picking up the phone and calling a professional organizer that is really skilled in being able to do this quickly, or talking with somebody that runs a home office. Plan what you really need to do. Or enlisting your children to come in and putting the focus and the attention on addressing the clutter, addressing any of the paper, getting those boxes that need to be shredded or a filed

organized. For planning a trip, stop and dedicate the energy to get clear and pick something. Is it related to, say, you're wanting to write a book or market a book? So how much energy and focus are giving that? The number one key, of course, is willingness - a willingness just to take action.

So here's the assignment for this section – what are three action steps that you're willing to take this week toward your particular goal, toward the area that's not flowing, toward to something that you want? What are three action steps that you are absolutely willing to take this week?

Write this down. If you're wanting to attract a partner in your life, a new relationship, what are three actions that you're willing to take? Is it about setting up a profile on match.com? Is it about letting some people know that you're really ready to date and meet somebody? Is it about going shopping and getting a few new outfits so you really feel great in your body? Maybe it's even starting an exercise program so you feel even better in your body.

If you're wanting to workout consistently (that will be mine), what are three actions that I'm willing to take this week? Maybe I'm absolutely willing to get to the yoga studio, maybe I'm willing to go for a run, and I'm willing to go to the gym. I'm willing to try each one so I can begin to find out, which one of these activities that I am most wanting to do. Maybe I want to enroll a workout partner to join me on one or more of those occasions.

If it's about building a revenue stream, am I willing to send an email out to let people know that I am open for business and this is what I'm looking for as an ideal client? So let's look at what are the three action steps that you are willing to take this week. Write this down.

Let's go on to the number six obstacle that can get in the way of progress and success - **time constraints**.

So again, I know everyone here in this line is very busy and has a lot of things going on. Now, hopefully, you just wrote down three action steps that you're willing to take this week.

So I just want to throw out a little tester for you. I want you to imagine that somebody is willing to pay you a million dollars to complete those top three actions that you just named. Could you get them done? More than likely, as long as it's physically possible to get done, you would probably find a way to do that. Even if it meant writing a book in a week, if there was a million dollars on the line, would you somehow, someway really find a way to make sure that book got written?

One of my friends, Donna Kozik does a program *Write Your Book in a Weekend*. So I know it's totally possible to write a book in a weekend, because there are many people that have done exactly that. Could you absolutely, without a shout of a doubt, handle, all of the organization that needs to take place in your home if somebody were to pay you a million dollars? Of course, that's just a little teaser to see that if the leverage is there, is it feasibly possible to get this done?

Somehow, I'm thinking that if we pay Gaile a million dollars, I'm sure she'd have her trip to Madison booked somehow, some way in the next few days.

Okay, so time constraints – and here is really where you can really break it down. I've just used a pretty extreme example. But the reality is that we have 24 hours in a day. We do have time to eat. We've got to sleep, and shower. We've got certain work responsibilities and so forth. Generally speaking, there are always a few extra hours in the day. Often they get eaten up by those time wasters.

Time constraint is often more of getting skewed into the belief that we don't have time, as opposed to it comes to some of the other ones where we're really clear. With our emotional state in a place that really could get this done, or where's that time going elsewhere? Is my energy low? Am I just not focusing the attention?

Time constraints ultimately comes down to prioritizing, choosing, and really deciding if this is something you really, really want. As Nike says, "Just do it."

All right, so let's move to the last obstacle that can get in the way here, which is to **not energetically being open to receiving**. So if we're really clear about our desire and the actions, yet somehow feel like energetically we're blocked. Our emotional state is mostly in a good place and maybe we're even focused on it. But like somehow energetically, it feels like there's a blocked receiving.

I notice that with my clients. I notice it in my own life. There can be these invisible barriers to receiving. Energetically, we can say that we really, really want something. "I really, really, really want to get in shape." "I really, really want to double the size of my business." "I really, really want to be clutter-free or toleration-free or just to have everything set up and ready to go on my office."

We can also look and see if there's some kind of energetic barrier. And so, there're two keys here to address when there's an energetic block to being open to receive.

The first of these is, *“Are you willing to create space in your life of that what you desire?”* If you're wanting a relationship in your life, are you willing to allocate, or reallocate some time and energy towards building that intimacy and really making that relationship magical?

If you want new business – now, this is a huge one for me back when I was building my coaching practice. I was really noticing that I kept saying that I wanted clients. Yet, I still was hovering at the eight, nine, maybe 10-client range. It was like that was the feeling. I still notice it today, but I'll get to certain place with a certain amount of business, and it's like, "Okay. This is enough. I don't want anymore." Yet, I do want more, but I can see that I can almost be attuned where energetically I'm cutting it off. This is where energetically to create space. So what I did back when I was still building my coaching practice is I consciously allocated Tuesday, Wednesday, and Thursday from 8:00 in the morning until six o'clock at night. I really decided that this time was going to be allocated for clients.

At first, of course, my whole nervous system was like, “This is not really feeling comfortable. This is not right. I don't like this.” I really was committed to energetically create a space. So I sat with it until I could ultimately find peace. I didn't do it just once. I did it a few times over a period of a few weeks, maybe even a few months, to where I really could feel good about holding this vision.

What ultimately happened is I basically went from those eight to 10 clients to about 31 clients in about five months. It was such a dramatic shift. I know without a shadow of the doubt, it was because energetically, I really consciously created the space for them to come into my life.

Another one of my former boot camp participants is a coach in the Vancouver area. She heard that story and applied the same principle in her own life and the same things occurred.

Anytime we want to change course with our business. Right now, I need to energetically do the same thing as I look at what I want my next journal to look like. What's the mix of one-on-one clients and group programs and speaking and training programs. I'd really need to energetically look at creating space for what I want, which also means me saying “no” to something.

So it's energetically becoming a good match for that which you desire. If it's about getting out more into the medium, the public eye, if you're

marketing a book, then it's energetically creating space for visibility. If it's back to those boxes, of course, energetically creating space for you to just jump in and get all of that clean and clear.

Sometimes, we don't want to create space for these projects, because that project represents that final excuse to go build your business. I know that there is probably more than one of you here on the line that that applies to. Once that home office is set up, that means that now we're beginning. Right now, it's like, "Okay. Well, that's a step before I really get serious about my business."

So that's one side to energetically opening up to receiving. The second key here is about really checking in with *the sense of worthy and deservingness*. This can often run a role in the area of health. It can play an impact in relationships. It can make a big impact financially.

So really looking at that sense of worthy and deservingness. We did the whole call last month about our sense of worth and deservingness, so really, really connecting in there.

So here's what we want to do. I'm going to dish out one final process and then we can open the line and just hear about insights and learning. What's gotten clear about what's standing in the way for you as it relates to your particular goal?

I just want to give you another little quick process. If you look at what you want to accomplish last week, but didn't, just do a little reality check. *Where did your time and attention go?* If last week you didn't get done what you wanted to get done, let's do a little inventory and look at where did your time and attention go—extra phone calls, emergency with the kids, just super busy with clients. Was it just feeling lethargic, because you haven't gotten good sleep?

So first off, just take inventory: where did your time and attention go? Then, secondly, *identify your top three* culprits and then the last piece is to *identify your top three solutions*.

The good news is once we've identified what these culprits are, we can really just sit back and decide what am I willing to do to address this culprit?

One thing to get is just that one culprit can have a big ripple effect. Not being clear can totally affect our state of being and lead us into wasting time. Not having a great emotional state of being can contribute to low physical energy and make it really hard to focus our attention, right?

So they can also work in a combination. As we all know, just a little bit of resistance can be just enough to get in the way of something we really want to accomplish.

So I've love to just open up the lines here. I'll just do a little check-in for those of you that shared something about one of your top culprits. What did you discover here over the last hour about what may be standing in the way for you.

Who'd be willing to share?

Amy: This is Amy. I'll share.

Mary Allen: Okay, great. Thanks, Amy.

Amy: The few things that I've noticed is I do allow my self to get sidetracked with phone calls or helping other people with other things. I mean, it's nice, but it's not helping me reach my goals.

Another thing is social media. I got addicted to one of those Facebook games. I decided to cut it out of life, because I added up the hours. I would spend from two to six hours a day playing this ridiculous game that brings nothing to my life.

Mary Allen: Wow. Wow. Holy cow. Way to go to really just acknowledge. It 's amazing how even fun things can end up really consuming us, huh?

Amy: Definitely.

Mary Allen: Very good. Well, bravo to you for really noticing that one and making a choice about that.

Amy: Thank you.

Mary Allen: Fantastic, great – and who else?

Gaile: Mary, this is Gaile.

Mary Allen: Yeah, Gaile.

Gaile: Yeah. The three that really stuck out for me and this is both for the trip, another thing that I've been putting off in my life: focus, emotional state and willingness to receive. Those were the three that really stood for me.

Like I have a lot of time on my hand, so all the conversation about time and stuff didn't seem to relate to me; but other things where I'm really

committing, prioritizing, being clear, and focused because that's what I want. Then the whole energetic willingness place, that really stood out for me.

Mary Allen: Beautiful, beautiful, fantastic. Love it. Love it. Love it.

Who else would like to share what you're taking on the call or how you address your culprit?

Stephanie: Hi, Mary. This is Stephanie.

Mary Allen: Yeah, Stephanie.

Stephanie: For me, energy level and a lot of the energy zappers. Really improving my diet and incorporating some even mini-exercise first just to boost my energy level.

Mary Allen: Good, excellent. When we have a really clean and ongoing, steady source of energy, it makes such a difference.

Making those little decisions and letting them compound in your life will give you that endless source of fuel. It's been a huge factor in all of the things that I did over this year – well, plenty of energy. That's for sure.

I'm going to redo things a little bit differently in the coming year. But it's nice to, at least, have the energy piece handled in. I can definitely say that's not always been the case for me. I definitely had struggled with some real energetic and physical roller coasters in my day – so, excellent, excellent.

Well, fantabulous. Thanks for three of you that were willing to share here in our space. I think it really gives all of our listeners something to really relate to and take home with us.

So we've got these seven culprits. At any given time, we can always reference these. They're outlined one by one in *The Power of Inner Choice*. And if we do a little scan, we can always see that with just a little bit of time, attention, and focus that we can look and see where that point of resistance is. Then with a little bit of willingness, make a shift and make a new choice. We evolve to the next level and ultimately create more of what we want and little more inner peace in the process.

So fantastic – so any other final comment before we sign off for tonight?

Here's one from the forum. "Hi, Mary, along with Stephanie, I completely cleaned up my diet and began P90X yesterday." So, great, it looks like, Stephanie, you have company in really tackling the physical energy piece.

With that, we'll wrap up here tonight. Our next call is on November 16th. We're going to be specifically addressing Inner Peace Culprits on that call and what's really interfering with our inner peace in the same way that we see what physically gets in the way of our success. We can address that which interferes with our inner peace.

And with that, I wish you all just a happy and wonderful evening. We'll see you all in the next call.

Male: Great, bye.

Mary Allen: Bye everyone.