

Mary Allen:

Okay, let me officially welcome everyone to Momentum Mastery Monthly. Today is our call for December, and the focus of our call is New Year Creation for the new year. I'm super, super excited about what we've got lined up here for you today. And even though this call is a call about New Year Creation, you may find that this is a call, or CD, that you want to come back to again and again.

Any time you need a little creative boost, and want to refine some clarity or create a little bit more alignment, and what you are moving towards, this is going to be a CD packed full of ideas to really set you up in that way. Here is what we are going to be talking about today.

New Year Creation for the new year is the single most important factor in New Year creating to help you magnetize your goals more easily and effortlessly. We are going to really focus on four key methods for clarifying your new year vision.

We are going to talk about how you can allow your body, mind and spirit to align even more fully with your intentions for the new year. And we're also going to talk about some of the biggest mistakes people make in setting up their New Year for success. And the intention is to leave you inspired, and really ready to put some energy and time into supercharging your focus for the year, so that really this time next year you look back and say, "Yup, you know, I really lived into and was aligned with my values, what was important to me, what my dreams, what my desires were. So that is my intention.

First off, I want to talk a little bit about this single most important factor in New Year Creation that will really help you magnetize your goals more easily and effortlessly.

And each of the four processes really integrates this element, and helps us bring that in, and that really is about being emotionally connected. We can do goal planning and visioning, and if we are not emotionally connected to that then there is going to be -- it's one thing to say things intellectually. It's another thing to be just so passionately fired up and juiced with it that it's like the -- it's the juice that really propels everything forward.

And we'll see how this emotional alignment is really the biggest thing. As you're beginning to think about what you most want to create in your life, you may take some notes here and just begin to brainstorm. You know, do you want an amazing relationship, and how does that really feel, if that partner was already in your life

and you are having that ideal relationship, and how would you treat them? What activities would you enjoy together? If you want a thriving business, what activities would fill up your day? Who would you be spending time with? How confident and decisive would you be?

And if you desire a fit and trim body, can you imagine yourself eating healthy food and looking forward to visiting the gym? And really imagining what it would be like to be 15 pounds lighter, or 5 pounds lighter, or 50 pounds lighter, whatever the number is for you. If you desire a year filled with inner peace, what practices would you relax into on a daily basis? What would you be saying no to?

How would it feel to bathe in bliss at any moment? So you want to really begin to kind of play with what are a part of those visions? You may go around the Wheel of Life, looking at career, finances, physical environment, fun, money, significant other/ relationship, personal growth. Look at each of the areas and really decide what you really want to magnetize in your life for the New Year.

And just to illustrate a little bit about this emotional connection piece, I was just talking with a client fairly recently, who has the last couple of years been through divorce, is in a relationship where he really feels like she's the one, but she is in the process of completing a divorce, and so it's not quite happened, but we were checking in today and really asking him what he really wanted in terms of that ideal vision in relationship and commitment and passionate, fun... So he kind of named some things, and then I asked that question, how would you like to *feel*, or how *would* you feel, if you stepped into that vision fully? And there were four things that he said.

He said I'd feel deeply connected. There would be a sort of sense of like amplifying everything in life, kind of an amplification. He would feel really loved, unconditionally loved, and he would really feel that the person was really committed to him.

So, then we went through on a scale of 1 to 10, let's just step into that deep sense of connection. How strongly can you step into that right now? And he was like well, six, seven. So how about amplifying your life? How much can you step into that right now, and he was like well, that one is not so good. It may be like a four. How about if we really have you step into just imagining what it's like to feel totally loved?

And here, that was like a two. And then the last one, how about feeling is this somebody who is totally committed to you, and he said it was like a zero. So we might look and see, and I prefer his authentic answers, and even like to consciously give him some encouragement to step into it, but it was really apparent that those emotional muscles were not there.

So, of course we sent him home with the assignment of really consciously flexing each of these emotional muscles, because if we can bring in his nervous system a sense of deep connection, of an amplification of life, a feeling of being loved, feeling a sense of what it is to be committed to, as we've raised that up, then he becomes a vibrational match for attracting that into his life.

If he doesn't, if at some level he just really doesn't feel he is lovable or that he is worthy of that, what are the chances of a long lasting relationship being attracted into his life or then ultimately working out?

So, it's really important to, as we talk about all four of these processes that are related, and I encourage you to go for all of these, see that the biggest key is really about this emotional connection. If we just think about it, if it's just in our mind, it's going to be less likely to be happening. Emotionally connected, we are going to be more powerfully drawn, to allow inspiration to flow through us, and actually do what we need to do to energetically attract these things.

So that is the first key, to know about the emotional engagement. And I will try to make a note before we jump into each of these four processes, and as we get to the end of the call, I would love to check in with our listening audience about some key themes for you for the year.

We are going to talk about that as one of the things, and maybe some of the top goals or visions for yourself, so just to get some ideas from our listening audience. So make some notes as we go along.

One other kind of pre-homework I really recommend, as you are sitting down on your day to really carve out your New Year, and that really relates to last week's call on End of Year Completion, is going through and do a complete review.

Really go through and take an inventory of the wins from last year and any disappointments of the year; an inventory of what you

learned; what you are grateful for; doing some celebrating, really acknowledging this past year in a way that's going to be powerful.

I suggest acknowledging because doing that is going to set the framework for you to have a clean status. Whatever was done in this past year, maybe you're thrilled with it, maybe there were so many disappointments. One of my girl friends, a couple of years ago, I think it was 2008, everything was just miserable. She had an injury, she had relationship challenges, she had financial issues come up - so many bad things that she was ready to start a clean, fresh slate.

So, it doesn't matter if you've had the worst year of your life, the best year, an average year, whatever it is. It's like, let's really invite you to be complete. You started the forums; we've got listed in the momentumnow.ning.com forum, where you can download that worksheet to really walk yourself through End of Year Completion.

And I'll throw in one other piece; one of my clients today actually had another new End of Year Completion question, and that is he kind of phrased it, it's kind of like what I have learned, but it's like, I know now how to write a first draft of a 150 page book. I now know how to make over \$300,000, which what this particular client may you know "I now know."

You know he went through some learnings in that way as a way of both acknowledging his learning in growth, but also acknowledging some of the key things. He now knows that he can make a one year old smile and laugh at a drop of the hat. You know little things like that, so throw that in, it's a little extra bonus.

Let's jump into the four key processes. First is talking about treasure mapping, sometimes known as vision boards, dream boards. There are lots of names for it, and essentially it involves getting a big poster board, and going through some magazines, cutting out images that really capture that which you want to attract into your life.

So, we can say a picture says a 1000 words, and I would say a picture also has at least a dozen emotions. We see a picture of a man and a woman in love, holding hands, walking on the beach, like that does so much more than even just the word love itself. Or maybe it's about a magnificent home you want to attract in your life. What are some images that could capture the essence of your business growing?

Is it having more and more people connected to you? You know trafficking your blog, or buying your consulting services, or speaking to large audiences. Maybe has to do with money, dollar bills, so that can be both, and what you want those dollar bills to go towards, and or maybe its just the dollar bills building up and accumulating in your savings account. You may want to get images of money and so forth.

What kind of body type you are striving for? I know years ago, I remember really wanting to get hot abs, so I wanted to find a set of abs that captured what I ultimately wanted my belly to look like. Where would you like to travel? What kind of home you would like to live in? Look for the pictures that resonate with you.

You may even add some pictures to your vision boards, and if you can't quite find the image that speaks to that, it's sometimes cool to capture personal values, like integrity, confidence, creativity, joy, inner peace. And if necessary maybe create your own visuals, or maybe you use some personal photographs of yourself or create one on Photoshop. I'll give you an example from few years ago.

I got together with a few of my mastermind partners Eva Gregory and Gina Gabellini and actually a few other of our friends, I think we had a total of seven of us that year, and everybody brought a compilation of the magazines; we spent a little bit of time talking about what we really wanted to create for that New Year.

And then we spent the whole day doing that, actually we spent two days, so we had a whole day where we really cut things out, and started doing some gluing, and then we met again the next morning, to finish things up, and then we all went out for lunch or something. And it was during this particular treasure mapping session that there were so many things that actually got added to my vision board that I hadn't even thought of.

While we were doing this, I made up the concept of Conversations with the Masters, and I of course needed a title, so I think it was Conversations with the Spiritual Masters which originally ended up on my dream board, and I cut out pictures at Bryon Katie, Dr, David Hawkins, Wayne Dyer, Debbie Ford, and maybe Deepak Chopra or something.

And sure enough that year, I ended up finding myself at a Byron Katie 10 days school for The Work, and I asked her to be a guest, and low and behold, I hadn't even thought, oh, yeah, I'm going to

really do the series. It was there as an image up there, but I hadn't really thought through how I was going to ask all these people.

It just sort of happened organically. At the seminar event, there was the moment when I got inspired to stand up, and go up, and ask Katie, and she said yes, and a couple of months later we had the whole thing setup and ready to go. One of the other things that I had on that vision board was I put a picture of myself and a little wedding dress. Actually I think it needed up being one of those stickers that you can buy like the office supplies store, and put the wedding dress under my head.

And of course it was about six months after the first of the year that I ended up meeting my husband John. So this was back in 2004. I also really wanted to be a published author, so at this time hadn't written a book, but what I did is I created a mock book cover in Photoshop, and both of the titles that ended up, I actually created two cause I thought I want to write two books.

So I put the title, and then by Mary Allen, and cut it out, put that on my vision board, and I'll tell you what, just seeing an image with a "by my name", really began to shift something inside. I love books. I've got 100s of books in my office. I'm really used to looking at books with other people's names on them, not so much mine, but something really started to shift and happen by putting that up there.

Of course again we are talking about being emotionally connected. So at first it was -- this is not a vibrational match. But the more I looked at this, day in, day out, week in, week out, it really began to be a vibrational match. And interestingly enough, it was in 2004, later and about half ways through the year, that I had taken an e-course that I had written called Living in Choice off to a friend of mine who is a publisher, a person who had press and he totally agreed that this should be turned into a book. So I ended up adding three chapters to the front end of those lessons, and added some closing chapters, sprinkled some quotes throughout, got a book jacket cover designed and the text layout, and by the end of the year, that book actually went to print.

That book was The Power of Inner Choice. So really powerful if anyone is interested in becoming an author is creating yourself a mock book cover, so totally cool. One of the other things that ended up going on that treasure map was I saw Gina and Eva, of course we had some old magazines, and so there is a picture of Oprah that I saw Gina and Eva putting on theirs and about their

book that they were having a book that was coming out already in the works and an image of them being the cover of Oprah magazine, and I thought, oh, well, I want to be on Oprah too, so I cut out a picture of Oprah also and plopped that on to my vision board as well. And just thinking more that I wanted to be on the show, or I don't know, be in the magazine, that will be cool.

And interestingly enough, as I'm looking at my treasure map, I used to take it, sit it out in the living room, which is where I would coach at that time. And so I'd be looking at it as I was coaching, so it was sort of always going to be subconsciously running in background, and it was late august of 2004, and I had met John already, which – great, fabulous, I kind of knew right away that he is the one, and we will probably end up getting married.

So that part of my treasure map fulfilled. Conversation with the Masters was already in full swing. I had interviewed Byron Katie, and the next thing you know I found myself at a David Hawkins event, asked him, he was on Conversations with the Masters. I reached out to Wayne Dyer. He and I had a connection before. He said yes, so I mean here I have already got three out of my five right, holy cow, we are on our way with Conversations with the Masters. There was also a big thing around inner peace that I had put on there because that was just at the tail end of my dark night of the soul, and the remnants of old relationship that was just getting finished up, and I really wanted to just integrate this sense of inner peace in a deeper way.

So that was on my vision board, that was being fulfilled, and then I am looking at the picture of Oprah. I remember being between coaching calls, and I thought to myself, I wonder how that's going to happen? There was no attachment or anything. Literally three days later, I get a phone call from the Oprah Winfrey show. And of course when this happened, you think it's a prank phone call, but I did have caller ID and its said Harpo Studios, so I thought, well, I better treat this like this is the real thing, because it might just be them.

I jumped on and spoke to them about my 12 week e-course and so forth, and it turns out that even that phone call from the Oprah Winfrey Show, even though I ended up deciding not to submit a proposal video at that time, because I really felt like I wasn't ready, it was the catalyst that really had me finish the book and get that published that season as opposed to waiting another whole 6 months because my publishers said the average book that goes on Oprah sells 100,000 books, and if you go on Oprah without a

book, that number would be zero. So I made the book a priority and figured if I am going to so Oprah, it will be another time.

Interesting how all of the things, if I look at that treasure map, because I was so emotionally connected, had a powerful impact throughout the year, and a treasure map maybe something that you do every year. I have done one or two of them since and sometimes you can use the same treasure map that really captures things for a longer period of time. It all depends on how you want to do it.

But it's super fun, visual, great to expand your idea of what's really possible, fun to do with a group. It's really important that getting the visual component creates that emotional connection that adds to the attraction factor. So that's the first, treasure mapping.

Number two, let's talk about the second message - that's the written word. There are a few ways you can play with this one. First off, it could be just listing out anywhere from 10 to a 100 goals in bullet format.

Just list them out. Let your brain run wild. Pretend like it's Christmas time, and Santa Claus has coming to town. If you don't name it, you won't get it. So, you can do it in bullet format. I love taking it to the next level and really turning that more into a vision paragraph. Or as we talked about earlier in the year, creating a year long vision. So really in much greater detail, writing about whatever you want to attract in your life. Bring it to life, kind of filling in some of the gaps and holes about how this vision can come into being, what it's like in its full color.

You can really make it real, and the more juicy details you bring into it, the more effective it's going to be at engaging those senses. Don't underestimate the power of taking a passing thought and giving it life on paper. This is one of the things I really did when it came time to now fast forward - getting married, really going into detail about how the day's unfolding. I really wanted to make sure that I was kind of calm and centered and not going stir crazy on the wedding day. Truly those people that have read the paragraph that I wrote about the wedding would describe that's exactly how it unfolded.

I think there might be one or two details off, but those were really incredibly minor on the grand scheme of things. Again we want language to elicit the emotion in you and make it real.

A couple of questions you can think about: what resources did you need to access in order to realize your goal, your vision? What steps did you take? Was it easy or difficult? And again, what feelings and emotions are present both along the journey and also in the end result?

I will read just a couple examples. These have come from various clients but here is one about writing. I know there are several authors, speakers, & coaches that are part of Momentum Mastery Monthly. Here is an example: “to organize and express my thoughts, feelings and experiences in a way that touches, inspires, and empowers others to make new shifts, gain a better understanding of themselves and others, so they ultimately experience more abundance, love, energy, peace, joy and freedom inside themselves.

“To awaken lives to a higher possibility of themselves through books, articles, and courses to creatively persuade new evidence of expression such as media to get the message to more individuals in an enjoyable and effective format that touches their heart.”

That’s an example for a writing vision. Here is example of a health vision: “to create and live a lifestyle which consistently causes me to be at my physical and emotional best, exemplifying and inspiring high standards of vitality, energy and physical beauty, to create a lean body with beautiful definition;

“No longer doing things with will power, doing them with energy and power to burn; every day and every way fulfilling the ideal health.” Those are a couple of examples. You can do the same thing on the relationship side. We will just read this one also. Here is a relationship vision: “to deepen my soul connection with my life partner by enjoying, respecting, empowering and loving one another unconditionally; to share an open and honest communication, seeing and being seen, listening intently while expressing and receiving love.

“To experience the joys, adventures, and challenges in line with ease and reverence, to inspire other couples about what’s possible on an intimate partnership, to experience a passionate sensual, spiritual intimate relationship that exudes ecstasy, love and nourishment of the soul level. To learn, grow, and evolve together in a safe, nurturing forgiving and loving environment, ultimately bringing out the best of each individual, to create a family together

that exemplifies our love and provide a nurturing home to our amazing children.”

You can take bits & pieces, words that really resonate with you and pull together a little vision paragraph. Or maybe each of your top three goals or could be for your top 10 goals - depends on how much time and energy you want to put into it.

I will say one of the years that I embraced this process I actually did 10 vision paragraphs for each of the key areas that I wanted to exude. That was another one of those just off the chart extraordinary years. I ended up meeting one of the most significant relationships in my life, ended up moving to California that year; a lot of personal growth. It was actually the year I shifted the business I was in at the time and into coaching. I know when we really put that energy and focus and emotional connection behind the words, we really set ourselves up to have the most extraordinary years unfold for us.

So that is method number two, the written word. Let's go to the third, and that's visualizations. Here we really use the power of your mind to cultivate and embody your vision more emotionally. Again, we want to bring detail; we want to bring the emotional, the feeling into it, really bring it into your body. As a way to help elicit the inspiration, to power charge those goals and visions - kind of amplify the creativity factor and help you clarify.

I talked a little bit about this client of mine who was really wanting to attract a committed relationship to be in his life. We could take each one and really visualize that deep connection, even imagining various situations to be at with his partner and in deep connection. Whether they are in the same room together holding hands and physically close, or whether they are at a dinner party, where maybe they can even be in different parts of the room but really feeling that deep sense of connection; even if you are not even geographically in the same place; imagining the connection across multiple visuals.

Amplifying life. What does the amplification of life look like? Walking down the street just doing exhilarating adventures together, spending time with family, maybe even just sitting across the dinner table from your significant other, feeling the food tastes better, the wine tastes better, just everything becomes an even more sensual and fabulous experience, stepping into a visual. What does it feel like to really be loved in all of the different ways

of that, and you might say especially in this case, wow, he could only experience that like a level two.

If we are going to visualize, and this is sort of an emotional visualization, we want to create the visual images and combine it with the emotional connections. Maybe we start with some easy places to receive love – parents, siblings, brother, sister, really close friend, clients and then on top of that, we begin to stack kind of that ideal romantic relationship there. By the way, you can do this even if you are already in a significant other relationship or married. You can do this even to deepen the connection that's already there, just by you strengthening the visuals and strengthening the emotional muscles.

And then you can take something like commitment. It might look like imagining, and actually this is when I did literally imagining myself doing my vows in front of a group of people and just really feeling committed with my whole heart and soul and feeling his commitment, heart and soul. And just staying with that and kind of adding to that and maybe stepping into different experiences where maybe it's about having a family and really experiencing the commitment of coming together to raise children.

There are lots of ways you can play around with your particular visualization. On the business front, it may be whatever you are going to be taking on next; it could be everything from full practice and what that looks like energetically, where did that get scheduled in your day; are you doing live events? Are you meeting with people in person? Are you speaking to hundreds of thousands of people? The key here with visualization is to spend just a little bit of time each day to feel into your vision as its most realized potential.

So that is process number three. Let's go to the fourth. We talked about the fourth key method that is in *finding a theme* for the new year. This is about having specific goals, and we talked earlier about using the written word, maybe having a list of 10 or 100 goals that you want to realize. This is more about having a theme to capture the whole energy of the year. What do you feel energy and excitement around? What engages your imagination and feels compelling? You want to look at adopting a theme that will naturally engage the senses vs a more 'in the head' kind of goal.

Let me give you couple examples of themes. One of the participants in a Boot Camp took on for his theme Year of the Donkey, which it might not sound very emotional, but for him,

“you are the donkey” meant that he was taking a big trip to the Grand Canyon and riding a donkey down into the Grand Canyon. If you don’t know this, you need to way under 200 pounds in order to be eligible to ride a donkey so poor guys can’t carry everything.

So for him the You of the Donkey was this emotional experience of going down in the Grand Canyon and riding a donkey, and of course you may guess he had a big weight goal. I think he was maybe 235 or 240 lbs, so he needed to lose a good 35-40 pounds in order to meet that, and that was the emotional image that really did it for him.

You could have a theme around simplification that could be a great way to downsize. It might really be a theme around expansion; it could be around a value. Think in terms of what might be your theme. Then run through some other questions that can help you arrive at your theme. You may already know exactly what you want that to be, but running through a series of questions for New Year Creation, and I invite you with each of these questions, which are in the work sheet in the Momentumnow.ning.com Forum. You can see each one of these question in case you miss one. By the way, when you go through these questions on your own of course which I highly recommend, you may want to work to create an inspiring environment.

Maybe light some candles, put on some of your favorite music, maybe you want to do it in nature, if you are in a place not in the Midwest, where it’s snowing and freezing cold outside. If you can get yourself near a warm ocean, out in the sunshine, whether grass or something, maybe it’s by a fire, just something where you really feel like it’s a nurturing environment; it can really help a lot to get the creative juices flowing.

So if your vision were a piece of music, what piece would it be? Let’s kind of think about that. One of my years I picked Chariots of Fire, which really was kind of this powerful yet elegant piece of music by Vangelis. Turns out, I ended up walking down the aisle to the theme, the Chariots of Fire, a few years after that. But it could be anything. Maybe the song Celebration. Or I think it’s Madonna that has a song Express Yourself or Neil Diamond’s Be or you name it. You go to your favorite music, and if your vision were piece of music, what piece would it be?

If your vision was from nature, what would it be? A tree, an ocean a brook? Capturing something from nature as a metaphor for your

vision. What does your vision taste like? Is it spicy, is it sweet? What is it for you? What does it smell like? Does it smell like baked bread in the oven? Does it smell like the ocean breeze? Does it smell like fresh mint or peppermint? What other senses can you use to develop your vision?

What if your vision was a thousand times bigger? Describe what it would be - a thousand times bigger. This is really good to get us out of our comfort box. A thousand times bigger ... what would it be? What would you take on?

Another great one: use a metaphor to describe your vision; sailing metaphor; maybe there is a sports metaphor; nesting or maybe it's being kicked out of the nest. Is it about going on Broadway? What is a metaphor to describe your vision?

Check in with this question: are you forcing anything? Where can you ease off? Just notice. Are you forcing anything? Where can you ease off? What can you take less seriously? Do we need to bring some fun and humor and lightness into your vision? Create some movement. Maybe the metaphor is like a yoga posture. Are there any old rules you are holding on to? Really notice any old rule that you are holding on to, which means 'oh I have to do it a certain way'. As you evaluate those overall rules, what can you eliminate?

Another fun question: how would a six year old describe your vision? Get really fun and creative and maybe even messy, maybe even simplifying your vision. Something like a sand box; or jumping off the high dive.

This is another really fun question. Ask yourself some "what if" questions. I like to play around with this. This means "what if upping" which means not what if things don't go right or what if nobody likes me or what if I get rejected? But what if I get featured on the front page of the Huffington Post? What if I win the lottery? What if I have somebody hire me for a \$25,000 contract or \$50,000 contract? What if I get invited on the Oprah Winfrey show or Ellen or the Rachael Ray Show?!

What if it was all easier than I thought? Whatever is the what if, then play around with that. Let your imagination run wild and most important is, again, allowing yourself the creative process. It's not something that we are going for the intellectual. We want to get your whole body involved, mind body, spirit. This is the way to do it, by stepping into these questions that have us looking

at New Year Creation in a less traditional ‘sit down, name your top ten goals’ and one by one let’s create a step by step strategy for getting there. This is going to engage all of you – mind, body, spirit.

Here is another last piece which is add one outrageous or wacky element to your vision. What could that be? Maybe you are going to shoot some videos. By the way, whatever you are doing these days, YouTube is one of the hottest things going. It’s the number two search engine out there these days, Facebook being number one; so Facebook number one, YouTube number two. Google is now in the number three spot. Maybe you are going to do some videos for your business, and maybe you decide whacky element of your vision could be you get a clown nose or some kind of quirky outfit to do some of your talks in.

Just let your imagination run wild. What’s the thing that would be almost too outrageous or whacky but kind of fun to do? Add that into your vision.

There you have it. We’ve got four key methods for clarifying your new year vision. One is treasure mapping. Two is the written word, either listing out goals or the vision paragraph. Three is visualizations. Four is finding a theme and then really playing around with more of these creative questions.

I will say that what I have been talking about most importantly is fully associating emotionally with your vision and whichever way really resonates most for you. Someone real visual may really go for treasure mapping. Maybe you want to engage all of them and just do a lot of focused energy & attention starting now, so that come the first of the year that you really are coming out with just razor clarity and focus.

The other key is consistently connect and revisit what you do. It does a lot less good to have your vision board hid behind the door that you never going to look at. It’s much better having it out and very visible at all times. Or connect with if you have written down some vision paragraphs. That year that I talked about which would have been 1998, actually, but I did 10. I did them all for each of the areas of my life. About once a week I would trying to go through and read and connect in with each of those visions. This is probably one of the reasons that it was way more powerful than what a lot of people do, which is do some of the work at the beginning of the year. By the way, you are already way ahead of the curve.

However, by coming back and connecting on an ongoing basis - super powerful. There is a gal in Ultimate Impact who shares that she literally writes down her top 10 goals each week, hand writes them out; really powerful process, great discipline in a great way. Especially if you are there writing them, allowing yourself to get emotionally connected.

One last thing we will cover, and then I want to just open up the lines and hear from our listening audience, maybe either a theme that feels like something you really wanted to take on for the New Year, or maybe it's just one or two big goals that you want to share with the group, just so we can add that into the mix of tonight's call.

So this last piece I want to just talk about real quickly is the biggest mistake that people make in setting up their New Year for success. The number one biggest mistake is they don't do anything. They don't sit down and set aside the time. They are too busy. I think, 'oh I know what my goals are in my head.' They don't do it. Every single one of the most powerful years I have ever had has involved really getting connected and clear at the first of the year. There are just those years and they stand out in crystal clear clarity, but the one particular vision board where we really spent two full days (and I spent time before hand really planning for it) and even after we were done that weekend, putting some of the final finishing touches on that vision board.

Each of those years were totally marked by a really significant connection. Last year I would say the same thing too. I did a lot of visioning around my Five City Tour, my Inner Peace Immersion Retreat, launching Momentum Mastery Monthly, stepping into a lot of new things that I had not done as much before.

Mistake number two is only creating a list of goals but never getting around to connecting emotionally to them. It's a big key; you heard me, broken record today, "connect emotionally" so step into that!

Mistake number three is not having any support. In the years that I have made quantum leaps and really just feel amazing at the end of the year are the years that I was involved in an active master mind, I had one or more coaches; I may've been involved in a group coaching program, attended certain events to kind of keep me focused and keep myself emotionally aligned. So don't feel like you need to do it all yourself.

Of course Momentum Mastery Monthly is a really great place to just come back and you may not be thinking week to week about certain topics that we're covering here, but even if you are familiar with something like goal setting. It isn't anything super brand new. You may have heard a lot of these ideas somewhere else before in different pieces, but here you get a concentrated dose of support and focus. Then if you take that and apply whatever that little tune up is for the week into your everyday life, you will notice over the course of the year a really nice compounding effect. Now get support somewhere. Momentum Mastery is obviously one fabulous great way to do it.

Number four biggest mistake is that maybe you have created a fabulous vision board, you have created your yearlong vision or some vision paragraph, but then you don't come back and revisit it. It happens that sometimes people do year long visions and they don't come back and revisit and connect with it on an ongoing basis. Somehow create yourself a structure, and I recommend at least weekly is way more ideal, but very minimum monthly, where you are really, really connecting.

When I first got introduced to yearlong visions, I will tell you one thing that we did that was super powerful. You may rally some colleagues and friends of yours to do this. Everyone created a one page year long vision, actually maybe like three quarters of a page, and then what we did, we had I think they were maybe seven of us in that particular group, and each week at a particular time, all seven of us would read one person's vision. We didn't get on phone to do that; we all do that in our individual places. But let's say for example Sara was on the list. All seven of us including Sara would read out loud her yearlong vision and then 12:05 everyone would read Nancy's vision. Then at 12:10 everybody would read my vision and then so on and so forth.

The vision could be read in total of five minutes and that each person was connecting emotionally to that vision kind of synergizing it, seeing it happen for the other person, really connecting into that, so reading it out loud, connecting emotionally to it. Also we had people at different time zones involved. Let's say for example we decided 12 pm PST was the start time. If somebody was on the east coast, then of course they are reading it as 3 pm EST, so then we're all energetically feeding it in at the same time. So the great example is again consistently connecting, and doing something on an ongoing basis. A lot of amazing miracles came out of that time again when all of us were

participating in this “imaging” with their yearlong vision. I have heard lots of remarkable stories about people really putting it out that they are going to meet their soul mate, they’ll get married and their business expanding, and again, all supporting the same thing.

Mistake number five, last but not least, is putting too much into the year. I am one of those people that can err on that side and if we do too much, we can set ourselves up for failure. I do recommend really being clear what the top priorities are, and then just because I like to make sure Santa Claus knows what intentions I have, I may include some other things in a vision paragraph or may include other goals, but I kind of know that those are kind of secondary goals. Maybe they don’t need to happen this year, but they are part of the five year plan.

So just be mindful of doing too much or having something that is *too* outrageous. Say you’re \$50,000 in debt, and you have been making \$50,000 a year for several years, and you put a goal to make a million dollars, you may be setting yourself up for disappointment. Instead, combine the realistic with what you truly desire, because if it’s too far of a disconnect, most people, not that it can’t be done, but most people have a hard time making the jump from \$50,000 income to a million dollars income without some steps in between.

Okay. That is what we have got in store here for tonight. I am going to open up the lines. If you are calling from a place that has got any kind of background noise, you can press *6, but I’d love to check in first off for any questions about the processes that got triggered as we were going through these four processes.

No questions? Glad that I can be nice and thorough here. So let’s just check in. Who is out for sharing a little bit about a vision that you’ve got for the year or a theme that you would like to name for the year.

Stephanie: Hi Mary, Stephanie.

Mary Allen: Hey, Stephanie.

Stephanie: My theme for the new year is going to be a year of patience.

Mary Allen: The year of patience - so say more about that.

Stephanie: What I embracing that is being patient with myself so that as I work on the different things I want for my year, my business,

weight loss, finances, they come with more ease and less stress and overwhelm; demonstrating patience with others and allowing things to really flow a lot more easily with a lot less stress, knowing that everything is unfolding as it should. It's not my job or responsibility to be a people pleaser or fix everything for others.

Mary Allen: Oh love it, how does that feel?

Stephanie: Nice.

Mary Allen: Even as you say "patience" it's like its just exuding and bubbling forth with this compassionate love and grace. Lovely, thank you for sharing that.

Stephanie: Thank you.

Mary Allen: Patience, love it. Who else has a theme that you will be willing to share?

Gary: This is Gary, Mary.

Mary Allen: Yeah Gary.

Gary: I would like to share the theme of dreams, living into your dreams.

Mary Allen: Love it! That's so perfect for what you are up to. Do you want to say a little bit about what the theme of living into your dreams is about?

Gary: Sure. I mean based on actually in conjunction with the website which I launched a couple of days ago.

Mary Allen: Name your website.

Gary: It's called LivingTheImpossibleDream.com. It's about following my own dreams, which I put on hold for actually almost three years now, and then inspiring other people to step into their own dreams. I think most people think that they have a dream that's really, really out of reach. So whether they are living a good life or not, there may be one or two things that just seem out of reach. So it's about living into my own dreams and what I thought was impossible, and then it's about inspiring others to do the same thing in their lives whether it's personal and professional.

Mary Allen: Great, awesome. Do you want to say a little bit more about what living into your dream is about?

Gary: Sure. Based on an experience I had a couple of years ago, I was doing research overseas so I just become fascinated with learning languages and connecting with people in their own language. Especially true for Americans, normally we don't speak more than one language in this country, and I just had a particular experience that sort of changed me fundamentally a few years ago. So that's been a dream of mine, to speak multiple languages and then again something I put on hold for a few years. I just stepped into that, and it is interesting, because it also allowed me to, as I am stepping my own dream, then it connected me with people, which is another big theme of mine; just connecting, making personal connections in the world.

There's really no more authentic way to do that than to really speak with someone in their own language, if you are in another country. At the same time, if I can inspire people in their own languages to follow on impossible changes, then it is even more in line with what I want to do. It's a really nice fit for what I'm looking to do in all ways.

Mary Allen: Nice, love it. I think it's so inspiring. Its great. LivingTheImpossibleDream.com. People can go check online.

Gary: I hope they will do.

Mary Allen: Fantastic. Who else would like to share their theme for the new year? Michael, you want to jump in?

Michael: Sure.

Mary Allen: Alright.

Michael: I haven't quite figured out what my theme for the new year will be, but one of the things that you were talking about a little bit earlier when you talked about imagining what you want, and then taking it and making it a thousand times more. I don't know the exact words you used, but that really caught my attention.

Mary Allen: Yes. What if your vision was a thousand times bigger, describe what it would be?

Michael: Definitely. I can't began to tell you how many time I have asked people if they could do anything or go anywhere or do anything, be anyone, what would they do, and I have asked myself that

question many times as well. However, I have never considered what if it was a thousand times bigger than that, what it would be?

Mary Allen: So that's got you thinking. Good! A couple of years ago now, one of my mentors asked me what would be almost just so exciting and almost too scary to do? I knew immediately. It would be run a multi-day event, the Inner Peace Immersion Retreat, that would be it. If it hadn't been phrased to me in quite that manner, there might not have been an Inner Peace Immersion Retreat this year and even the year before.

Michael: Right.

Mary Allen: So what's an element of your vision, maybe a goal or piece that you want to step into for next year?

Michael: Planning more than one step ahead.

Mary Allen: Planning more than one step ahead.

Michael: Yes.

Mary Allen: Great.

Michael: A few years back I was at an event, and the speaker was talking about looking further ahead than just tomorrow, and afterward, after the speaker was gone, I was talking with one of the other people in the audience, and they asked me about myself and what I do, and they asked what I would do after that? I thought to myself, I don't know, and I have always done that. I have always kind of lived in now and not worried more than one step ahead of what was going to happen. I am starting to wonder what it would be like if I actually had a plan that came after a plan.

Mary Allen: Right. I think this is really key. I am glad you are bringing this up, because in many ways even looking at a year which isn't really that long of a time frame, is still even short term thinking. When we are just responding in the moment and living day to day and taking it one step at a time, I know that's one path. But, say if we wanted to build the Golden Gate Bridge one step at a time, you need to plan things out. How you are going to make this thing happen with all the crews and the equipment? A lot of really big magnificent things in the world were created because of planning multiple steps ahead.

Michael: Multiple steps.

Mary Allen: Yes. I also invite everyone here listening in to also spend a little bit of time thinking what your five year vision is, or what your 20 year vision is. That can even shift and shake things up a little bit more. I know my husband and I were driving back from Vegas. One of the Momentum Mastery Members Gaile Burchill recently got married last weekend, and John and I were part of their celebration, and we were coming back from Vegas and got into a kind of a brainstorming about where we really want to be five years from now, and where we want to be 20 years from now; looking at some of the long-term visions. One of our dreams that we talked about is, John had sales from Newport Beach to New Zealand many years ago, taking a couple of years to sail that.

He'd really love to go back, and complete the journey, going all the way around the world, probably not on the sailboat. Or probably a much larger sail than say the one he went on. And we hope to have children, and so the vision is really to take the children when they are -- it may be five, six years old, and do this journey around the world. They would be able to learn different languages, and in the spirit of Gary, get the kids learning languages when they are young, and then introduce them to multiple cultures. So that was one of the things, once knowing that, will that kind of shift and change how we set goals and priorities for this year?

Probably. We need to get the kids. We need to get them into the picture here right away! We've now got some examples of themes. I appreciate all of you for sharing that, and giving our listeners some food for thought.

I'm noticing where we are with time. We are going to just wrap things up here, and let's just take a couple gems, what are you taking from today's call? Those of you on the main line with me, Who would like to chime in?

Stephanie: Hi Mary, Stephanie.

Mary Allen: All right, let's get Stephanie.

Stephanie: For me, one of the mistakes that you've highlighted was of not getting support. So as I think about the new year, I will work on exercising my willingness to seek support throughout the new year.

Mary Allen: Beautiful, awesome. And Gary?

Gary: That was actually interesting. That was going to be what I was going to say. It was something I haven't done too well in the past, but I'll add to that, just the importance of focusing on your vision, and coming back to it, whether its daily, weekly, monthly. It's very easy to lose focus on what you in the grand plans sort of formulated that one time of the year, and just sort of let us slip between your hands.

Mary Allen: Yeah, fantastic. And Michael?

Michael: I think I've got a plan. I think I'm going to start by acknowledging and celebrating the current year. Then creating the long-term plan, and then filling in a medium and shorter term plan.

Mary Allen: Love it, excellent. I will be checking in here in Momentum Mastery Monthly, so come back in and tune in and report as we go. Well, thank you everyone for being a part of the call, and those of you that are just listening in, we'll be tuned in the new year, join us again. Alright, bye everyone.

Michael: Happy Holidays.

Mary Allen: Bye now.

Gary: Bye.