

Mary Allen:

Let me officially welcome everyone to Momentum Mastery Monthly, and as you know, I'm your host Mary Allen. I know we've got a few new folks here on the line tonight. So I want to really welcome you into this community and this forum where each month, you have an opportunity to tap in to two live conference calls. One is really geared around your success. The second call is really geared around your inner peace, and today's call really ties to both our success and our inner peace.

Our topic today is about feeling worthy and owning your value as the key to abundance. We're really going to be looking at the inside, how our energetic insides can really be affecting what flows in from the outside. As always, for those of you that are active members of Momentum Mastery Monthly, in addition to hearing this call live, you also get this as an MP3. All of the transcripts for any of the previous calls are available to you. The CDs have been shipping so I know many of you have now received several shipments of two CDs a month.

I'm really, really excited about this topic and really excited to have this be a much more interactive call. Those of you that have been with me since the beginning know that sometimes we get on a topic that's very content-rich; and sometimes, we do more interaction. So, this is definitely going to be one where we're really going to get to explore this topic around worthiness, deservedness, and owning our value. My outcome today is really to have each of you here on the line connected to and walking away with an even deeper sense of what it is to feel even a little bit more worthy and deserving, to be a little bit more connected to your value, what you're bringing to the world.

As many of you know, just earlier this year, I've been on a five-city tour, the Awakening Beyond Achievement Tour. One of the five secrets to creating success and inner peace is around expanding your ability to receive. We really talk about the sense of worthiness and deservingness. We talked about just how we can resist receiving. It's almost like there's this invisible barrier that gets in the way of certain things flowing into our life: money, support, love from relationships. It doesn't even matter how much money we're making, who we are, if we've got huge status in the world or if we're really just scraping by.

What I have noticed that this question around feeling worthy and deservingness is a vulnerable spot for almost every human being on the planet. Interestingly enough today, I was talking with a client this morning who's a very successful businesswoman. Her

business and her team generates easily at least 50 grand or more a month. She has the most beautiful home on her block in a really gorgeous location. We were talking really about for as much money that is flowing into her life, she also has a lot of money flowing out of her life. She was really at a place where she's wanting to get this just really handled.

Even though there's lots of money flowing in, there's lots going out and constantly resulting in never really having enough. She had already taken on the idea of working certain emotional muscles like one of abundance and one of gratitude. She would go and sit in her yard, and spend a few minutes sitting there. It was easy for her to connect to abundance because abundance is all around and gratitude for all that was in her life, her dog and her daughter and her husband and so forth.

What we started exploring today, because she really wanted to address this money issue, is worthiness. As successful as she was when we started going there, it's almost like gasping for air. She had childhood stuff where things would be given to her and then they would be taken away - certain opportunities, not allowed to do this and that. It's this message of not good enough.

I suspect that if we talked to every single person here on this line tonight, that we would recognize that almost all of us have some kind of story like that. Maybe we weren't picked number one to be on the kickball team or our parents said, "Well, no. You can't do it that way." We get this idea of the way that you did it wasn't good enough.

There's just thing after thing that kind of feeds into our consciousness. We get this whole idea too, that you don't want to be too big for your britches. It's not good to toot your own horn or say "I'm fabulous and wonderful and great." That's not cool either. So we're taught to have humility. We're taught to minimize ourselves and put ourselves down, not to be high and mighty and better than everybody. Right? So we've got this programming and conditioning that seems to be pretty pervasive.

So what I would love to do first is that as you're listening here, to step into the question. "How worthy and deserving do you feel?" Right here in this moment, whatever it is that you next want to receive more of. Maybe it's expanding your business. Maybe it's experiencing greater inner peace in your life. Maybe it's welcoming more love and intimacy into your world. Maybe it's having the support of a team. Whatever it is, e really just stand in

that question for a minute. How worthy and deserving are you? If I were to ask you to rate on a scale of 1 to 10, with 10 being the highest, how worthy and deserving are you to really receive all that you desire?

Just sit with that. I know we've got some of you here listening on the main line. Who would be bold enough to share with us what your experience is, whatever that may be? Who would like to chime in?

Michael: Alright. This is Michael.

Mary Allen: Okay, Michael. I was just about to call on you.

Michael: [laughs]

Mary Allen: You could feel me sending energy. I know. This is like one of those questions, right? Like, oh, that's what I want to talk about, how worthy and deserving I feel.

Michael: It varies.

Mary Allen: Yes.

Michael: Sometimes you want something, and you really want it bad. Or you want something to happen, it doesn't happen, and then you start to have little doubts of, "Oh, am I really worthy of this?"

Mary Allen: Yes. Yes. Yes. So it can come in and out. When do you feel most worthy and deserving? Just to step into that question. What are you focusing on when you are feeling most worthy and deserving?

Michael: When I feel most worthy and deserving is right after I have received.

Mary Allen: Ah, interesting. So this is so beautiful, isn't it?

Michael: It's kind of getting a momentum going.

Mary Allen: Once we have the validation of something tangible, somebody hands you a \$100 bill or maybe they write you a check for \$1000 or \$5000, whatever it may be. It's like, "Now, I can feel worthy and deserving."

Michael: Yes. – I was actually thinking about people who are looking for work. When you're looking for work and you're applying for jobs

and you're not getting responses, you start wondering, "Well, maybe I'm just not good enough."

Mary Allen: Right. Yes.

Michael: Then you get an interview, and it goes really well. Then you start feeling like you're on top of the world, and "Hey, it's coming."

Mary Allen: Yes, yes. Right, right. How much does where we are with our vibration around worthy and deservingness do you think affects who ends up getting the offer from that job interview?

Michael: Based on personal experience?

Mary Allen: Yes.

Michael: I would say when I feel that I deserve the job, I get it.

Mary Allen: Right. And when you don't?

Michael: I didn't feel that I deserve the job. Perhaps, there was something that didn't go well in the interview. Perhaps, I recognized that they were looking for a qualification that I didn't really quite meet.

Mary Allen: Yes, yes.

Michael: We could lie to ourselves, but we know when we're a fit for a job.

Mary Allen: Yes, exactly. Yes. It actually reminds me. Last week, I was interviewing Arielle Ford for my Ultimate Impact Series. She was one of our guest experts for that program. When she first got into doing publicity for authors, she had done quite a few different things. Somehow she felt drawn to get into publicity. Deepak Chopra actually first self-published a book, then she heard him speaking somewhere. She said to a friend that Deepak Chopra has got something. She ended up calling him up and having a meeting with him. Even then, he was very busy and said to her something like, "Well, I only have 10 minutes to give you." She was like, "That's fine because I'll only need five."

She basically came in with the sense of, "You know what? I recognize you're a smart man. You need to hire me." That was about the extent of the conversation; and two seconds later, he's like "Okay, great." That started a 12-year relationship. She really had been coming from grounding in that worthy and deservingness.

Michael: Yes.

Mary Allen: Yes. So, I think you're speaking for a lot of other people here, those on the listening line and those that are listening to this on CD or MP3. It's like sometimes I really feel it, and sometimes, I really don't. Like my client this morning, it's almost like "Gosh! Can we get off this topic?" This is really uncomfortable to even look at that. Then she put out to me, "Well, how can we access it?"

So that's the next question. For everyone here listening in, how can we access a sense of worthy and deservingness? What images do we need to call forth in our minds? What allows us to step into a feeling of worthy and deservingness before somebody has given us something? Because if people aren't giving us something, there's a whole lot of other times when we might not be tapping into that vibration. If we notice that there's a strong correlation between our own sense of worthy and deservingness and owning our value, then imagine how much we are able to allow into our life in terms of money and love and support and opportunities and who knows what else.

We might want to consciously flex it. How could you access a sense – right here and right now - a sense of worthy and deservingness for no reason? What images would you bring to mind? Who would like to put something out into the space?

Michael: Let me know when you're ready for me.

Mary Allen: Go for it, Michael.

Michael: Alright. I'm speaking from my personal experience. Getting that mindset is very much like it's actually part of an exercise of gratitude. A gratitude exercise where instead of focusing on what's around you and the people around you, you start to focus on what it is that you have and what's great about yourself and what skills you have and what experiences, positive experiences that you've had in the past. These really bring out great feelings, great memories, and they can really help you build up.

Mary Allen: Yes, yes, yes, yes. So I couldn't agree more. I think this is one of our number one places to start - a complete inventory. We can even begin to do that here on the line tonight. Really take an inventory. What are your gifts? How have you contributed in the past? Is it through a paid job or through a volunteer role? Anything that has been perceived as a value. Make a really complete list of

that. What are those positive experiences? Also point it to a really key thing and that is the feeling. How did it really feel knowing you created that impact?

I'm going back and thinking one of my craziest jobs in life was as a technical recruiter. I lived in Dallas, Texas, and it was one of the booms where there were a lot of computer programmers. We would place people at companies, and if I'm really honest, part of what we would do is we would really prepare somebody well for the interview. We would also prepare the client really well to receive the client and in the process of that, play a role in this person often getting a raise, an even better opportunity for them.

So, yes. So really taking acknowledgment of the value that was created there that would justify what we got back then. There are two sides of worthiness and deservingness. I think one side is to really acknowledge and point out is where there's an accomplishment. There's something earned. There's something you did, something tangible that we could point to and say that that's a value.

If somebody is a therapist or a coach or any kind of a consulting type role, there's value in holding space for somebody to get clear. There's value for helping them see new perspectives. There's value in helping them transform turmoil into inner peace for example. There's value in holding somebody's vision so that they can believe it for themselves.

There are some things that are really tangible. We can look at movie stars. There's value in entertainment, right? Really getting people inspired and entertained. That's why those people can be paid really well. You entertain super well.

It can be good teachers, inventors. Value in creating something brand new that can create a big impact. So we can see one side is related to accomplishments, something that is earned, something that society values at large. So that's one piece of it, but then there's another piece. I think this is the bigger stretch for a lot of people. It is the worthy and deservingness. We might call to mind some images like thinking of a child that is getting the support and love let's say from Mother Teresa. Did that child do something to earn her attention?

Maybe not so much. Many of you have pets, right? Do you have to do something really to earn the affection, the attention, the wagging tails, or the purring from your pets? Do you get to receive

the joy just because? The love of a child, a spouse. Typically it's that unconditional love. There's a sense of worthiness and deservingness. I think most of us maybe aren't conscious and aware of, but we might call an image like that to mind and really imagine. It's just receiving for the sake of receiving. Receiving a massage from a partner not, because you're paying them but just because they're wanting to give it to you.

Here's another little visualization for each of you. Imagine that you are standing on a stage or in front of a room full of all the people in your life that love you. Parents, family members, friends, co-workers, colleagues, pets, anyone that you've serviced, clients. Imagine yourself standing in front of the room and all of them just sending you love and support for no reason. You don't need to stand on your head or do a fancy trick like on America's Got Talent. Really all you need to do is show up and be. That who you are is worthy and deserving of that attention. That may be a stretch for maybe some of us, but here's what I know to be true: *as we can begin to drop in and flex those feelings of worthy and deservingness, our capacity to receive and thus be able to pass more on to others grows exponentially.*

So, some of you have heard me share the story of one of my other clients who first came to me. He would be really, really stressed out the beginning of each year. He happened to be in commercial real estate in a sales role. He did pretty well financially so he made just under a million dollars of income. It's kind of like, "Oh darn, *only* making just under a million dollars." But his plateau, his place of worthy and deservingness was kept just under that amount. He had an invisible barrier right there. It doesn't matter if the barrier is at the million dollar mark, at the \$100,000 mark, at a \$25,000 mark, at the \$80,000 mark.

We all have an invisible barrier so you might just check in with your self. Where is your invisible barrier right now currently? Then as my client did, we actually worked on a variety of emotional muscles that one of them was around worthy and deservingness. Each week, he rated himself on a scale of 1 to 10 with 10 being the highest around how worthy and deserving he was feeling that way and allowing himself to feel into. That was, of course, the lowest score of all the things on his emotional muscle list.

It was anywhere from a four, five, and then it would get up to six, seven. The rest of his scores were nines and tens. This worthy and deservingness was elusive to him. But he continued to work at it

just a little bit each day, just taking one to two minutes each day and dropping in to a sense of worthy and deservingness. Interestingly enough, it was actually about 18 months that he went from that just under \$1 million to \$4.5 million.

When I got together with this client and another client for a quarterly planning meeting here at the Ritz-Carlton in Laguna Beach. My one other client was very, very curious.

He's like "Okay, you just quadrupled your income here. What did you do? What do you attribute to this gigantic leap?" I'll never forget. He said, "I firmly believe that people receive what they feel worthy and deserving to receive." He had so consciously flexed that. It wasn't something that he just did once in one or two coaching sessions. It wasn't something he just did one time.

It was something that every single week, he was very conscious in checking in around his level of worthy and deservingness - once or twice a day for a minute or two. Not a long time, right? We just need to connect in with those feelings just a little bit more each time and so that that frequency grew inside of him. So that all of the physical work he was doing on the outside could manifest into great abundance.

As I was talking with my client today, it's not that we *just* work on the emotional side. The emotional side is a core piece around feeling worthy and deserving, and we also have the physical side. Taking responsibility and consciously creating value that is recognized in society. If we do something that we think is of value and no one else does, we can say "I am worthy and deserving. I am worthy and deserving." But ultimately, we need to mesh the two together.

We want to look at the emotional side. We want to look at physically is it a valuable contribution to the world? We also want to look from the belief level. We'll actually put this question out too, "What do you need to believe around a sense of worthy and deservingness?" What do you need to believe in order to receive beyond your current invisible barrier? What would you need to believe about yourself, about your gifts, about your strengths? Could you shift a belief? Could you find a belief that was in more on alignment?

Let's look at what are your gifts, strengths and values are. I want to talk a little bit about that. Michael, it might be you and me today. I know we've got some more folks on the line here. I'm going to just

check in our webcast. Here is somebody else who added in. “I know what I am worth, but sometimes I fear others won’t see it.” This is a great one around belief, right? Because our belief, if we believe that others won’t see the value, there could be like a little trap to keep projecting it away.

For “I believe others don’t see it,” what would you need to focus on? This would be my question for this guy or gal in the forum. What would you need to focus on to believe that others could recognize the value that you’re bringing and your worthy and deservingness? Part of it can be that if we know our own worth and we think other people don’t see it, we’ll keep ourselves a secret. We won’t let people know we have products and services available. We don’t make ourselves readily available for people to have access. It might not be that they don’t see the value in you. They just might not know that your services even exist or what you’re capable of.

Michael: This is Michael.

Mary Allen: Yes, Michael.

Michael: Can I chime in a little bit here?

Mary Allen: Absolutely.

Michael: Regarding fear, somebody once told me that fear is actually an acronym. It stands for False Evidence Appearing Real.

Mary Allen: Love it.

Michael: Since then, every time I’m facing fear, inevitably, I think about it. I actually realized that I’m building this future in my head that hasn’t happened yet.

Mary Allen: Yes.

Michael: And probably won’t.

Mary Allen: Right.

Michael: Statistically, 80 percent of everything we worry about never actually happens.

Mary Allen: Exactly, exactly. Another great thing about fear is, “Can you access fear without thought?” Is it even possible to experience fear

without some kind of underlying thought? We might just say, “I’m going to step into fear.” We could just embrace the emotion or the frequency of fear. Almost always, it’s going to be tied to exactly what you’re saying. Some thought about the future that may not even come to be – that false evidence appearing real. Well Michael, since we got you in the hot seat, let’s just take an inventory. So what are your gifts? Let’s take these one at a time.

Michael: Well, it’s really interesting that you’re asking me that question because lately, I’ve been asking myself that. I’ve known this from before, but sometimes you need somebody else to point this out to you. You don’t necessarily remember to think about these things all the time. What someone suggested that I do is something called a Personal 360 Assessment where I’ve developed a series of four questions that I ask everybody I know.

Mary Allen: Great. Do you have those four questions?

Michael: Yes, I do actually.

Mary Allen: Oh, good.

Michael: The first question that I ask is, “When you think of me, what do you see or feel is my best quality?”

Mary Allen: Beautiful.

Michael: Sometimes, we don’t realize what our best quality is to other people. We may think that something is our best quality when in fact, everybody else is perceiving something completely different.

Mary Allen: Absolutely.

Michael: Without that awareness, we can’t focus on what truly our gifts are.

Mary Allen: Yes, yes and I couldn’t agree more. I think it’s a beautiful way to really discover your gift is by taking inventory and asking those people that know you most, because it’s true. We’re sometimes, just not aware. We’re just being ourselves, right? That’s the whole point. When we’re really giving our gift, we are just being ourselves. So that’s the good news. The good news is that you’re not needing to contort yourself into something you’re not in order to give your gift. So what’s the second question?

Michael: The second question is, “What is it about me that you find irritating or annoying?” Because sometimes we’re not aware of what is actually working against us.

Mary Allen: Another great, great question, very insightful . “What is it that you find irritating or annoying about me?”

Michael: Those two questions actually came from a really wise coach that I met at the ICF Conference about nine months ago. Who is actually on this call.

Mary Allen: Oh?

Michael: So I won’t mention that it’s you, but that’s okay.

Mary Allen: Oh, you know what? You’re right, because actually at the conference, I was being coached. I had been given the assignment to go and get input from people that knew me. What do you think about me is – yes, yes. When you think of me, what are my best qualities? Yes, perfect.

Michael: Yes. I thought this is really good stuff, and so I decided that those are two questions I need to be asking too.

Mary Allen: Excellent. You said there were four. So there are two more?

Michael: Yes, there are two more.

Mary Allen: Okay.

Michael: The third one is, “What do you think makes me approachable?”

Mary Allen: Beautiful.

Michael: When that question was offered to me, I got the idea that if I don’t know what makes *me* approachable, maybe I could figure out what makes other people approachable. I’ve started thinking, “Well, I could go to shopping centers. I could go to restaurants, a donut shop or whatever and just sit there and watch people, and in my head, imagine which one of these people are approachable and which ones are seem not to be approachable.” It has been my experience just walking down around our neighborhood that people that you’ve seen for many years that always look very serious, very focused, sometimes even upset-looking. You just say “Hello” to them and their whole posture and their face lights up. They smile and they look like a completely different person.

Mary Allen: Right, right, yes. So true.

Michael: Sometimes what doesn't look approachable can actually be very approachable.

Mary Allen: Right. Yes. Exactly. Another great, great question. And what's the fourth question?

Michael: I actually have three questions, and then the fourth one I got from somebody else. I want to do some public speaking, and I need to come up with topics to talk about. I don't know what people would be interested in hearing me talk about. So they gave me the fourth question which is, "What is one thing that sticks out in your mind that you got from a conversation that has helped make a positive difference for you?"

Mary Allen: Oh, great question. Love that as a question and very revealing too around gifts. Love that.

Michael: Yes. In fact, I've been asking that question, and I've actually been very surprised at some of the things people have told me. You know, things that I just rattled off at some point, and they took it to heart. It has made a huge difference in their life.

Mary Allen: Yes.

Michael: And I didn't realize it.

Mary Allen: This is beautiful, because it circles back to one of our next questions which is, "What value do you give the world?" So we're going to actually go there in a minute. I just want to say just one more word around gifts. If you're listening here and feeling like, "I'm not sure what my gift is, it is excellent to go and do a little 360. Just ask these questions, and then as you're getting the answers and seeing what they all have in common. Is there something that people are saying more than once? Those are great clues.

Then the other thing about giving your gift is when you're really giving your gift, it's just you're really allowing your essence to run through you and be expressed. It could be in the form where maybe there's a talent also being expressed, but it's really you're just being who you are.

I don't know how many people watch America's Got Talent. I ended up getting hooked on this season and in watching the grand finale. Little Jackie Evancho has got this gorgeous opera singing voice at age 10, but what's really her gift? We might say singing. But I would venture to say that the real gift is that she's able to allow her essence to be fully expressed through her voice.

You get who she is way above and beyond words, songs, everything else. That's the essence of gift-giving. Ultimately, Michael, as you circle back around with this inventory, really get that giving our gift isn't about doing. It's really more about who you are. When we're not protecting and covering that all up, that's really when that gift can shine the most.

Michael: What it ultimately comes down to is a shift from being in your head to being in your heart.

Mary Allen: Absolutely, absolutely.

Michael: Because in your head, you're just going to fill yourself up with all kinds of confusion. What's in your heart is truly who you are, and you can only be authentic from your heart.

Mary Allen: Exactly. So I'm going to put you on the spot and ask you. I don't know how many people you've asked yet on your questions, but if you were to just off the cuff – what could be a possible gift of yours? Like one, two, three, whatever comes to mind. What's a gift?

Michael: Well, the number one gift that keeps coming up in conversation seems to be my patience. I have been told this to my face many times. They have rarely met someone who has got as much patience as I have, and they so appreciate that when having conversations with me.

Mary Allen: Good. When you say patience, patience is in essence, a presence. I'm hearing that you are showing up and holding this space in this. *Patience* is one way to label or identify it. Very cool. Very cool.

Michael: Another one would be resourcefulness.

Mary Allen: Resourcefulness, beautiful.

Michael: And that's really important sometimes when the person you talk to is feeling very unresourceful. They just need to get unblocked, but

they don't know how. That's not necessarily something that you can figure out when you don't know. It's that you don't know.

Mary Allen: Another good one.

Michael: Being upbeat and positive.

Mary Allen: And being upbeat. That's a big one. That was one that came up for me when I was doing inventory as well. Enthusiasm was a big one. Often, or at least I don't know how it is for you, if you appreciate and own your gift of being upbeat and positive, really getting what a gift that is for people, it's very contagious. If somebody is feeling droopy and down, when somebody brings that positive energy and that upbeatness, it's contagious.

Michael: Oh, yes.

Mary Allen: The truth is that whoever is more committed to their emotional state will ultimately influence the other.

Michael: Indeed. I'm sure you've been to many events where sometimes, you get a public speaker who's talking like this, and you just want to take a nap.

Mary Allen: Right, right. Exactly.

Michael: Then you get a speaker who's energetic and is interactive with the crowd and just really excited. You can feel that person's passion just coming through.

Mary Allen: Yes.

Michael: You come out of there, and you're roaring to go. You're ready to hit the pavement. You're ready to talk to people. You're ready to make things happen.

Mary Allen: Yes.

Michael: Really, you didn't do anything different. You just sat there and listened.

Mary Allen: Alright. Yes. That's exactly right. It's very much an osmosis type of an experience. So something really to get as you're listening is here's your opportunity to really be reflecting on your own gifts, your own strengths. Connect again with the value of each one, the value of being upbeat and positive. Or let's say, something

opposite, something that is more, you know, quiet but methodical and detail-oriented. What's really the strength and the gift in that? Right? It's like we need detail people. We need somebody that can be calm and has a calming presence as well.

So one of the other resources I would love to put out is around finding your strength. There's an awesome book called *StrengthsFinder 2.0*. You can buy the book off Amazon or pretty much any bookstore. In the back of the book, there's a little code and you go online with that little code and you take an assessment about your strengths. It's really quite fascinating to just objectively go through, do this assessment and see what those type five strengths are. Once they're identified, then the opportunity is about owning your value. It's not just about intellectually knowing about it. That's the *first* step.

Then, it's about feeling it into your body and your being. Really get that value. There's a gal, Elizabeth Marshall who is a total connector type. In fact, the day that I met her at a National Speaker's Association Conference in San Diego, and right away, I'm getting introduced to Alex Mandossian and Jack Canfield and then Lorrie Morgan-Ferrero and Tim Kelley and Michael Port. Right away with her it's "Meet so and so." I've done now business with every single one of those people as a result of that connection.

So there is value – because she's just being her, connecting away. "Oh, meet this person. Oh, meet this person." But those relationships bridged the gap for new relationships to emerge – whether business opportunities or friendships. So whatever it is that you find as your strength, the next challenge is to really drop in and connect and get how valuable that is.

That's the first one. "What are your gifts?" What would you name as a couple of strengths of yours? Michael?

Michael: Well, I thought we just were just talking about our strengths.

Mary Allen: Yes, and actually here in this context, we're talking gifts and strengths kind of in the same conversation so we could still ...

Michael: Oh, okay.

Mary Allen: Yes, we could say gifts. So your gift is to get who you are, your presence and strengths might be more of a quality like being a connector. I'm totally a connector type person. I would say, one of

my strengths is connecting people. I do that through Conversations with the Masters. If you attend an event, I will introduce you to everyone that I know at the event. I'm a great networker. You need to know somebody, just give me a call or email, I'll connect you to the right resource.

Each quality is different than just a presence, right? So, strengths and gifts are two different things. Then, the last piece is "What's the value that you give the world?" Here's really where your homework assignment for this week comes in is "What is the value you give the world?" I would like you to brainstorm all of the ways that you create value in the world and look at it from your profession. Look at it through your relationships. How do you bring value in relationships? How do you bring value to the community? And really invite yourself into that as a full-on question. I've got just two more things, and we'll work to wrap up here for today. Michael, I'm going to pull you back in.

Michael: My pleasure.

Mary Allen: You're my guy today. So the question is "Who is somebody that you perceive as somebody totally worthy and deserving?" Just stand in that question of what we're looking for. "What are our rules around feeling worthy and deserving?" What has to happen to feel totally worthy and deserving? I don't know if there's somebody that comes to mind. Or what has to happen for anyone to feel totally worthy and deserving?

Michael: That's a very good question. I guess they would have to feel good about themselves first.

Mary Allen: Yes.

Michael: Because if you don't think that you are deserving or that you are worthy, nobody else will. Or very few people will. It has to start from inside.

Mary Allen: Yes. Right. We could go to the place of somebody that has worked really hard; but if they're not feeling good about themselves, you can almost see it. There occasionally are some of the younger teenage pop stars that get all these fast media attention and rise quickly, you can tell they don't feel good about themselves. They don't feel worthy and deserving of their success. It's sort of in conflict with it. I think Michael, you just like nailed it, you know. It's ultimately how they feel about themselves.

- Michael:* Yes, and they start to sabotage their careers, because it's not congruent with their blueprint of how things should be.
- Mary Allen:* Yes. Absolutely. That's a big piece. This leads into a story about my husband. My husband is a confident man. Let's say it that way. I love to acknowledge and appreciate him for who he is and when he does things – whether he has done something to help around the house or he has just cooked up a fabulous something on the barbeque or whatever it is, I'm like, "Oh my gosh, this swordfish was just cooked so perfectly. Thank you so much for helping prepare such another delicious meal." Instead of doing what many people do which is minimizing a compliment or an acknowledgement, he will come back with the, "Yes, I know. I'm a great guy, huh?"
- It's a little bit of a joke, but it's actually authentic. You really get that he knows that "Hey, I'm a good guy. I did good. I agree, this was good." So we've got this little bantering back and forth around, "Yes, I'm a great guy, I know." If one of us does something that it's feeling like it's worthy of acknowledgment, we'll say, "I did good, huh?" You know and just to come right out and own it.
- I would like to invite for the coming week as a piece of homework for you to really take on this practice of "Yeah, I'm great. I did good, huh?" Even if you're only saying it to yourself or you may say it out loud, but just really to take in and allow yourself to step into that, "I'm great. I did that."
- Stephanie, you've got a question or comment?
- Stephanie:* Yes, Mary. I just wanted a point of clarification for myself.
- Mary Allen:* Sure.
- Stephanie:* When you talk about "What are the rules around feeling worthy and deserving and what has to happen?" – like more on a spiritual level, would you say that everyone and everything is worthy and deserving just for being?
- Mary Allen:* You know, I think that is a really, really useful belief, yes. Everyone is worthy and deserving at the very least of love and respect and human dignity. Right? We've got another overlay, which we may say around abundance. We've got a society and a monetary system that places value on things. Right? If you or a doctor performing heart surgery, the value that society places on

that is large. Right? We're willing to pay heart surgeons lots of money. Right?

Stephanie: Right.

Mary Allen: If we compare that same heart surgeon to let's say a 13-year-old girl, are both of them equally deserving of love, of respect, of dignity?

Stephanie: I would say yes. Their contributions might be different in the world, but as just baseline human beings, yes.

Mary Allen: Yes, exactly and I would completely agree. All of us have that baseline. Then on the monetary side, we might say, "Is that 13-year-old worthy of the same finances?" If she connected in with two things, really feeling great about herself and her gift to the world and working at something that was valued in the world. So like actually little Jackie Evancho, 10 years old, right? That gal is probably going to make more than a lot of heart surgeons. She is giving her gift fully and she's got such a beautiful way of just owning her own beingness. Right? So, equally worthy and deserving.

Stephanie: Yes. I just wanted to share a brief story.

Mary Allen: Yes, please.

Stephanie: Okay. Recently at work, I've taken on this project of shifting the staff to a more positive outlook. I've taken on this project, and I sent my boss an email updating her on what has been going on and where I am in the progress of this project. So she sent me an email back and in it, she wrote, you encouraged me to become better. The part of the story that I found very interesting was my reaction to it. It really took me a while to say, "You know what, Stephanie? Take it for what it is and not interpret it in any other way but what it is." Because at first, I actually was uncomfortable with that comment.

Mary Allen: Yes.

Stephanie: I felt like maybe it was a political move on her part, and it took me a little while to say, "You know what? I have to just receive it as it is."

Mary Allen: Yes. I so appreciate you saying this, because I think that this is really often what we do more often than not is when people are

acknowledging us, we'll take it in at some percentage but it's not full on. Or we'll think "Oh, well, they're just saying that because maybe they're wanting something from me later."

Stephanie: Right.

Mary Allen: Right. What's the impact on having somebody be inspired to be a better person? That's pretty huge, because if somebody steps in to being a better person for themselves, how are they going to feel about themselves? It's raising their self-esteem. It's potentially creating a ripple effect where they go out and impact more lives. How do they treat their loved ones?

Stephanie: Right.

Mary Allen: Right? When we start to connect, there's a huge opportunity to allow your self to feel really good. That's really where your opportunity is over the coming week or two to allow your self to really receive that acknowledgement and own those gifts.

Stephanie: Yes.

Mary Allen: That's right. People would pay even thousands of dollars to work with some coaches when they're really good at inspiring people to be their best version of themselves.

Stephanie: Yes. But as far as using that, I have to grow into that. I was shocked actually that I was uncomfortable with it. It took me a little bit to just accept it.

Mary Allen: Well, I so appreciate that honesty. I think that's really the first step. Just see back to where we started at the beginning of the call. It's where are we with our sense of worthiness and deservingness and owning our own value. If we can see that just as my super successful client that's making 50 grand a month and has a thriving business and really doing really great things at her community, it doesn't matter who it is. Everybody has got that same sense of, "Gosh, am I good enough?" Do I really deserve to have the next level? Do I really get to deserve to feel good about who I am and what I'm offering the world?" And I say "Yes, of course."

Stephanie: Yes.

Mary Allen: Yes. Nice. Stephanie, what's one of the ways that you bring value? So you just pointed to one. But what's another way that you bring value in the world?

Stephanie: I think I try to be positive in my interactions with others. I try to always look for that silver lining. When I interact with people, I try to show them what's good about them and what's positive about them and the situation.

Mary Allen: Oh, that's a beautiful thing, to shine light on what's positive.

Stephanie: Yes.

Mary Allen: Yes. So this coming week, for you, Stephanie and for all of our listeners, Michael, those of you listening in on the webcast, your assignment for the coming week is: number one, to brainstorm all the ways that you bring value to the world, to your career or business, to your loved ones, even to yourself. Making sure you eat well, exercise, get a good night's sleep. Really just connect into this. All of this connects with our sense of value.

Then you have the second piece of homework. Then, we talked about the emotional muscle of worthy and deservingness. Take on spending a little bit of time each day like a minute or two. It doesn't need to be long. Connect in and feel a sense of worthiness and deservingness for what's next coming into your world. If it feels uncomfortable, breathe through that until you can find a sense of peace with that.

Then the third piece is to take on this practice a couple of times a day. So at least once a day, if not, two or more times, you can be an overachiever in this one. At least once a day for the next couple of weeks is really make a big deal about something you do.

Whether it's a meal you made, an interaction that you had with somebody, just to really make a big deal about it. "Wow! I handled that great. I just did an amazing meal or I just made the bed perfectly. I've just walked the dog." Make a big deal about the little things, because it's all part of flexing those muscles. Just like I mentioned the casual exchange with John. It's like "Yes, I'm great, huh?" and really owning that.

So this is definitely an assignment where the real magic happens in between the calls. The real work goes on inside of your own being. So I really invite, challenge, nudge, cajole, entice you to go and explore what's possible with this set of tools.

As we wrap up, let's just take a couple of gems, golden nuggets. What are you taking of value from today's call?

Claude: Well, the main thing is that I was thinking about what you were saying about your husband. How do you make a big deal about what he does or that he is this or he is that? I think I've been doing that for a long time.

Mary Allen: Good.

Claude: But I've become very humbled now by doing it. I was a school counselor for 37 years, an adult counselor and my gift that I thought I had was the gift of encouragement and the gift of acknowledgment with people I meet. And I think I really came into being in 2003 after I had my last surgery on my hip. I used to go down in the physical therapy room to talk to the people who were going through therapy, who have had knee operations and hip operations because I had four hip operations.

Mary Allen: Oh, my goodness.

Claude: And by going through all that experience, I could be a service to others. I was catching all kinds of trouble doing surgical therapy, because a lot of people give up and then that's the worst thing you're going to do. The doctor cuts out the part but the surgical therapy gets you back on your feet again.

Mary Allen: Yes, yes.

Claude: I think something that I got from my mother - and sometimes I wonder it's a curse or blessing - is that she always said, "Carry yourself at all times as if you have a million dollars."

Mary Allen: Oh, there's a beautiful tip.

Claude: If I carried myself that way and then people assume. She said if you carry yourself in such a manner, you will always be able to get, because they think you have something even though you don't have anything.

Mary Allen: Right.

Claude: You carry that appearance, and I would say I'm fantastic. I say that all the time.

Mary Allen: Oh, love it ...

- Mary Allen:* Love it, love it ...
- Claude:* I couldn't have planned a better day myself. Everyday, I say that.
- Mary Allen:* Yes. Well, I love that you're saying that, and I think it's very inspiring for everyone listening here to model that.
- Claude:* Another thing that I've been reading a lot lately in the last six months. I read Kiyosaki, James Rollins, John Maxwell. I'm feeling that I thought I knew a whole lot but I come to find out I didn't know anything at all, because I had a formal education.
- Mary Allen:* Right, right.
- Claude:* A formal education gets you a job but a personal education would do wonders for you. I'm finding out that I'm getting wiser now at my age, and I'm 73 years of age.
- Mary Allen:* Wow, wow. Yes, just want to totally acknowledge you for sharing that, because I think these are excellent contributions here at the end of our call. Walking in and owning yourself. You're worth a million dollars, priceless. I can say it's going to be easy for you to practice over the coming week, because you're already practicing it. Here's where the opportunity is really to connect the dots into that next level of owning your value. Other gems and take-aways?
- Michael:* This is Michael.
- Mary Allen:* Yes, Michael.
- Michael:* Yes. I think that it all needs to start with us giving ourselves permission to feel worthy and deserving. And opening ourselves up to contribution and growth. Contribution being what you have to offer to others and growth being what you're open to receiving from others.
- Mary Allen:* Yes, absolutely. Beautiful. And Stephanie?
- Stephanie:* Yes.
- Mary Allen:* What have you taken from tonight?
- Stephanie:* Feeling it. I think the thing I'm going to work on this next week is really beginning to internalize the feelings of worthy and deservingness. I'm moving it from a mental to really an emotional embracing.

Mary Allen: Yes. Yes, yes, yes. Thank you for underlining that very important point. Fantastic. I don't see any other tidbits from our webcast folks so we're going to just wind up for tonight. With that, I just want to thank all of you, especially those of you that chimed in with your contributions here tonight. I really appreciate that and looking forward to our next call here on October 12th. So, looking forward to that. Have a wonderful evening, and we'll see you then.

Stephanie: Thank you.

Mary Allen: Alrighty.

Female Participant: Bye-bye.

Mary Allen: Bye, everyone.

Claude: Thank you. Bye.

Mary Allen: Bye-bye.

Michael: Have a great week.