



CLARIFY YOUR VISION

Excerpts from Nancy Matthews

***“Quintessential Equation Workbook:
The Visionaries with Guts Guide to Achieving Massive Results”***

And

“Think & Grow Rich” by Napoleon Hill

(Version by Ross Cornwell)

PART 1

Creating Your Vision & Your Definite Chief Aim

Everything begins in thought, what you focus on expands. A key component to living the life of your dreams is in knowing what those dreams are. All too often we are living someone else's dream, someone else's definition of success and somewhere along the way, our personal dream and visions are lost. In my years of experience working with thousands of clients and supporting them in creating their most extraordinary lives, I've found people who work with me are generally in 1 of 3 places:

1. **You Are Clear on Your Vision:** For those that are crystal clear on their visions, goals and dreams, these practices and methods are used to solidify your intention and bring about the realization of your vision. You know that the key to realization of your vision requires daily focused attention on your goals, infused with the intention to bring value and service to others. These practices serve you by deepening your commitment with continuous personal growth and development to be the person who brings about the achievement of your goals and desires.
2. **You've Got an Idea:** For those of you that have an idea of your direction or purpose – often referred to as your “WHY” but are still a bit fuzzy on the “HOW,” these practices will give you the ability to focus on the “Why” and help you see clearly to identify the “How's” that show up to move you closer to the realization of your goals and dreams.
3. **You Know There's More, But Don't Know What “IT” Is:** For those of you who have are unclear on your direction, purpose of your Why --- that's okay and know you are in the right place. You've taken the first step in acknowledging that where you are now is not bringing you the peace, purpose and fulfillment you desire. There's a part of you that has been lying dormant and as it wakes up, is calling you to search for deeper meaning, connection and purpose. These practices will support you in opening the door of possibilities again so that your personal dream and vision can be revealed.

Through every phase, I encourage you to be patient, persistent and consistent. It has often been said that “Success Leaves Clues.” Within these pages are the Success Clues that I have personally used and shared with thousands of others to support them in living the life they desire and deserve.

“When I have been truly searching for my treasure, I've discovered things along the way that I never would have seen had I not had the courage to try things that seemed impossible.”
~ Paolo Coelho (“The Alchemist”)

Keep your eyes and ears open, the miracles are just waiting for you to see them.

PART 2

CREATING, GROWING & DEVELOPING YOUR VISION!

Your Big Vision & Long-Term Goals. The first step is to take your mind away from your present-day circumstances, including any problems and challenges you may be experiencing. These may be in the area of financial needs such as getting the bills paid this month or creditors hounding you, or your major stress area could be physical such as illness happening to you or a loved one, wanting to lose weight or to fit into the clothes you now have that are too tight, or maybe you're dealing with emotional stress caused by relationships or the lack of one.

Give yourself permission to put off worrying about these matters for the next 15 minutes (even longer would be better). I'd even suggest you set a date at the end of the week (say Friday night at 7:30 pm) for when you give yourself permission to fret or worry.

Note: If you notice those worries coming into your mind, simply take a moment and acknowledge them and say to yourself, *"Worrying isn't in my schedule right now, I've got this scheduled for Friday at 7:30, so just pass on through and let me get back to the what I was focusing on."*)

Next, move your thoughts to the "ideal" of what you want to have in your life. I know that sometimes this can be challenging, especially if your current situation is causing you extreme hardship or unhappiness. And, what I know as an absolute truth, evidenced by how I've re-created my life as well as how this process has worked for thousands of others, is that in order to change your current circumstances, you must allow your mind to be far removed from them and focus on creating and imagining your "perfect" future.

Go ahead ... give yourself permission for just the next 15 or 30 minutes to play and give your imagination an opportunity to serve you in the most positive and uplifting way.

One of the games we play at our workshops is a "virtual reunion." You walk up to someone and pretend that you are friends who haven't seen each other in 3 years and then share all the things you've been up to since you last saw each other. The trips you've taken, the awards you've won, the new homes, contributions to charity, how wonderful your relationships are and whatever else the imagination can bring forth from your spirit.

At first many people have trouble imagining themselves even taking a vacation, let alone the big leap of traveling by private jet, winning awards, writing books, donating millions of dollars to charity, etc. Then as the game progresses and people give themselves permission to dream again,

the floodgates open and their hearts desires are shared with others, allowing their dreams to unfold and come to life.

To achieve a goal, you've got to have a goal to achieve. To ensure your success in achieving your goals, choose goals that really matter to YOU. For those whose goals and dreams are still a bit fuzzy, give yourself permission and make the time to dream again.

- What are the things you most enjoy doing?
- What makes you happiest?

Note: This can be things in your current work environment or completely outside of work context. The key is to focus on things that you feel happy, fulfilled and joyful. If you love cooking, music, dancing, sports – and none of that is your business, that's perfect. Just begin focusing on the things that make you happy.

- What would you be doing even if no one paid you for it?
- What do other people come to you for when seeking advice or recommendations?
- What are the things you do that others acknowledge you for – but perhaps you don't even think of it as a 'big deal'?

Get started by taking some time to imagine, visualize and write down what your life looks like 3 years from now. Remember that your present condition is just that – in the present – and that you have the power to create your future however you want it to be. I was talking with a friend a few months ago, and she shared that her daughter wanted to go away to college in 2 years. She told her daughter she needed to stay close to home because she didn't have the money to be able to travel and visit her. I asked her, "Does that mean you don't think things can change or that they'll improve over the next 2 years? That you're 'stuck' in this financial situation forever." In that moment she was able to shift her thinking and open the door to create new possibilities for her future! You have the same power! Give yourself the gift of infinite possibilities and start dreaming again! Be specific, be extravagant and create exactly the type of life you want to live!

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PART 3

ACTIVITIES – IT’S TIME TO DREAM BIG!

- (A) Take out a sheet of paper and write down in detail what your perfect day of work looks and feels like.
- (B) Take out another sheet of paper and write down in detail what your perfect day of play looks and feels like.

Let’s begin with your perfect day of work:

Pretend that it’s 3 years from now and that you are finally feeling completely free in every way ... financially, emotionally, spiritually, physically and mentally. You enjoy your life and your work more than you had ever even thought possible. Take a moment and close your eyes and allow your imagination to take flight.

- Where are you?
- Watch as you go about your most amazing, happy and fulfilled life.
- What are you about to do?
- What are the services or products you provide that so bountifully fill up your bank account?
- Who are the people you spend time with? For work? For play? In celebration?
- How have you added value to the lives of your clients and customers?
- Who have you been able to make a difference in the life of because of your financial achievements?

To give you an idea of what this can look like, here’s a glimpse of one of my perfect days of work (and note, this will shift and grow as you achieve some of your goals and as the things you want also shift).

“I wake up at 6 am and enjoy my morning coffee and then read, write and meditate. I’m then off to the gym which is in the west wing of my beautiful home on the ocean and have an invigorating workout with my personal trainer – who pushes me just beyond that place where I want to stop and then feel amazing as I did more than I thought I could do (but he obviously knew I could).”

I return to the main house – have a delicious breakfast and then off to the shower – I take my time in the shower and let the water clean my body and my mind – and have 2 new brilliant “shower ideas” – that I look forward to implementing – one is to follow up with Oprah on the new show we’ve started and the other is to create the foster care transitional housing homes in Atlanta – we’ve successfully set up 15 housing communities already and the children are flourishing.

After my shower I review my notes for the lunch presentation I’m giving to a local high school on The One Philosophy – and the evening presentation sharing the Visionary with Guts method with entrepreneurs who are excited, motivated and inspired to live the life of their dreams and to serve others.

My limousine arrives at 11 a.m. and takes me to the school presentation which is a huge success and the teenagers are excited and hopeful for all the new possibilities they’ve created for themselves – watch out world – these kids are amazing.

The District School Board Officer was there and we signed a contract for \$100,000 for The One Philosophy curriculum to be carried throughout the State.

I then go to a lunch meeting with the producers from the Oprah network – reviewing the upcoming season and masterminding on the new show – they love the idea and we proceed to negotiate a million-dollar contract for the first 4 episodes.

Later I proceed to a Conference filled with 500 entrepreneurs and small business owners who are gathering to connect, grow and prosper. They are excited, motivated and inspired to create their dream lives. The presentation is lively and interactive, and it warms my heart when one of my original students from 3 years ago, comes forward to share how her life has been changed – her children are doing well and she has just opened 10th business!

All the people in attendance leave inspired and motivated to pursue their dreams and connections with each other and take action to continue working with me and my team for ongoing momentum and results. We hit our sales goal for the event and my team and I feel privileged to get to work with these extraordinary people who are making a positive impact in

the world. Yes, it is true --- I DO get to work with wonderful people, in wonderful ways for wonderful pay!

I return home after a glorious day to meet my husband, who also had an amazing day and he shares the stories of his perfect day as well. We enjoy preparing dinner together and then dine by candlelight and make plans for our upcoming trip to Europe celebrating our third anniversary.”

Notice the detail in my “Perfect Day of Work” and be sure to include as much detail as you create, visualize and write down your “Perfect Days.”

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Once you have completed the Perfect Day of Work, move on to the **Perfect Day of Play** and consider:

- What do you do just for fun? (play an instrument, gardening, crafts?)
- What type of social activities do you enjoy with family and friends? (intimate gatherings, big parties?)
- Who does your cooking? (Is it you? A Private Chef?)
- What dream vacations have you been on or are planning?
- Who are you spending your time with?
- Are you involved in charitable work? Volunteering?
- How do you care for your body, mind and spirit?

These visualizations will become part of your daily practice of setting your intention and dreaming big. Next, watch as the miracles continue to unfold and move you closer to your goals and dreams.

“When you start living your vision, the universe conspires to move you in the direction of your goals and dreams; presenting you with opportunities to learn and grow, create alliances and build your vision.” (from Visionaries with Guts, by Nancy Matthews)

PART 4

Your Definite Chief Aim

Using the visualizations created in the previous activities, we now move on to creating a clear, concise statement of your definite chief aim (i.e. your main goal).

If your definite chief aim involves money and the attainment of wealth:

First. Go into some quiet spot (preferably in bed at night) where you will not be disturbed or interrupted, close your eyes, and repeat aloud (so you may hear your own words) the written statement of the amount of money you intend to accumulate, the time limit for its accumulation, and a description of the service or merchandise you intend to give in return for the money.

When visualizing (with closed eyes) the money you intend to accumulate, *see yourself rendering the service or delivering the merchandise you intend to give in return for the money. This is important!*

As you carry out these instructions, see yourself already in possession of the money.

For example, suppose that you intend to accumulate \$500,000 by the first of January, three years from now, and that you intend to give personal services in return for the money. Your written statement of your definite chief aim should be similar to the following:

“By the first day of January [here state the year], I will have in my possession \$500,000 which will come to me in various amounts from time to time during the interim.

In return for the money I will give the most efficient service of which I am capable, rendering the fullest possible quantity and the best possible quality of service in the capacity of selling ... (describe the service or merchandise you intend to sell.)

I believe that I will have this money in my possession. My faith is so strong that I can now see this money before my eyes. I can touch it with my hands. It is now awaiting transfer to me at the time and in the proportion that I deliver the service I intend to render in return for it. I am awaiting a plan by which to accumulate this money, and I will follow it when it is received.”

Second. Repeat this program night and morning until you can clearly visualize (in your imagination) the money you intend to accumulate.

Third. Place a written copy of your statement where you can see it night and morning and read it just before retiring and upon arising until it has been memorized.

PART 5

Self-Confidence Formula

First. I know that I have the ability to achieve the object of my DEFINITE PURPOSE in life; therefore, I DEMAND of myself persistent, continuous action toward its attainment, and I here and now promise to render such action.

Second. I realize that the dominating thoughts of my mind will eventually reproduce themselves in outward, physical action, and gradually transform themselves into physical reality; therefore, I will concentrate my thoughts for 30 minutes daily upon the task of thinking of *the person I intend to become*, thereby creating in my mind a clear mental picture of that person.

Third. I know that through the principle of autosuggestion any desire that I persistently hold in my mind will eventually seek expression through some practical means of attaining the object back of it; therefore, I will devote ten minutes daily to demanding of myself the development of SELF-CONFIDENCE.

Fourth. I have clearly written down a description of my DEFINITE CHIEF AIM in life, and I will never stop trying until I shall have developed sufficient self-confidence for its attainment.

Fifth. I fully realize that no wealth or position can long endure unless built upon truth and justice; therefore, I will engage in no transaction that does not benefit all whom it affects. I will succeed by attracting to myself the forces I wish to use and the cooperation of other people. I will induce others to serve me because of my willingness to serve others. I will eliminate hatred, envy, jealousy, selfishness, and cynicism by developing love for all humanity – because I know that a negative attitude toward others can never bring me success. I will cause others to believe in me because I will believe in them and in myself.

Sixth. I will sign my name to this formula, commit it to memory, and repeat it aloud once a day, with full FAITH that it will gradually influence my THOUGHTS and ACTIONS so that I will become a self-reliant and successful person.

Dated: _____

Your Signature