

*Mary:*

Okay. Let me officially welcome everyone to Momentum Mastery Monthly. This is our success call and I am very excited to have all of you here with us today. Those of you that are listening via webcast, those of you that are listening here on the live line and a few that are listening to this through MP3 or CD, welcome, welcome.

I am really excited about our topic for today which is about Transforming Limiting Beliefs. That's right. We can sometimes get caught up in not realizing our goals and not feeling at peace and having all kinds of challenges that come our way. Often if we just take a peek at what's going inside "between the ears" in our beliefs, we can identify that there is a lot of influence at play.

So we're really going to be looking at that in full force here today. Here's what's on our agenda. We're going to talk about how we unknowingly reinforce limiting beliefs that sabotage our success, relationships, health, and inner peace. We're going to look at four steps in the belief cycle and how this may be interfering with realizing your vision. We're going to identify your most empowering beliefs and some of your most disempowering beliefs, so that we can consciously choose the ones that are most in alignment with your goals.

We are going to look at eight ways that you can transform limiting beliefs in a matter of minutes. And once we begin to transform those limiting beliefs, we want to really integrate these new empowering beliefs in your life so that it's not just okay, I *think* something, and we want to really have it in every core of your being. So that's how it's going to really change your life.

So that's what we're going to get into here today. There's one little thing I want to do first before we dive into the content here, and that is, I've got a brand new form that I've just recently put out in the Momentum Mastery Forum. It's the Momentum Mastery Prep Form. So if you go to [momentumnow.ning.com](http://momentumnow.ning.com), if you are already registered in the Ning Forum which I believe most of you are, and if you go under Forum and if you go to Momentum Mastery Documents and Handouts, you'll see that in there are basically all the handouts from all of the calls that we've had previously.

So if there has been a supplemental handout, and you'll see at the top of the list is Momentum Mastery Prep Form. So you can go to that. If for some reason, you are not already connected in with the Ning Forum be sure to send an email to [sam@lifecoachmary.com](mailto:sam@lifecoachmary.com) and she will make sure that you are connected in with Momentum Mastery Forum.

So that you can access, this is where you'll find all of the recordings. If you click on Forum, you'll see that one of the other items that's always featured is the one that says Call Recordings and Transcripts. So you can always find those there, and then each week I'll have a set of follow up notes that you'll find - usually it's the top keys.

You can see the follow up notes from our last call on January 18<sup>th</sup> are there, The Key to Inner Peace. So this is the place you want to frequent, and I'm going to be announcing here in the next week or two, a way to – I wanted, when we first launched Momentum Mastery there were a lot of fun activities; everybody was getting connected to the Forum and posting their pictures and kind of reaching out in this community.

There are so many extraordinary people in Momentum Mastery. I really want to leverage this as a resource for all of you. So I'm going to be having a little contest and in little ways I'm going to be looking at those people that are most active in Momentum Mastery, and I will be giving away a couple tickets to my Inner Peace Immersion Retreat.

So this is a way to get a scholarship to the retreat. The Inner Peach Immersion Retreat is going to be held November 8<sup>th</sup> through the 13<sup>th</sup> in 2011. So mark that on your calendar. Now through actually February 7<sup>th</sup> you can actually get a ticket to the Inner Peace Immersion Retreat for just \$99, well it's \$99.70 as the first payment, basically, ten payments of \$99 dollars or a pay in full price of \$997.

So if you want us to carry your spot at that price, you may sign up for that. If you want to get a free ticket, you can actually still sign up and you may get your ticket comped, if you're one of the most active people, and that's posting your top three goals; that's including posting your Momentum Mastery Prep Form, interacting with others, making comments or notes, reaching out to other people. I'll be kind of looking for all of that.

So as a little incentive to all of you who are hearing about this for the first time, you'll be getting some emails more about that later on. But now that I'm off the road from traveling, my big focus and attention is on Momentum Mastery and really making this just the most amazing resource, one of your favorite places to come and participate in, week in, week out; really having it make a big difference as it relates to both your success and inner peace.

Under the Momentum Mastery Documents and Handouts you'll see the Momentum Mastery Prep Form, and this is a focus form that can make a huge difference in your success over the coming year. It's basically a modified form of what I send to my own one-on-one coaching clients to help them prepare for our one-on-one coaching calls.

But as I've led a group coaching programs over the years I had some of my participants saying "Yeah, I really would love something to kind of keep us connected to the content and material week to week and keep us focused on our goals," and so I modified one of my coaching prep forms and created a Boot Camp Prep Form which is now transformed into the Momentum Mastery Prep Form.

So, if all you do each week is complete this form and most ideally post it for the next 90 days, I will be responding to all of the Prep Forms that get posted in the Momentum Mastery Forum. So you can report your progress. Just in case some of you don't have the form in front of you right now, I just want to name the key questions here.

"What progress have I made toward my top three goals?" This is a chance to name your accomplishments. In my opinion, we did not do enough acknowledging and celebrating of the things we're getting done. Most of us are focused on all the things on our to-do list that are not done. Just that piece alone is so valuable.

The second question, "What is a contributor to my sense of inner peace over the last week?" Great things to acknowledge there. Third question, "What inner peace culprits interrupted my connection, and how could I eliminate this inner peace culprit?" Really look at that, because as we begin to take note of what is interfering with our inner peace, especially if it's showing week in week out, we've got an opportunity really to address this and make a shift and change.

So fourth question is, "What Daily Ritual or Now Practice did I thoroughly enjoy this past week?" Earlier in the year we did calls that you'll find in the recording section, one on Daily Ritual, another one on Now Practices. You can access both of those. And here is an opportunity just to hold yourself accountable doing those Now Practices, doing those Daily Rituals week in, week out.

And then the next question is sort of a follow up, "What Daily Ritual or Now Practice would I like to give special attention to over the coming week?" So if you have been meaning to set aside some time to meditate or get to the gym and work out, and you want to really make sure that that is something you commit to extra, here's a great way to name that here publically.

Fifth question is "Toleration: list the ones that you got rid of in the past week." So Tolerations as many of is a topic we've covered here in Momentum Mastery. And here is an opportunity to name those Tolerations, basically being one of those little pesky energy drains that

haven't gotten done. It's like "Oh I need to get the car washed" or "I've got a pile sitting in my office that I need to get taken care off" or "I need to hire a house cleaner to make sure that that's happening on a regular basis". Maybe it's just your favorite sweater is missing a favorite button.

So those are all the examples of Tolerations that can drain your energy and one of the most fabulous structures is to really consistently be addressing these Tolerations week in week out. So using this form and checking in by naming both the Tolerations you got rid of so we can celebrate, and the next part is which Tolerations you intend to get rid of in the coming week.

Just naming one to five that you really want to focus on; I'm in total toleration clearing mode so just these little things - scheduling doctors appointments or getting office supplies ordered, little things like that.

Number six question on here is, "What am I grateful for this week? What are my top two magic moments?" So kind of a combined question, what are you grateful for this week, an opportunity really to allow yourself to step into a high vibration energy and really connect to those feelings of gratitude and appreciation.

And then two more questions. Number seven, "What new distinctions, realizations or insights have occurred to me over the past week?" So it may have been related to our last call together here on Momentum Mastery. It could just be related to in your own life. What I find is by naming and not just articulating it out loud, but putting it onto paper, articulating it into words, what those new distinctions and realizations are has a way of anchoring in that new insight. It's actually one of the keys to integrating a new belief or a new goal. That's how we do it; writing it down, articulating it in a public venue.

And then finally number eight, "What are my conscious commitments for the coming week? What are my top three inspired actions?" So here's that opportunity, again, to look at those top-three goals that are important to you and really list out what are those conscious commitments for the coming week. Not only do I recommend this form for my clients. It's something that I personally use myself. When I've lead my own group coaching program, I would actually fill this out and share it with the entire group.

Even now I've got my own coach and every single week I fill this out and send this off to her and get feedback, and it's one of the things that keeps me focused; keeps me accountable; also keeps me acknowledging what I am getting done. That's one of the best blessings is to feel your progress as you're starting your week. Much better to start your week feeling, "Wow, I actually did pretty good last week, and here are some of the things I

wanted to get done, but I am going to recommit to this over the coming week." Really super powerful.

So I wanted to put this at the front of our call here, because I've just added that last week, and it's going to be something that I bring some attention to. And it's one of the ways that if you commit to this process, I'm going to bribe you to fill out this Momentum Mastery Prep Form so that you can also win a free ticket to the Inner Peace Immersion Retreat; five days of a lot of good stuff.

And I do see that we've got at least one person who was at the Inner Peace Immersion Retreat, so maybe at the end, depending on the time here, actually, Randy are you here? Are you on mute?

*Randy:* Yes, I am. I'm here.

*Mary:* I totally didn't know that you were going to be on this call or not and I'm going to totally put you on the spot. Would you mind just sharing your thoughts about the Inner Peace Immersion Retreat last year?

*Randy:* It's an amazing experience in an amazing location. Interestingly enough I was telling Mary over the weekend that getting there was part of the process of being there.

*Mary:* Uh-hmm.

*Randy:* It's what you would call being off the beaten path a little bit.

*Mary:* Yes.

*Randy:* But by getting there you drive through some of the most ruggedly beautiful countryside in California, and you get there and you're relieved to be there. And then the course of the four days we were there, but each day held a new surprise and a new revelation. You learn something about yourself and about other people and about the way you deal with other people every day.

You also came away at the end of the evening not wanting the evening to end but also wanting the opportunity to go outside into the desert night and just be with what was around. It was truly an amazing experience. I got to watch it. I got to participate in it. I was actually and I'm not trying to negate Mary's reliance on me, I worked the seminar.

*Mary:* Right, well, you had a unique prospective, because Randy came to my first Inner Peace Infusion Retreat, which was the pilot for this retreat and offered to participate in an AV role with music and slide and really turned

this into a multimedia event above and beyond just Inner Peace and that is because of you, Randy, and it was so tremendous. So you had the unique advantage point of seeing people transforming throughout the week which...

*Randy:* I did.

*Mary:* ...kind of blew me away too.

*Randy:* And there were transformations that took place. People were coming to find new “yous” as opposed to the *SHEEP* and there were a number of people who left a great deal of baggage in the room when the week was over, and there are a couple of people that I have in mind...

*Mary:* Yes.

*Randy:* ...including one woman who was still wrestling with the dissolution of her marriage. Tremendously in the first two or three days and then on the final day, it was done; it was over. And she was, and she lost 10 years in appearance, and truly left her baggage on the floor. It's a great experience. There's a great community. There was some great AV work too.

*Mary:* We have a really great AV guy, so.

*Randy:* I cannot recommend it highly enough and, probably the best thing about it is the ultimate, intimate care that Mary takes of the people who are in the room.

*Mary:* Oh, thank you.

*Randy:* You're truly...

*Mary:* Well, thank you.

*Randy:* ...surrounded by a safe environment where you are free to explore whatever it is about you and your personality that needs exploration. There is not a better place on the planet in my estimation to do that.

*Mary:* Well, thank you. Thank you. And part of that is also because we have an amazing support team. It's not just me it's – I've recruited just a topnotch group of people to really make sure that you're totally taken care of, because that's very important. So thanks for letting me put you on the spot Randy.

*Randy:* No worries.

*Mary:* You could go back to being the participant now.

*Randy:* Thank you.

*Mary:* Okay, all righty, so let's dig in to talking about Transforming Limiting Belief. First off, I want to give a little bit of definition to what is a belief, and a belief simply is a habit of thought. A belief is simply a habit of thought.

A couple other things about beliefs - that our thoughts affect and shape our reality, and we're going to say more about that in a minute, but our thoughts affect and shape our reality. Another concept is all thoughts are made up by the mind. All thoughts are made up by the mind.

That just means a thought isn't necessarily truth per se. It's something that the mind manufactures; sometimes it relates directly to truth, sometime it can be so far skewed away from the truth. But thoughts basically come from the mind. And we can consciously choose to adopt a belief to more favorably support our lives. And one of the women that has influenced me over the years is a woman named Deborah Russell, who actually used to run some of the rooms for Tony Robbins for many years. And she always talks about herself as a "belief collector". She said "I'm always on the hunt for a really, really empowering belief".

So whether she's listening to Tony Robbins on stage or somebody on television or a friend in casual conversation, she's looking for one of these key beliefs that she can adopt, that if she adopts and integrates, really can make a difference in her life. So I want to really invite you to become a belief collector both tonight, and as you move forward from this call.

So let's identify the four steps in the belief cycle. And to do this, probably, the easiest way is pull out a sheet of paper, and I want you to create a big square, and then divide that square into four squares. Right, so you basically have four squares. And in the lower left hand corner, I want you to write Beliefs. In the upper left hand corner, I want you to write Actions. In the upper right-hand corner I want you to write Results. And in the lower right-hand corner I want you to write Meaning.

We're going to start with Beliefs and I want you to draw an arrow from Beliefs to Actions and an arrow from Actions to Results, an arrow from results to Meaning and an arrow from Meaning to Beliefs.

So this is the belief cycle. And now that you've got a visual, let me give you the explanation of what this really means. So if everything starts with a belief, whatever belief that we have is going to influence what actions we take. Right? And whatever actions we take is going to influence the

kind of results that we get, and whatever results we get, because we are meaning making machines, we're going to put some kind of meaning based on that result, and more than likely that meaning is going to influence whatever the original belief is. Right?

So let's play that out in real life. Let's take the belief of "I'm a good cook." All right, if I'm a good cook, what kind of actions might I take? Well, I might cook a lot. I might get creative, right? I might experiment and do all these things. What kind of results? If I cook a lot and I get creative, follow recipes, I might get some good results. Right?

Yes, absolutely. I get good results. I put the meaning on, "oh, that means I'm a good cook", and that's reinforcing the belief, which means I cook more, I get good results. And here's the thing. What happens if I hold a belief that I am a good cook, what if I cook a bad meal? Well, if I'm a good cook, I might just chalk it up that, "Well it's a fluke". Or maybe I'll blame the recipe or maybe I'll say, "well I was just hurried and rushed." But I'm going to find a meaning that is going to support my original belief that I am a good cook. All right.

So let's run this example through in another scenario. I'm going to open up the line - does anyone hold the belief that they are not a good cook? If you'd be willing to share that publicly.

*Gaile:* If there's nobody there, there's definitely me, Gaile. I'm not a good cook.

*Mary:* Okay, good. All right great. So, thank you for volunteering and admitting that here publicly. So what kind of actions do you take?

*Gaile:* Around cooking?

*Mary:* Around cooking, yes.

*Gaile:* I married a chef.

*Mary:* [Laugh] That was smart.

*Gaile:* I take very little. I don't – I don't keep food in the house and I go out and...

*Mary:* Yes, Okay.

*Gaile:* My actions are kind of in the opposite, like I don't take action.

*Mary:* Don't take action. Right, so what kind of results then do you get in the kitchen, aside from your good husband?

*Gaile:* None, [Chuckles]. Well, I can expand on the action thing. Like I try to – if I do cook, I only cook one thing. I never try to cook more than one thing at once.

*Mary:* Hmmm.

*Gaile:* So it's boring.

*Mary:* Okay.

*Gaile:* It's boring. And I try to do something that's really easy, and I'm never satisfied with it.

*Mary:* Yes, Okay.

*Gaile:* So it keeps forcing me to – it feels like it keeps forcing me to go out and find other options, or sometimes I just don't eat.

*Mary:* Or you just don't eat, okay. Great. And interesting as we're listening here, so great, the action, focusing on one thing; eating out, not eating, the results. So it's certainly not a whole lot in the cooking department, maybe one dish, but I noticed even the one dish we got a label of a meaning of, well, one thing is boring.

*Gaile:* Right. [Laugh].

*Mary:* Interesting and what happens if you cook a good meal, like a really good meal?

*Gaile:* Well, I actually have done that, and the first thing that comes to mind is I – I've had people say this is really good and I kind of go "Oh, yes, well, it's kind of a fluke".

*Mary:* Yes.

*Gaile:* I discount it. I don't own it. I certainly don't roll within to any meaning, anything related to me being a good cook.

*Mary:* All right.

*Gaile:* Because all of the recipe was really clear, and I followed it well.

*Mary:* Yes, it didn't have anything to do with you.

*Gaile:* It had nothing to do with me.

*Mary:* Oh, well, all right. So thank you for being an example of just demonstrating our belief cycle here.

*Gaile:* Yes.

*Mary:* And yes, but it's of course pretty common that the tendency is to reinforce our original beliefs.

*Gaile:* Yes.

*Mary:* Even if it goes counter to reality. I see this a lot with – gosh, one that is very, very popular to people that, "Oh, I'm not good with technology." Not good with technology, so what, they don't really spend time with technology, or when they do it's so limited and it's brought with a whole bunch of frustration and anxiety. So then, they're bringing all kinds of anxiety to technology. The kind of results they get is "Oh, my gosh, nothing is working," and then they have to call technical support and just keep putting the meaning, "Oh, see, I'm just not good with technology. I'm not good with technology." And, there goes the cycle.

*Gaile:* Can I just share how powerful this is?

*Mary:* Sure.

*Gaile:* It's so present having shared with you, how kind of pervasive it is, because I literally have tons of evidence that not only *can* I cook, but that I am a good cook. I have a gourmet chef husband who likes me to cook for him.

*Mary:* Wow.

*Gaile:* And still I persist with this belief that I am not a good cook.

*Mary:* Right.

*Gaile:* And then I literally didn't remember that. I didn't see that I was continuing to do that until I jumped in and was willing to share this embarrassing thing that I am a bad cook. It's just so pervasive that belief thing. It's so great to bring awareness to it again. Thank you.

*Mary:* You're welcome. You're welcome. Well, and of course the good news is, is that we can break at the belief cycle at any one of these four corners. So, we can start with a different belief. I mean not to say that Gaile, you need to change your belief that you're now a good cook. I suppose you could, and you may want to try that on, who knows.

But you can change that at the level of belief. You could change it at the level of action, right? It's like "Okay, maybe I'm not a good cook but I'm going to get good." Who's the gal in the movie Julia and Julia - she was going to do every recipe in Julia Child's French cookbook. She was going to "get good". Who cares where she started. "I'm just doing them all". Right? Massive action. And with cooking 360, well actually, I think, there were like 500 something recipes in that book, would that create some results? Of course, absolutely.

*Gaile:* Absolutely.

*Mary:* So then we have different results, and then the big one is at the level of meaning. This is really where we unknowingly reinforce limiting beliefs is we just keep making up meanings that are aligning with the original belief whether or not the belief serves us. We are meaning making machines. And if we can really begin to start looking at the meaning and really start breaking it down, and you can begin to do this even here tonight on this call, is begin to start mapping out what are some of your current beliefs, maybe a belief that you want to change, and begin to look at how the belief cycle is working for you, and where you might be able to start managing meaning. So that's definitely the most significant area.

We want to be careful about what belief we're reinforcing. We may think "Oh, I just can't handle a certain something". A big one I hear with coaches and authors or speakers is "I'm not ready yet." What are we doing? We're constantly reinforcing, "Oh, I'm not ready yet." And so you're looking for the evidence and results that you are not ready.

You're looking for the times when you make a mistake. You're looking for the times that you've procrastinated on getting a project done, "See I'm not ready. I'm not ready." So you literally will manifest results that will reinforce that belief.

So I really want to invite you to begin to get curious about what programming is driving you and really embrace that we can break the belief cycle at any juncture.

I am going to open the lines. We've got a group here listening live. If you've got any background noise where you are currently, you can press \*6 and mute yourself. And I want to do a little brainstorming here about empowering. Well, wait, actually now we're going to start with examples of empowering beliefs.

To get everybody warmed up, I'll give a few examples here, and then I'll pull from our listening audience that are willing to share a few things live. So examples of empowering beliefs, "I'm provided for in every moment.

I'm easy to love." How about, "We're always at choice." That's one of my favorite ones, actually. Or "All is well," to hold the core belief that all is well in any moment, even when things aren't going according to plan, that even in the midst of chaos, that no matter how much is going right or not that really all is well at the core.

Or "I can handle anything." One from **Bijan, Bijan** is a great spiritual teachers and one of his belief is, "The more I laugh, the more money I make." How's that for a good one? "There's more than enough time".

So let's hear from some of you. What are some examples of some empowering beliefs? I'll also look here in our webcast and see if any one has got any additions. Who'd be willing to share?

*Louise:* Hi, Mary, it's Louise.

*Mary:* Hey, Louise. Hey, it's great to hear your voice.

*Louise:* Thank you. I'm so happy to be here.

*Mary:* Oh, good.

*Louise:* So my empowering or one of my new empowering beliefs is that I am powerful and capable.

*Mary:* Love it. I'm powerful and capable, love it. Thank you for sharing. Who else?

*Randy:* Mary, it's Randy again.

*Mary:* Yes, Randy.

*Randy:* "My best day hasn't happened yet."

*Mary:* Ah, all right. My best day hasn't happened yet. Great, very nice.

*Gaile:* This is Gaile again.

*Mary:* Yes.

*Gaile:* Hi Randy. It's good to hear your voice too. I took on years ago from SARK, I think that's her name. One similar to the one you mentioned and that is, "The more naps I take, the more money I make," and it is so true in my life.

*Mary:* Oh that's nice. "The more naps I take, the more money I make."

*Gaile:* Yes.

*Mary:* Ah, amen. That feels good, huh? How about one more. How about this one, "You can't get it wrong," or "The perfect people always come along at the perfect time." Okay, so let's move to the next piece. Oh, and here's another great one. "Everything happens for a reason and a purpose that serves me."

So now we want to look at limiting beliefs. We want to really do some good work at uncovering any limiting beliefs that maybe lurking in the corners.

So how we can do this is first we might look at our top three goals and look at, what's maybe getting in the way of your progress? Or what's really limiting your ability to receive? What's the story? What's the belief you have about expanding your ability to receive? "I'm already pushed to my limits; I can't do any more."

Well, the economy. Maybe it's related to a certain area of life, so you can take finances, relationships, career, personal growth, health, fun, relaxing organization, time management, or intimacy. Take any one of those, any one where there's maybe some stickiness, what limiting beliefs do you have there?

You can also look at relating to your identity, about your age or your ability and skills or your educational level or your capacity or habits. "I don't have a college degree, therefore..." or, "I'm too old. I'm too young. I'm not a good speaker. I'm not a good writer and I just can't handle it. I'm just lazy. I'm not a disciplined person." Maybe look at anything that stands in the way of your inner peace. Why can't you have inner peace or fulfillment on a deeper level? Anything that may stand in the way of your success. Why can't you have all the success you desire?

I'm going to open up the lines here again and give you a moment to jot down either one or more of your most limiting beliefs, and then we're going to look at how we can actually do some belief busting. How can we transform those limiting beliefs? So I'm going to open up the lines.

And here we go. Who'd be willing to share a limiting belief? Who'd be willing to jump in? It might be a limiting belief about sharing your limiting beliefs on a public forum. "I can't do that!"

So I'll give you some examples here. "It won't make a difference" or "I'm not strong enough". These are all coming from previous calls that I've led. "I can't be with intense emotions."

Or, "I'm supposed to be somewhere else." How would it be to go and live life with "I'm supposed to be somewhere else?" All right, if you're supposed to be somewhere else, can you imagine just a sense of anxiety of needing to figure out where I'm supposed to be and totally not being in the present moment.

Here's some other examples, "I can't do it without credentials." And, of course, tell that one to Bill gates, right? He didn't finish his degree; lots of examples of very successful entrepreneurs who didn't finish their degrees. Or, "I don't know how." Or "I can't do it." "I don't have anything worthy of sharing" or "I may make a fool of myself." "It's too hard."

Oh, here's one of my super, super favorite ones, "There's too much to do" or "People don't change." Of course, with something like "People don't change," tell that to a billionaire who used to eat out of dumpsters, right? Or somebody who's lost a hundred pounds - "People don't change."

So I'm going to open up the lines here, and who'd be willing to share? Let's get a couple of live examples of your most limiting beliefs.

*Gaile:* This is Gaile. Mine is in a realm of – it lives in my head, like I don't want to interrupt or bother somebody, but the belief is that, "Who I am could interrupt or bother somebody, and they won't like it."

*Mary:* Hmmm.

*Gaile:* Like if I say what I want to say or ask what I want to ask, they'll feel interrupted or bothered, and I'll feel bad, something in that world.

*Mary:* Gotcha. Yes, and what if they're just waiting for your input. They're looking for it. Great example. Who else is able to share?

*Louise:* Mary, this is Louise again.

*Mary:* Yes, Louise.

*Louise:* Hi.

*Mary:* Hi.

*Louise:* "I'm not organized enough."

*Mary:* "I'm not organized enough."

*Louise:* I think there is a few that go together there, "I'm not organized enough. I'm not focused enough. I'm not disciplined enough." Those kind of marry together.

*Mary:* Ah! Great and isn't that just how it is, right? Usually, it's not one, we got a combination, and they all kind of reinforce each other. [Laughing]. Yes, they all kind of reinforce each other.

*Louise:* Yes.

*Mary:* Yes. Yes. And with each one of these, "I'm not organized enough", we might look at what does organized *enough* look like?

*Louise:* Hmmm.

*Mary:* Right or, I'm not focused enough and we might look— well, what are you focused on?

*Louise:* Oh...

*Mary:* If you're with a client, and they're in crises or you have a guest, because I know Louise you've got your own radio show. Do you have the ability to focus 100 percent on that guest or client?

*Louise:* Yes.

*Mary:* Yes.

*Louise:* In the Hour News it's like I am, when I look at my radio show as being one entity as a part of what I do, I feel very disciplined and focused and organized in that one particular area, which is kind of interesting because it reinforces all the good things. It's telling me that I am all of those things, but in other areas it feels, I feel so, all of those beliefs come up.

*Mary:* So, we've got the beliefs and so what kind of actions do you take as a result?

*Louise:* It's very haphazard.

*Mary:* Yes. Okay.

*Louise:* Yes.

*Mary:* And because it's haphazard what kind of results do you get? Aside from your radio show which is fabulous.

*Louise:* [Laughing] Haphazard.

*Mary:* Haphazard, great. And then we can see, of course, we'll take something like your radio show that's so great, and what meaning did we put on that? It's like, well, that's just my radio show.

*Louise:* Well, it's weird because I feel very proud of what I have accomplished with the radio show.

*Mary:* As you should I think, I mean, you do a phenomenal job.

*Louise:* Thank you. Just translating that in other areas of life, how do I keep myself accountable to myself, I think that's part of it.

*Mary:* Hmmm. Yes.

*Louise:* I'm not accountable to myself.

*Mary:* There is another great belief. "I'm not accountable to myself." Beautiful. Although it certainly seems that it's not a lack of ability. It may be more of a belief issue.

*Louise:* Yes.

*Mary:* The level of belief, and by the way I think it's true for probably about 99% of the population that when we really decide we're going to focus on something and give it our 100% attention, then we do take those actions. We do get the results we want. And then, the cycle goes up. We cycle. Really Nice.

*Louise:* Really nice.

*Mary:* So let's jump into – let's see or even just for those of you that shared, how does it feel to name the disempowering belief? So Louise, how was it for you?

*Louise:* It feels kind of icky right now because I'm kind of – it feels like I'm reinforcing it for myself right now.

*Mary:* Hmmm.

*Louise:* Yes, it's like, yes, I am actually really undisciplined and unfocused, and it's the feelings of frustration coming up around that and judgment.

*Mary:* Yes.

*Louise:* Yes.

*Mary:* Yes, and I also see a part of you that's not a 100% buying it. That is really just noticing what these beliefs are.

*Louise:* Yes, and that's part of the reason why I am here in this group, because it'll give me a sense of accountability with the things that I am doing. It's about getting the support that I need to keep moving forward. I know that it's possible. It's just taking myself out of my own space and head space.

*Mary:* Yes, absolutely. Well, so a great belief, "I know it's possible."

*Louise:* Yes, I believe anything is possible.

*Mary:* Yes, so great belief on that and also smart, "I need to get out of a certain head space," so that's maybe a nice noticing as well. Anyone else want to just chime in about either a disempowering belief or how it feels to name this disempowering belief?

*Ruth:* This is Ruth.

*Mary:* Yes, Ruth.

*Ruth:* Hi, my limiting belief is that I can't change my limiting belief.

*Mary:* Ah! Well there's a good one.

*Ruth:* It's like really embedded in there.

*Mary:* Great. Boy, that's a good one. Well, what if you could?

*Ruth:* Yes. [Chuckle] I believe that I can, like in my head but somewhere else in me, I don't believe it, it's like...

*Mary:* Yes. Gotcha and that's exactly, exactly how powerful a belief is. It's like, "Nope, we just want to keep cycling back around," and right now it's like reinforcing it and reinforcing it.

So let's talk about how we might be able to do this, and see if we can't Ruth's assumption here. There maybe some others listening in that share that same belief.

So let's do that. I'm going to run through eight key ways, and you'll have an opportunity to apply these to some of the ones that you jotted down on your sheet of paper, and then when I get through these, we'll check in and get some examples of new empowering beliefs. So those of you that

shared Ruth, Louise, Gaile, it'd be great to have you share then what your new empowering beliefs are. I'm more than happy to take more shares from other people as well.

The first thing we can do is very, very simple which is just to turn around a limiting belief by finding a belief that would counter balance it. So, very much often just going with the opposite, right? So we want to just turn it around. So an example of that could be people don't change, well, people do change, right? It sounds really simple just going with the opposite, or "I *can* change my limiting beliefs." We're going to get further along about how we can drive that deeper. So that's one simple way, just going with an opposite.

The second key way is to question the reality of the belief. So this means is it really true in reality? Really to check it out. "I'm not disciplined enough" - is that really true in reality? Really challenge that, and begin to take inventory where, "Well, gosh I'm disciplined here. I'm disciplined here. It's like I sleep every night, I managed to get in two, three meals each day. I brush my teeth each day." We can begin to take inventory of all the things that you are disciplined enough.

We can look at also is it really bad in reality? So this is part of the same one, is it true in reality, is it really bad in reality? For example, I might have a belief that my progress isn't enough. Is it really bad in reality that my progress isn't more? Or is this really true in reality "My girlfriend doesn't care or I'm not special," is that really true in reality? If we really get honest with ourselves, maybe check in with the boyfriend, check in with others around us, would they unanimously agree? So very often we come up with these beliefs really not so in reality. So that's the second thing, question the reality of the belief.

Here's the third. This takes us to the land of Byron Katie, "Who would you be without this thought?" Who would you be without this thought "I can't change my limiting beliefs." Who would you be without the thought "I might mess it up?"

Maybe I would be more present. Maybe I'd be more available for success, right? If my attention wasn't focused on crashing into the side of the wall, maybe I would just gracefully circle around the race track. Who would I be without this thought?

I was noticing this in my own life when somebody had made a certain judgment about my husband, and it was something like, "Maybe he's not smart as he thinks he is," and I really started buying into that belief and I'm like "God, maybe that's true, maybe he's really not as smart as he

thinks he is" and just the attachment to that one thought, and I was happening to get really critical of him.

Who would I be without the thought? I would really love and respect who he is. One night I was focusing on that thought. I was really irritable and picking on him, bless his heart. Next day I was listening to him on a phone call without that thought, and I just was really admiring how present he was and how commanding he was and handling that particular situation? It can make a big difference.

Number four is we want to see if there is some kind of a "cousin" belief that is the real culprit. So there might be a belief behind the belief right. So, maybe as Louise pointed out, "I'm not organized enough. I'm not focused enough. I'm not disciplined enough." We might look, is there another belief, behind the belief, that maybe I'm not clear about my next step. Or, "I don't have all the resources." Maybe it's something completely different.

Here's another example of applying that one. If I have the belief there's too much to do, the belief behind the belief might be, "Well, I need to do it all in order to be okay or in order to be at peace."

So what's the belief behind the belief? And it could be a belief behind the belief with, let's say I can't change my limiting belief. Actually, with this one, without that thought, "wow then I would really be held accountable to the next changes in my life." I could no longer be a victim to my own mind. So I want to just look and see if there's any other "cousin" belief that's related to the original belief, and see if that's the real culprit.

Number five, we want to look for examples and evidence where the belief is simply false, and we want to look at examples where the empowering belief is strong. So great, great strategy right? If we take a belief like, say I can't handle it. We create a new belief, "I can handle it". Maybe we go and we take inventory of all the things that we can handle.

How you've shown up for your family, how you've excelled in business, maybe you've raised money for charities and organizations. Maybe you've handled working with large groups of people. Maybe you've had to manage going through a serious illness or crisis. Really take inventory.

Want to look for evidence where the belief is false and the examples where the empowering belief is strong. If I have the belief I can't handle it, where are all the places where that is just simply not true. Well, I thought I couldn't handle running a radio show but then 'poof', here I am, you've done it for X number of years, X number of shows.

So we got to number six, which is to find a belief that would align you even more deeply to your goals. So this one it's great, if you've got a project that you want to get done. You might actually go hunting as a belief collector for a belief that really would align you with your goal.

So one example when I was getting my book, the Power of Inner Choice off to publishing, as we were getting closer and closer to the deadline, the gal that was working with me on the project was going through some challenges, and I was really getting worried that we're not going to be able to make the deadline and I kept thinking, "Oh my gosh, we're not going to get this done. I'm going to miss the deadline; I'm going to miss the deadline." Very bad mantra, right?

So I know this about beliefs, so I decided what is something that would allow me to align more deeply with that goal, and so what I came up with is, "It's all coming together." It's something I could genuinely believe. It's not, "Okay, it's going to be on time or it's going to come together perfectly." It's "It's all coming together."

Because even the tiniest of progress was validating and reinforcing that original belief, I could manage the meaning in really driving that belief. "It's all coming together."

Now we've got one more. This is number seven. As you're naming your new belief, you want to do a little check and just see if there is any downside to this new belief. "It will eventually get done." Is there a downside to that?

It might set me up to be an eternal procrastinator. It will eventually get done, it's like it's always getting done in the future. That maybe isn't the best one. Maybe if I have the belief, "It's not up to me." Again, that might more reinforce a victim mind set.

And Randy said an interesting one earlier about "My best day hasn't happened yet," and I see that as a great belief in terms of a positive expectancy like it's just kind of getting better and better. We might also look, is there a downside to that belief? "My best day hasn't happened yet," is always waiting for the best day to happen. So it kind of depends on how you spin it and how you're internalizing it. I know Randy is putting a positive spin but that's an example of it just depends on how you dance with that one.

And then the last kind of belief busting tip is, "Is my new belief grounded in reality?" So if you're holding a belief that I don't need to work out or watch my calorie intake to lose weight, it's possible that you may just be

delusional. So I believe in the power of the mind and I also believe that when there are certain laws of the universe, calories in equals weight.

I am currently reading the Belly Fat Cure by Jorge Cruise. Great book, really talking about what drives your insulin level up and down and certain kind of carbs and the whole science and chemistry behind eating and calories, and it's not even so much calories. It's the kind of calories that affect the insulin level.

If it's, "I have a belief I can eat anything I want," and that's allowing me to make a lot of unhealthy choices, then we might want to come back and come up with a different belief. We want to make sure your belief is grounded in reality.

Or if you've been trying to raise funds for a business and you keep approaching the same kind of investor, if you've got the same strategy and you think, "Well, if I just keep doing this it's going to work," the reality is whatever strategy you're doing, if you're doing it over and over and over again, and we're expecting a different result, that is the definition of course of insanity.

So there we go. We've got a little bit after the hour; let's get some examples of some empowering beliefs. We'll open up the line here, and if you've got any background noise, then you can press \*6 to mute yourself. Or you can press \*2 and I can mute you. But who'd like to jump in and share what you came up with as far as new empowering beliefs?

*Gaile:* Mary, this is Gaile.

*Mary:* Yes, Gaile.

*Gaile:* I'm working through all of those hints with mine. What I came up with is, "When I speak out, I get what I want."

*Mary:* Ah! Very nice, "When I speak out, I get what I want." Love it. Okay. Who else would like to chime in? New empowering belief. Who'd like to chime with their new empowering belief?

I'll give you a couple examples here. "Success is easy" or "I joyfully experience intense emotions", and could that really be true? "I joyfully experience intense emotions." If you have that belief and the intense emotion comes and you hold that belief, you may lean into that feeling in a different way than you have before, maybe embracing it more instead of resisting it.

You're going to find that any feeling fully self transforms. You might all of a sudden get a nice result because it transforms instead of stays intense, come up with a new meaning. Wow, it's like I love to feel into intense emotions. We've got a new empowering meaning that can continue to reinforce on your belief cycle. "People want to hear what I have to say."

And Gaile, I know you stated your new empowering belief, and we kind of have like a lot of static. I just want to reinforce your new belief. It's a very good one, people do want to hear what you have to say. And we said, "It's all coming together,". So we've got some good examples here.

I'm going to be putting these into the form, so there'll be lots of examples of new empowering beliefs, and let me just offer up a couple little tips here on anchoring in new belief, and we'll wrap up the call here. One is it's one thing to name it, but it's another thing to really live in to the belief. So act as if; take action from this new belief. People really want to hear what I have to say. Great, just be willing to speak up more than you might normally have spoken.

Here's another key. You might work on certain emotional muscles. So if it's really about expanding your ability to receive and attracting abundance, you might really consciously work to flex some of those emotional muscle around receiving, around worthiness.

Or I'll take Louise's example earlier about being disciplined and organized. The emotional muscle is how it feels to just be willing. Willingness itself is a great emotional muscle. "I'm willing to sit down and spend 10 minutes to organize my day." "I'm willing to take the actions to make the phone calls or to sit down and do the writing, to do what is necessary to realize my goal."

I'll say a little bit about affirmations. Another great way to reinforce a new empowering belief is taking an affirmation and not just having the words, but really emotionally connecting to it. There is a time, gosh, years ago now and I read this – actually a great book called Affirmations by Stuart Wilde. He's a great spiritual teacher and there were so many really cool affirmations I'd never heard of at the time, and I ended up typing up a couple pages worth of affirmations and, periodically I would go through that list of affirmations, and not just read them mentally but read them emotionally. Allowing myself to connect in and feel into that new belief.

I bet if I go back to that list that a lot of those affirmations that started back then, because I'm emotionally connected with them time and time again, they really are a part of my now belief system. So that's good.

You want to look for references about how this new belief is already true in reality. So as we were talking about Louise's example really just paying close attention about all the places that she's focused. All the places she's disciplined. All the places she's organized and really, really be reinforcing how, "Wow it's like totally great here, great here, great here."

And then bring some of what's working in the areas that are just really going super well. For Louise's radio show, what does she do to be focused, disciplined, and organized? How can she bring those habits into some other areas of her business?

The last thing about anchoring a new belief is to really get that beliefs are all made up. So if beliefs are made up, make up the good ones. Because our minds are so adaptable, when we get focused on something, and here I use that example of taking the belief about my husband that "Well, maybe he's not as smart as he thinks he is." Me buying into that belief was just buying into it. My mind did it, and it set me down a path that had me apologizing the next day. Okay, this is what happens, that and a combination of hormones, and that cannot lead to good things, right?

Versus making up the good ones. Again, what if I can change? I was just talking with one of my clients this morning about – actually she also was at the Inner Peace Immersion Retreat and actually was headed into a divorce. This is actually a different person than the one Randy was referencing earlier.

They had already moved out. The papers have been filed, it was pretty much any day, any day kind of thing, and she came out of the retreat actually with a beingness of inner peace that when she was interacting with him, she was all of a sudden way more peaceful and grounded and was stopping and just really listening and hearing whatever he had to say.

And what's funny is he started saying "Well, gosh it's like you're changing. You've changed. You've really changed." And so we were talking today, and wow, I really believe now that people can change. Not so much even herself; of course she changed, but he's now changed, and here is a husband that had totally completely left, went off and had an affair, totally came back and realized that, "Oh, my gosh, it's like I've got what I want right here. I don't want to leave" and has done a whole 180 about face.

So it really goes to show where the mind can impact anything. People really can change, and I think a lot of her friends are totally blown away surprised and may not believe it themselves, but hey stay tuned, right? Results speak for themselves.

So that kind of wraps up tonight's call. I've got one more thing, and that is just an assignment for this week, and that is I'd like you to identify five of your most limiting beliefs. So really hone in, maybe you've brainstormed more than that while you've been listening.

Identify at least five of your limiting beliefs. Write them down, and then I want you to identify five new empowering beliefs that will align you more closely to your desired objective. Next time in two weeks, we will be talking about releasing stressful thoughts, so that will be a continuation of this call. You can bring those to the call.

I'd love, love, love if you'd be willing to share your five most limiting beliefs and your five new empowering beliefs in the Forum Momentum Mastery. And as always I'd love to end the call by just checking in with our live listening audience and just hearing it, what are you taking of value from today's call?

I've got the lines open.

*Louise:* Mary, this is Louise.

*Mary:* Yes, Louise.

*Louise:* What I am taking away is a curiosity of what else is there that's stopping me, and just all the examples that you listed really gave me more info into what might be lurking.

*Mary:* Good, good, good, good.

*Louise:* I'm excited to explore a little bit more and just – just be open to what shows up there.

*Mary:* Awesome. Beautiful. When we bring curiosity to any belief, anything in life really can shift and change. Who else would be willing to share what you're taking of value from today's call? I know you're all out there. I see you. So, Randy, you want to chime in with a gem?

*Randy:* Why did I know you were going to do that?

*Mary:* Because I know you, I can pick on you, huh. [Laughing] What are you taking a value from today's call?

*Randy:* People have more to offer than they give themselves credit for.

*Mary:* Yes, very nice.

*Randy:* I can tell in listening to the disconnect sound that a lot of people have gone off the call but for those who are still on the call...

*Mary:* Actually, we still have almost everybody on the call.

*Randy:* Okay, I just thought I'd heard some disconnect, but for people who are still on the call, if you're looking to make a difference, we have to know your out there, and we know you're on the call, and you've got something very much worthwhile to offer, but the rest of us are never going to know about it unless you put it out there. And I'm not being nearly as gentle as Mary is, trying to engage comments and entice comments from those of you who are listening. But this is like the – that old adage about the only silly question is the one you don't ask.

*Mary:* Yes.

*Randy:* The only silly belief is really the one you don't give voice too.

*Mary:* Yes, yes.

*Randy:* So...

*Mary:* That's great, that's great.

*Randy:* It's never going to be any safer than it is right here in this phone call.

*Mary:* That's great. Well in some weeks we've got everybody chiming in at the same time. I'm always aware too of the topic that's like "Oh yes, let me just jump right in there and share what silly belief I'm thinking these days." Let's see we've got, the last name is Patton.

*Anne:* Yes, can you hear me?

*Mary:* I can hear you, yes.

*Anne:* Ah, I was thinking of saying something about just how amazing when I'm listening, I feel incredibly quiet inside, like there's nothing to say. It's almost like I – I've been wondering why I don't have more of a questioning mind at this moment, which I normally have going on all the time. So I was trying to even figure it out, what is a limiting belief that say, "It's probably safer to be quiet?"

*Mary:* Ah! Yes, "It's safer to be quite," really nice, really nice, so fabulous. So what's your first name?

*Anne:* Anne.

- Mary:* And Anne what else have you taken a value from today's call?
- Anne:* What I was actually thinking is just how the preference is to be amazed at what I'm listening to, to realize all these beliefs are always going on 24 hours a day, and what you've offered is a way to snag them and to examine them with a certain clarity that I think I'm more fascinated by. It's like what do I ask?
- Mary:* Yes.
- Anne:* I'm kind of like marveling at the process.
- Mary:* Oh, well, beautiful, well, good. Well, you've got these tools to take with you now, and at any time you want to do a little clean sweep, if you're feeling a little stuck, it's a great time to do it and when things are really peaceful it's like, "Hey, no sense in trying to find a belief that's not working for you." You only want to like go poking in the corners where things aren't working in your life. So...
- Anne:* I do appreciate the opportunity to explore both what you've been presenting and the sense of why am I feeling so quiet? I can't answer it at the moment. But I know that that's been – in every time you've asked some of the questions, I go, I don't understand this, normally I've got questions.
- Mary:* Yes, that's okay. Part of the intention of Momentum Mastery is really to allow each of us each time we come to this call to connect in to that space of inner peace, and so it's definitely happened many times before where I think it was a few weeks after the Inner Peace Immersion Retreat, and we were talking about inner peace culprits and several people on the call are like "I'm just really not connected to any of my inner peace culprits, I'm in this like great zone." So you will never get in trouble here for being in a good zone. Bask in that and take it with you and deepen this over your coming weeks.
- Anne:* Much appreciated.
- Mary:* Thank you. Thank you. What a beautiful way for us to wrap up this call. I have some notes here in the Forum about that they're excited to participate in the retreat challenge, and I'll be getting out more information about how you can do that, and we've got almost a hundred people in the Forum right now. So a lot of really quality people that can become a fun resource and a great place and put their energy there at once; it will be a fun playground as we move forward this year.

And so you've got your homework assignment, and I really invite you to pull the form down - the Momentum Mastery Prep Form and complete that. I'll be looking for you on the Forum, and we'll see you on the next call February 15<sup>th</sup> at 5:00 PM Pacific 8:00 PM Eastern, and until then have a fabulous, fabulous day. All right. Bye-bye, everyone.

*Anne:* Bye bye.

*Mary:* Bye now.

*Louise:* Bye.

*Mary:* Bye-bye.